

# SITE SELECTION GUIDE

Why Virginia?

Universities promote business

Transportation and infrastructure

Recent economic development announcements



2014

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Culpeper Department of Economic Development  
101 Duke Street, Suite 116, Culpeper, Virginia 22701  
(540) 727-3410 • Fax: (540) 727-3448  
Email: [csachs@culpepercounty.gov](mailto:csachs@culpepercounty.gov)





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# Virginia: The right site

Thinking about expanding or relocating your business to the commonwealth? You're in the right place. The Virginia Business Site Selection Guide is meant to make that process easier, providing information as to why publications like Forbes have named it the best state for business. But it's not all about accolades; the proof also is in the pudding. Virginia is home to more than 17,300 high-tech firms, and serves as the headquarters for 32 Fortune 1,000 companies. Businesses from far and wide settle in the commonwealth. More than 700 international companies from 45 countries are located in the state. Those facts, coupled with the commonwealth's outstanding education system, are just a few of the reasons why so many businesses say "Yes," to Virginia.

## Still not convinced? Kick back, relax and read on ...

**Location, Location, Location:** Virginia's central location provides easy access to your target market.

- Forty percent of the U.S. population is within a one-day drive.
- The Old Dominion is next to Washington, D.C., halfway between Maine and Florida and within 300 miles of New York.

**Incentives:** The commonwealth offers many incentives to companies looking to expand or locate in Virginia. Below is a brief description of some of the incentives Virginia offers. For a more comprehensive list, visit <http://www.yesvirginia.com>.

- *Governor's Opportunity Fund:* A discretionary incentive available to the governor to secure a business location or expansion project for Virginia.
- *Virginia Jobs Investment Program:* This program provides customized recruiting and training assistance for companies that are creating new jobs or experiencing technological change.
- *Corporate income tax credits* include recycling equipment tax credit, Virginia port tax credits and Research and Development Expenses Tax Credit.

**Infrastructure:** From reliable Internet service to excellent systems for shipping and receiving, Virginia has a superb infrastructure.

- Seventy percent of the world's Internet traffic passes through the Metropolitan Exchange East in Ashburn.
- In Southern and Southwest Virginia, a 1,500+ mile advanced fiber-optic broadband network connects more than 100 Gigabit Ethernet nodes.
- The commonwealth has six foreign trade zones meant to encourage companies to trade internationally.
- Virginia's telecommunications network includes 4.52 million end-user, switch access lines and Voice-over-Internet Protocol subscriptions, 6.85 million wireless subscribers and more than 289 million speed connections.
- Access to major highways (including interstates 95, 81, 64, 85, 77 and 66)
- Fourteen commercial airports including Washington Dulles International and Reagan National.
- Fourteen railroads, including two of the nation's largest: CSX Corp. and Norfolk Southern Corp. (For more information on Virginia's transportation system, flip to S12).

**Excellent Education:** A strong workforce requires a strong education system. Virginia provides stellar education at all levels.

- The commonwealth has 15 four-year, public colleges and universities; more than 25 private, four-year colleges and universities; 23 community colleges as well as professional schools, vocational institutions and technical and workforce development centers.
- Eighty-nine percent of Virginia's high school students graduated on-time in 2013.
- Career and Technical Education (CTE) courses serve over 550,000 high school and middle school students.

**Research & Development:** Whether you're in the automotive or health industries, Virginia has many facilities dedicated to cutting-edge research.

- The commonwealth is home to 11 federally funded R&D centers and 20 Federal Laboratory Consortium laboratories such as the Homeland Security Studies & Analysis Institute, NASA Langley Research Center, and the Thomas Jefferson National Accelerator Facility.
- Private, nonprofit research centers also have a presence in Virginia, including SRI's Center for Advanced Drug Research in the Shenandoah Valley and the Howard Hughes Medical Institute's Janelia Farm Research Campus in Loudoun County.
- Companies and universities can collaborate with research centers such as the Commonwealth Center for Advanced Manufacturing and the Commonwealth Center for Advanced Logistics Systems in Prince George County. For a specific look at university's R&D efforts and university research parks, turn to page S13.

**Strong Workforce:** A skilled workforce is one of the most important aspects for the success of a business and one that Virginia can provide.

- The commonwealth has one of the most educated workforces in the country. One in three Virginians holds a bachelor's or advanced degree.
- Virginia is a right-to-work state. It has the fifth lowest unionization rate in the country and one of the lowest unionization rates in the private sector at 3 percent.

**Quality of Life:** Sandy beaches, rolling mountains, historic sites. Virginia has it all. Here are some reasons why the commonwealth is an incredible place to live:

- Virginia has almost two dozen national parks, 35 state parks and more than 500 miles of trails.
- Moderate, four-season climate.
- Home to the country's highest concentration of historical attractions including Monticello, Mount Vernon, Colonial Williamsburg and Jamestown.
- Sporting events in Virginia or nearby include NASCAR, football, baseball, hockey and basketball. The Washington Redskins, for example, recently opened a training camp in Richmond.
- The commonwealth's growing wine industry includes more than 230 wineries and dozens of wine trails. There's also a burgeoning craft brewery industry, with more than 85 local breweries.

SOURCE: Virginia Economic Development Partnership, Virginia Tourism Corp., news releases



# Virginia: Something to talk about

Some companies are discovering Virginia's charm for the first time, while others have repeatedly chosen to expand in the commonwealth. Here's why some businesses are opting to locate in the state, straight from their top executives:



**The Vitamin Shoppe**, a New Jersey-based retailer that sells products like vitamins, minerals and herbs chose to locate its nearly 312,000-square-foot distribution center in Ashland.

The \$40 million investment is expected to create 174 jobs by 2015. **Rich Tannenbaum**, the company's senior vice president of supply chain, says Ashland's location off Interstate 95 made sense logistically because the company moves most of its freight by truck. The Vitamin Shoppe also found a good workforce and access to parcel carriers for Internet orders. *"We've had ample labor available to us, and we've been super impressed with the skill set and the experience and the work ethic that we found with the health enthusiasts that we hired at this facility,"* he told Virginia Business earlier this year.



Last October, **Cvent** announced it was moving into bigger headquarters within Tysons Corner. The move by the event solutions management company means the county will retain 451 local jobs and gain another 400.

*"We have called this town home for more than a decade because it offers a central location conducive to continued expansion, including access to the right talent, proximity to the region's expanding tech sector, convenient transportation for our employees, and recreation and entertainment opportunities that make Fairfax County a great place to live and work."*

**Reggie Aggarwal**, CEO and founder of Cvent



Earlier this year, New Jersey-based **Green Applications LLC** announced it was establishing its first Virginia operation in Orange County, a \$9.75 million investment that would create more than 300 jobs. The

company said it would design, screen print, produce and distribute graphic art on heat transfers and apparel.

*"As the textile print and embellishment industry moves back to domestic production, being located in the center of the East Coast allows us to deliver quick-turn and strategic solutions to our customers. We worked closely with the Virginia Economic Development Partnership to realize this opportunity and I am excited by the tremendous growth potential in the region."*

**-Robert Butters**, Green Applications' owner and CEO



*"Once we start growing out of these spaces, there's so many opportunities here,"* **Zeeshan Kaba** says of Danville River District, where his company, **AllergEase**, recently relocated its operations and headquarters.

AllergEase makes all-natural lozenges that fight seasonal allergy symptoms. The company's 4,000-square-foot distribution and warehouse center in the area is expandable by an additional 3,000 square feet.

Source: News releases, Virginia Business

# Quick facts: *Virginia versus the U.S.*

## POPULATION (2013)

	Virginia	USA
Population (estimate)	8,260,405	316,128,839
Persons under 5 years	6.2%	6.3%
Persons under 18 years	22.6%	23.3%
Persons 65 years and over	13.4%	14.1%
Female persons	50.8%	50.8%

## FOREIGN BORN (data from 2008-2012)

Foreign born persons	11.1%	12.9%
Language other than English spoken at home, percent age 5+	14.7%	20.5%

## EDUCATION (data from 2008-2012)

High school graduate or higher, persons age 25+	86.9%	85.7%
Bachelor's degree or higher, persons age 25+	34.7%	28.5%
Veterans	734,151	21,853,912

## HOUSING (data from 2008-2012, except when noted)

Housing units (2013)	3,412,460	132,802,859
Homeownership rate	67.8%	65.5%
Housing units in multi-unit structures	21.5%	25.9%
Median value of owner-occupied housing units	\$249,700	\$181,400
Households	3,006,219	115,226,802
Persons per household	2.59	2.61
Per capita money income in past 12 months	\$33,326	\$28,051
Median household income	\$63,636	\$53,046
Persons below poverty level	11.1%	14.9%

# Business quick facts *(2012 data)*

	Virginia	USA
Private nonfarm establishments	192,730	7,431,808
Private nonfarm employment	3,089,241	115,938,468
Nonemployer establishments	529,636	22,735,915

## Women and minority-owned firms (2007 data)

African-American-owned firms	9.9%	7.1%
American Indian- and Alaska Native-owned firms	0.5%	0.9%
Asian-owned firms, percent	7.0%	5.7%
Native Hawaiian and Other Pacific Islander-owned firms	0.1%	0.1%
Hispanic-owned firms, percent	4.5%	8.3%
Women-owned firms, percent	30.1%	28.8%

Source: US Census Bureau: State & County QuickFacts

# Virginia's accolades

We're not the only ones raving about Virginia, the media are too. See how the Old Dominion stacks up in various business rankings.

- Virginia has consistently made **MoneyRates.com's Best Places to Make a Living** list. The commonwealth has been one of the top 10 states in this ranking since the list began in 2010, snatching the No. 7 spot this year.
- The Old Dominion was named the **Best State for Business and Careers by Forbes.com** in 2013, a feat it hasn't achieved since 2009. Not to say it has ranked poorly. The commonwealth has been listed among the top two best states for business since Forbes started publishing this list in 2005.
- Forbes isn't the only one that has touted Virginia as a top business destination. Earlier this year, the commonwealth (along with Colorado) placed No. 8 on **CNBC's America's Top States for Business**. The news network highlighted Virginia's welcoming business climate and top-notch workforce.
- If you're looking for young blood to spruce up your workforce, the commonwealth may be the way to go. A recent **USA Today** article identified 289 American cities as "Millennial Magnets," including eight in Virginia — Arlington (No.1 on the list), Alexandria, Norfolk, Richmond, Newport News, Hampton, Virginia Beach and Chesapeake. The publication used recent U.S. Census data to identify cities that had more people in their 20s than in their teens.
- Virginia has once again made it on **Pollina Corporate Real Estate Inc.'s Top 10 Pro-Business States** list, ranking No. 4 in 2013. The study says states on this list "should be held up as models for the other 40 states and the federal government."
- The commonwealth made it on several lists on **Business Facilities 2013 State Rankings Report**. It placed in the top 10 of the following rankings: Best Business Climate (No. 5); Economic Growth Potential (No. 8); Biofuels Leaders (cellulosic ethanol category, tied at No. 7 with several other states); Data Center Leaders (No. 4); Aerospace/Defense Industry Leaders (No. 7); Employment Leaders (No. 9); Per Capita Income (No. 8) and Best Education Climate (No. 8).

## Industry employment and projections *(long term)*

	Estimated 2010	Projected 2020	Change	Percent change	
				Total	Annual
Total, all industries	3,923,952	4,623,926	699,974	17.84%	1.66%
Agriculture, forestry, fishing and hunting	57,682	53,526	-4,156	-7.21	-0.75
Mining, quarrying, and oil and gas extraction	8,596	8,354	-242	-2.82	-0.29
Utilities	10,896	10,880	-16	-0.15	-0.01
Construction	182,999	247,486	64,487	35.24	3.06
Manufacturing	229,827	235,292	5,465	2.38	0.24
Wholesale trade	110,111	126,499	16,388	14.88	1.40
Retail trade	398,103	454,590	56,487	14.19	1.34
Transportation and warehousing	101,632	119,997	18,365	18.07	1.68
Information	76,089	82,720	6,631	8.71	0.84
Finance and insurance	120,580	137,719	17,139	14.21	1.34
Real estate and rental and leasing	51,509	58,228	6,719	13.04	1.23
Professional, scientific and technical services	381,552	522,818	141,266	37.02	3.20
Management of companies and enterprises	73,845	77,928	4,083	5.53	0.54
Administrative and support and waste management	194,688	232,358	37,670	19.35	1.78
Educational services	350,312	432,989	82,677	23.60	2.14
Health care and social assistance	386,804	523,900	137,096	35.44	3.08
Arts, entertainment and recreation	46,535	54,151	7,616	16.37	1.53
Accommodation and food services	294,179	335,566	41,387	14.07	1.33
Other services (except public administration)	125,799	148,068	22,269	17.70	1.64

Source: Virginia Employment Commission



## 22 Virginia companies on Fortune 500

Virginia is home to a diverse group of companies, including 22 on the Fortune 500 list, a list of America's largest corporations.

There were a few new developments to the list this year. McLean-based Exelis Inc., the former defense division of ITT Corp., dropped off the list in 2014. Reston-based Leidos Holdings Inc. replaced SAIC Inc. Leidos was formed last year when SAIC Inc., a major government and defense contractor, split into Leidos and a smaller firm that was also named SAIC.

Hilton Worldwide Holdings, headquartered in McLean, made its debut on the Fortune 500 this year. The hospitality company went public in December.

Four firms moved up in rankings this year, Capital One Financial Corp., CarMax Inc., Dollar Tree Inc. and Advance Auto Parts Inc. AES Corp. in Arlington and Norfolk-based Norfolk Southern held on to the same rankings as last year (No. 174 and No. 247, respectively).

A dozen of the companies showed higher revenue from 2012 to 2013, while 10 saw a decline in revenue. Sixteen of the companies fell in rank from 2013.

The Virginia companies on the 2014 Fortune 500 list include:

Number	Company	Location	Revenue <sup>1</sup>
32	Freddie Mac	McLean	\$81.2
99	General Dynamics	Falls Church	31.2
122	Northrop Grumman	Falls Church	24.7
124	Capital One Financial	McLean	24.2
161	Altria Group	Richmond	17.7
174	AES	Arlington	16.6
185	Computer Sciences Corp.	Falls Church	15.4
212	Dominion Resources	Richmond	13.4
214	Smithfield Foods	Smithfield	13.2
240	CarMax	Richmond	11.5
247	Norfolk Southern	Norfolk	11.2
289	Hilton Worldwide Holdings	McLean	9.7
291	Genworth Financial	Richmond	9.6
303	Owens & Minor	Mechanicsville	9.1
342	Dollar Tree	Chesapeake	7.8
382	Huntington Ingalls Industries	Newport News	6.8
402	Advance Auto Parts	Roanoke	6.5
442	Leidos Holdings	Reston	5.8
443	Booz Allen Hamilton	McLean	5.8
457	MeadWestvaco	Richmond	5.5
481	Gannett	McLean	5.2
495	NII Holdings	Reston	4.98

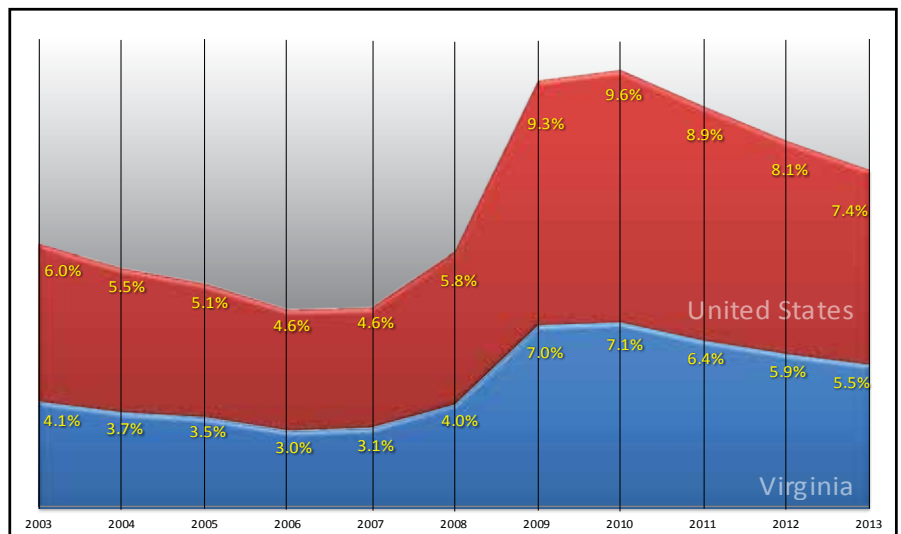
<sup>1</sup> In billions of U.S. dollars

## Employers by size of establishment

	Establishments
0 to 4 employees	142,807
5 to 9 employees	37,364
10 to 19 employees	26,859
20 to 49 employees	19,353
50 to 99 employees	6,903
100 to 249 employees	3,676
250 to 499 employees	1,007
500 to 999 employees	364
More than 1,000 employees	242

Source: Virginia Employment Commission

## Unemployment rates



Source: U.S. Bureau of Labor Statistics

## New startup firms

4th quarter 2010	2,580
1st quarter 2011	3,090
2nd quarter 2011	3,023
3rd quarter 2011	2,405
4th quarter 2011	2,518
1st quarter 2012	3,081
2nd quarter 2012	2,506
3rd quarter 2012	3,977
4th quarter 2012	2,999
1st quarter 2013	3,238
2nd quarter 2013	1,538
3rd quarter 2013	2,792
4th quarter 2013	2,785

Source: Virginia Employment Commission

## Virginia population projections

	Virginia population projections	(% change)
2000	7,079,030	
2010	8,001,024	13.02
2020	8,811,512	10.13
2030	9,645,281	9.46
2040	10,530,228	9.17

Source: U.S. Census Bureau, Virginia Employment Commission

## Average weekly wage by industry

Total, all industries	\$999
Agriculture, forestry, fishing and hunting	571
Mining, quarrying, and oil and gas extraction	1,310
Utilities	1,513
Construction	939
Manufacturing	1,058
Wholesale trade	1,382
Retail trade	513
Transportation and warehousing	960
Information	1,589
Finance and insurance	1,569
Real estate and rental and leasing	925
Professional, scientific and technical services	1,850
Management of companies and enterprises	2,109
Administrative and support and waste management	713
Educational services	791
Health care and social assistance	878
Arts, entertainment and recreation	471
Accommodation and food services	330
Other services (except public administration)	745
Public Administration	1,344
Unclassified	755
Federal government	1,608
State government	881
Local government	798

Source: Virginia Employment Commission

## Minimum desired wage of available job candidates

Minimum desired wage	Potential candidates	Percent
\$20,000 - \$34,999	62,741	42.21%
\$35,000 - \$49,999	25,790	17.35
Not Specified	23,226	15.63
\$5,000 - \$19,999	12,658	8.52
\$50,000 - \$64,999	10,575	7.12
\$95,000 or more	5,330	3.59
\$65,000 - \$79,999	4,961	3.34
\$80,000 - \$94,999	3,343	2.25

Note: Individuals with active resumes in the workforce system. Data accessed June 29, 2014

Source: Virginia Employment Commission



## Community colleges

	Institution	Location	Phone	Website	President	Full-time students	Part-time students	Total <sup>1</sup>
1	Northern Virginia	Annandale	(703) 323-3000	nvcc.edu	Robert G. Templin Jr.	19,700	32,103	51,803
2	Tidewater	Norfolk	(757) 822-1122	tcc.edu	Edna V. Baehre-Kolovani	11,500	17,499	28,999
3	J. Sargeant Reynolds	Richmond	(804) 371-3000	jsr.vccs.edu	Gary L. Rhodes	3,552	8,902	12,454
4	Thomas Nelson	Hampton	(757) 825-2700	tncc.edu	John T. Dever	3,565	7,468	11,033
5	John Tyler	Chester	(804) 796-4000	jtcc.edu	Edward "Ted" Raspiller	2,697	7,406	10,103
6	Virginia Western	Roanoke	(540) 857-8922	virginiawestern.edu	Robert H. Sandel	2,688	5,966	8,654
7	Germanna	Fredericksburg	(540) 891-3000	germanna.edu	David A. Sam	2,352	5,027	7,379
8	Lord Fairfax	Middletown	(540) 868-7000	lfcc.edu	Cheryl Thompson-Stacy	1,963	5,275	7,238
9	Southside Virginia	Alberta	(434) 949-1000	southside.edu	John J. Cavan <sup>2</sup>	1,852	3,932	5,784
10	Piedmont Virginia	Charlottesville	(434) 977-3900	pvcc.edu	Frank K. Friedman	1,208	4,422	5,630
11	New River	Dublin	(540) 674-3600	nr.edu	Jack M. Lewis	1,887	2,921	4,808
12	Central Virginia	Lynchburg	(434) 832-7600	cvcc.vccs.edu	John S. Capps	1,465	3,265	4,730
13	Blue Ridge	Weyers Cave	(540) 234-9261	brcc.edu	John A. Downey	1,607	2,830	4,437
14	Danville	Danville	(434) 797-2222	dcc.vccs.edu	Bruce R. Scism	1,540	2,740	4,280
15	Rappahannock	Glenns	(804) 758-6700	rappahannock.edu	Elizabeth H. Crowther	832	2,723	3,555
16	Wytheville	Wytheville	(276) 223-4700	wcc.vccs.edu	Charlie White	1,209	2,259	3,468
17	Patrick Henry	Martinsville	(276) 638-8777	ph.vccs.edu	Angeline Godwin	1,486	1,677	3,163
18	Mountain Empire	Big Stone Gap	(276) 523-2400	mecc.edu	Scott Hamilton	1,310	1,614	2,924
19	Southwest Virginia	Richlands	(276) 964-2555	sw.edu	J. Mark Estep	1,154	1,476	2,630
20	Virginia Highlands	Abingdon	(276) 739-2400	vhcc.edu	Ron Proffitt	1,061	1,423	2,484
21	Paul D. Camp	Franklin	(757) 569-6700	pdc.edu	Paul Conco	435	957	1,392
22	Dabney S. Lancaster	Clifton Forge	(540) 863-2800	dslcc.edu	John Rainone	432	880	1,312
23	Eastern Shore	Melfa	(757) 789-1789	es.vccs.edu	Linda Thomas-Glover	264	593	857

<sup>1</sup> Fall enrollment 2013    <sup>2</sup> Cavan is retiring and will be replaced by Alfred A. Roberts on Aug. 1.

Source: Virginia Community College System

## Colleges & universities (public, four-year institutions)

	Institution	Location	Phone	Website	President	Part-time students <sup>1</sup>	Full-time students <sup>1</sup>
1	Virginia Tech	Blacksburg	(540) 231-6000	vt.edu	Timothy D. Sands	2,780	28,425
2	Virginia Commonwealth University	Richmond	(804) 828-0100	vcu.edu	Michael Rao	6,245	25,043
3	George Mason University	Fairfax	(703) 993-1000	gmu.edu	Angel Cabrera	12,489	21,428
4	University of Virginia	Charlottesville	(434) 924-0311	virginia.edu	Teresa A. Sullivan	2,375	21,089
5	James Madison University	Harrisonburg	(540) 568-6211	jmu.edu	Jonathan R. Alger	1,555	18,626
6	Old Dominion University	Norfolk	(757) 683-3000	odu.edu	John R. Broderick	7,789	17,039
7	Radford University	Radford	(540) 831-5000	radford.edu	Penelope W. Kyle	775	9,153
8	College of William & Mary	Williamsburg	(757) 221-4000	wm.edu	Taylor Reveley	512	7,864
9	Norfolk State University	Norfolk	(757) 823-8600	nsu.edu	Eddie N. Moore <sup>2</sup>	1,272	5,456
10	Christopher Newport University	Newport News	(757) 594-7000	cnu.edu	Paul S. Tribble	166	5,066
11	Virginia State University	Petersburg	(804) 524-5000	vsu.edu	Keith T. Miller	801	4,962
12	Longwood University	Farmville	(434) 395-2000	longwood.edu	W. Taylor Reveley IV	695	4,265
13	University of Mary Washington	Fredericksburg	(540) 654-1000	umw.edu	Richard V. Hurley	842	3,989
14	Virginia Military Institute	Lexington	(540) 464-7230	vmi.edu	J.H. Binford Peay III <sup>3</sup>	0	1,675
15	U.Va. College at Wise	Wise	(276) 328-0100	wise.virginia.edu	Donna Price Henry <sup>4</sup>	819	1,472

<sup>1</sup> Based on 2013 fall enrollment numbers

<sup>2</sup> Interim president

<sup>3</sup> Superintendent

<sup>4</sup> Chancellor

Source: State Council of Higher Education for Virginia.

# Transportation and infrastructure

Virginia already is seeing effects from the landmark transportation bill passed by the General Assembly in 2013. One of the results, for example, was the elimination of a 17.5 cent-per-gallon gasoline tax and an increase in the wholesale gasoline tax. The legislation is expected to boost Virginia's transportation projects by \$4 billion by 2018.

"This bill is a game changer for Virginia," Sean Connaughton, then Virginia's secretary of transportation, told Virginia Business last year. "Not only does it put our transportation program on a stronger foundation, but it also provides enough revenues to expand roads, rail, transit, air, airport and sea-port projects. This legislation will mean more investment and more jobs for Virginia."

The first phase of the long-awaited Metrorail Silver Line also was scheduled to open July 26. The 23-mile extension of the Washington, D.C., Metrorail system adds tracks that stretch from East

Falls Church through Tysons Corner and Reston. It eventually will lead to Washington Dulles International Airport west to Ashburn. Hampton Roads, which already has a light rail system in Norfolk, is exploring extending service to Virginia Beach.

Meanwhile, Richmond is considering bringing Bus Rapid Transit to the area. The system, which has been successful in cities such as Cleveland, can run about as fast as a car and provides the benefits of a light rail system at one-tenth of the infrastructure cost, says RVA Rapid Transit, a citizen's group promoting the project. Earlier this year, the state and city requested \$24.9 million in federal funds to help fund a 7.5-mile Bus Rapid Transit system on Broad Street, but they won't find out until the fall if they'll receive the grants.

**Air travel:** Virginia has 14 commercial airports, including two major airports. Low-cost startup airline PeopleExpress began offering services from Newport

News/Williamsburg International Airport to Boston, Newark, N.J., and Pittsburgh. Richmond International Airport also welcomed Southwest Airlines, another low-cost airline, to the area in November. Washington Dulles International Airport also had a big coup when Air China started offering nonstop service to Beijing. The move was expected to bring \$14 million in annual visitor spending to the Washington, D.C., area.

**Highways:** The major interstate highways in Virginia are I-95, I-81, I-64, I-85, I-77 and I-66.

**Passenger rail:** Amtrak in Virginia reaches more than 20 Virginia locations, including a new stop in Norfolk. Amtrak service to Roanoke also is expected to begin no later than fall 2017. **Virginia Railway Express** offers commuter rail service from the Northern Virginia suburbs to Washington, D.C. VRE includes 18 stations, as far south as Fredericksburg and as far west as Manassas, carrying an average of 20,000 passengers each day. Northern Virginia also is home to many **Metrorail** stops, bringing commuters into the city.

**Freight rail:** Two of the nation's largest railroads serve Virginia: CSX Corp. and Norfolk Southern Corp. Overall, 14 railroads operate on over 3,500 miles of track throughout the state. CSX is working on the National Gateway, a project that aims to create a more efficient rail route that links mid-Atlantic ports with Midwestern markets. Norfolk Southern opened the Heartland Corridor a few years ago. The public-private partnership offers an efficient route between the Port of Virginia and the Midwest.

**Port of Virginia:** The Port of Virginia is one of the major seaports on the East Coast. The port should see a boost in container traffic after the Panama Canal expansion is completed in 2015. Virginia's port is one of only two on the Eastern seaboard that can handle today's largest ships when fully laden.

Source: Virginia Economic Development Partnership, news releases, news articles

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# Virginia universities: innovation stations

State universities aren't just educating the next generation; they are also helping businesses move ahead by providing office space or collaborating on research. Below is a sampling of university research parks and collaborations involving universities, businesses and organizations in the commonwealth.

## Commonwealth Center for Advanced Manufacturing (CCAM)

Prince George County

[ccam-va.com](http://ccam-va.com)

CCAM's 62,000-square-foot research facility is a collaboration involving manufacturing companies, government organizations and universities aimed at providing "production ready advanced manufacturing." CCAM has 19 industry members and four university members: the University of Virginia (U. Va.), Virginia State University (VSU), Virginia Tech and Old Dominion University (ODU).

## Commonwealth Center for Advanced Logistics Systems (CCALS)

Prince George County

[ccals.com](http://ccals.com)

CCALS is modeled after CCAM. As the name suggests, this collaborative research center is working to solve logistics challenges ranging from costs, transportation and security. VSU, Longwood University, U.Va. and Virginia Commonwealth University have signed up as CCALS university members.

## Innovation Research Park @ ODU

Norfolk

[irpodu.com](http://irpodu.com)

Innovation Research Park is located on the campus of Old Dominion University. The 75-acre, mixed-used development includes two 100,000-square-foot buildings that offer Class A office space and wet and dry laboratory space. The lab aims to help businesses access ODU's research and resources and provide proximity to the area's federal labs and military centers.

## Innovation Technology Park

Prince William County

[pwcecondev.org](http://pwcecondev.org)

The 1,600-acre research and technology park is anchored by George Mason University's Prince William Campus. The park provides opportunities for collaborative research, data centers, bio-manufacturing, corporate locations and more.

## The Institute for Advanced Learning and Research

Danville

[ialr.org](http://ialr.org)

The goal of the Institute for Advanced Learning and Research is to be a regional catalyst for economic transformation through applied research, advanced learning and economic development. The institute serves Martinsville, Danville and the counties of Patrick, Franklin, Henry, Pittsylvania, Halifax and Mecklenburg. Virginia Tech, Danville Community College, Averett University and the Southern Virginia Higher Education Center are some of its partners.

## University of Virginia Research Park

Charlottesville

[uvafoundation.com](http://uvafoundation.com)

This 562-acre, mixed-use development is zoned for office, light industry, hotel/conference center, laboratory/medical/pharmaceutical, and retail/support commercial uses.

## Virginia BioTechnology Research Park

Richmond

[vabiotech.com](http://vabiotech.com)

The Virginia BioTechnology Research Park is close to VCU's MCV and Monroe Park campuses. The public, four-year university also is one of the park's life science partners. The Virginia BioTechnology campus is home to more than 60 life-science companies, research institutes, state/federal labs, scientists, engineers and researchers.

## Virginia Modeling, Analysis and Simulation Center

Suffolk

[www.vmasc.odu.edu](http://www.vmasc.odu.edu)

ODU's VMASC is a research facility that focuses on modeling, simulation and visualization (MS&V) research, development and education. Transportation, virtual environments, game-based learning and system sciences are some of its research areas.

## Virginia Tech Carilion School of Medicine and Research Institute

Roanoke

[vtc.vt.edu](http://vtc.vt.edu)

Created in 2007, the Virginia Tech Carilion School of Medicine and Research Institute is a joint partnership between Blacksburg-based Virginia Tech and Carilion Clinic, a nonprofit health-care organization based in Roanoke. The institute strives to be a leader in medical education and biomedical and clinical research.

## Virginia Tech Corporate Research Center

Blacksburg

[vtcrc.com](http://vtcrc.com)

The 230-acre Virginia Tech Corporate Research Center (VTCRC) is located next to Virginia Tech's campus in Blacksburg. Created in 1985, the center encompasses more than 150 research, technology and support companies. There currently are 29 buildings on site with room to construct 19 more buildings. The center's goals include creating research relationships between companies at the park and Virginia Tech.



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# A sampling of Virginia's recent economic development announcements (2013-2014)

## SOUTHWEST VIRGINIA

**Botetourt County:** Altec Industries Inc. said it planned to invest \$3.9 million in its plant in the area and create more than 200 jobs.

**Carroll County:** North Carolina-based Vanguard Furniture announced plans to invest \$550,000 in the area to establish its first Virginia household furniture upholstery production operation. The move is expected to create more than 200 jobs.

**Pulaski County:** Vegetable producer Red Sun Farms said it would grow hydroponic vegetables in a new greenhouse operation in Dublin. The \$30 million investment was projected to create 205 jobs.

**Roanoke:** Virginia Transformer Corp.'s \$1 million expansion was slated to create 150 jobs. The company makes custom electric power transformers.

## SOUTHERN VIRGINIA

**Charlotte County:** The Corsi Group, a manufacturer of custom cabinets, announced it would invest about \$5 million to establish its first Virginia manufacturing operation. The company estimated the project would create 110 jobs.

**Danville:** Virginia startup AllergEase moved its operations from Arlington to Danville. The \$7.5 million expansion was expected to create 150 jobs.

**Henry County:** UK-based Kilgour Industries Ltd said it would spend \$27.3 million to open its first location in Henry County. The project was anticipated to create 155 jobs.

**Mecklenburg County:** Microsoft announced its third expansion in Mecklenburg County. The company will invest almost \$346.7 million to expand its data center and increase capacity to serve its customers. The expansion was expected create 90 jobs.

## CENTRAL VIRGINIA

**Albemarle County:** Fairfax-based custom apparel maker CustomInk announced a \$45 million expansion expected to create 582 new positions.

**Campbell County:** Colorado-based StarTek Inc.'s \$3.4 million expansion was slated to produce 300 jobs.

**Chesterfield County:** Shandong Tranlin Paper Co., a Chinese pulp and paper company, announced plans to invest \$2 billion and create 2,000 jobs to establish its first U.S. advanced-manufacturing operation.

**Henrico County:** Paris-based Teleperformance said it would invest \$3.5 million to open a customer service center that would create 500 jobs.

## SHENANDOAH VALLEY

**Culpeper County:** Tanom Motors opened its autocycle plant near Culpeper. The new Virginia-based company planned to create 300 jobs.

**Harrisonburg:** Organic poultry processor Shenandoah Processing LLC said it would invest \$2.2 million in its new Harrisonburg operation and bring 102 jobs to the area.

**Orange County:** Green Applications LLC, a company headquartered in New Jersey, said it would invest \$9.75 million to establish its first Virginia operation that would create 323 jobs.

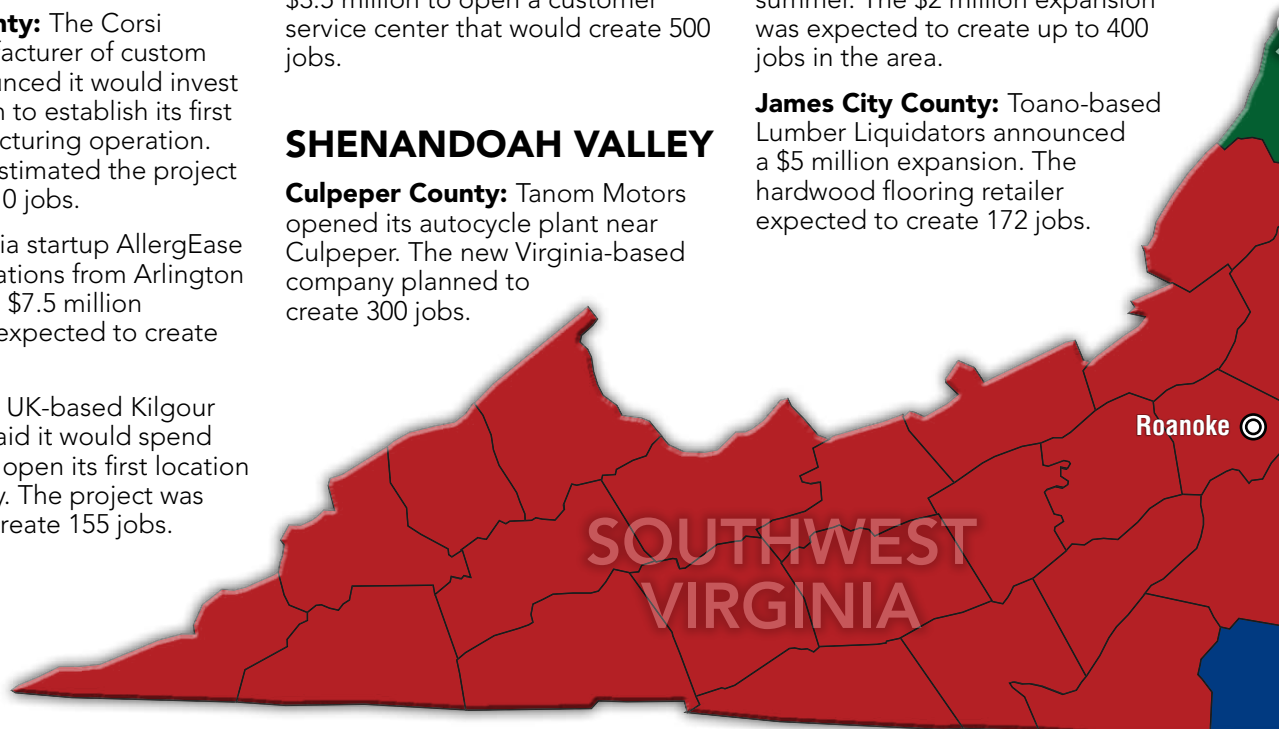
**Shenandoah County:** International Automotive Components Group's \$5.7 million expansion was anticipated to create almost 300 jobs.

## HAMPTON ROADS

**Chesapeake:** Sutherland Global Services' almost \$6.9 million expansion was expected to create 275 jobs.

**Hampton:** Faneuil Inc., based in Hampton, said it would open a customer-service contact center in the city's Peninsula Town Center this summer. The \$2 million expansion was expected to create up to 400 jobs in the area.

**James City County:** Toano-based Lumber Liquidators announced a \$5 million expansion. The hardwood flooring retailer expected to create 172 jobs.





# I N D E X

**Suffolk:** Mills Marine & Ship Repair, created in 2012, anticipates expanding rapidly during the next two years, with plans to invest more than \$3 million and hire 142 employees.

## NORTHERN VIRGINIA

**Arlington County:** Buchanan & Edward's \$4 million expansion was expected to create 300 new positions. The IT consulting and professional services company is based in Arlington.

**Fairfax County:** Fairfax-based Sevatec Inc., a high-technology services firm, announced a \$2 million expansion slated to add 650 jobs.

**Stafford County:** Greencore Group, a food manufacturer based in Ireland, announced an almost \$5.8 million expansion to its Stafford County facility that would create 350 jobs.

**Manassas:** Micron Technology Inc.'s \$49.7 million expansion was projected to add 216 jobs.

## CENTRAL VIRGINIA

Campbell County.....	S16
City of Lynchburg.....	S17
Dallan Construction.....	S18
Lingerfelt .....	S19
New Kent County .....	S20

## HAMPTON ROADS

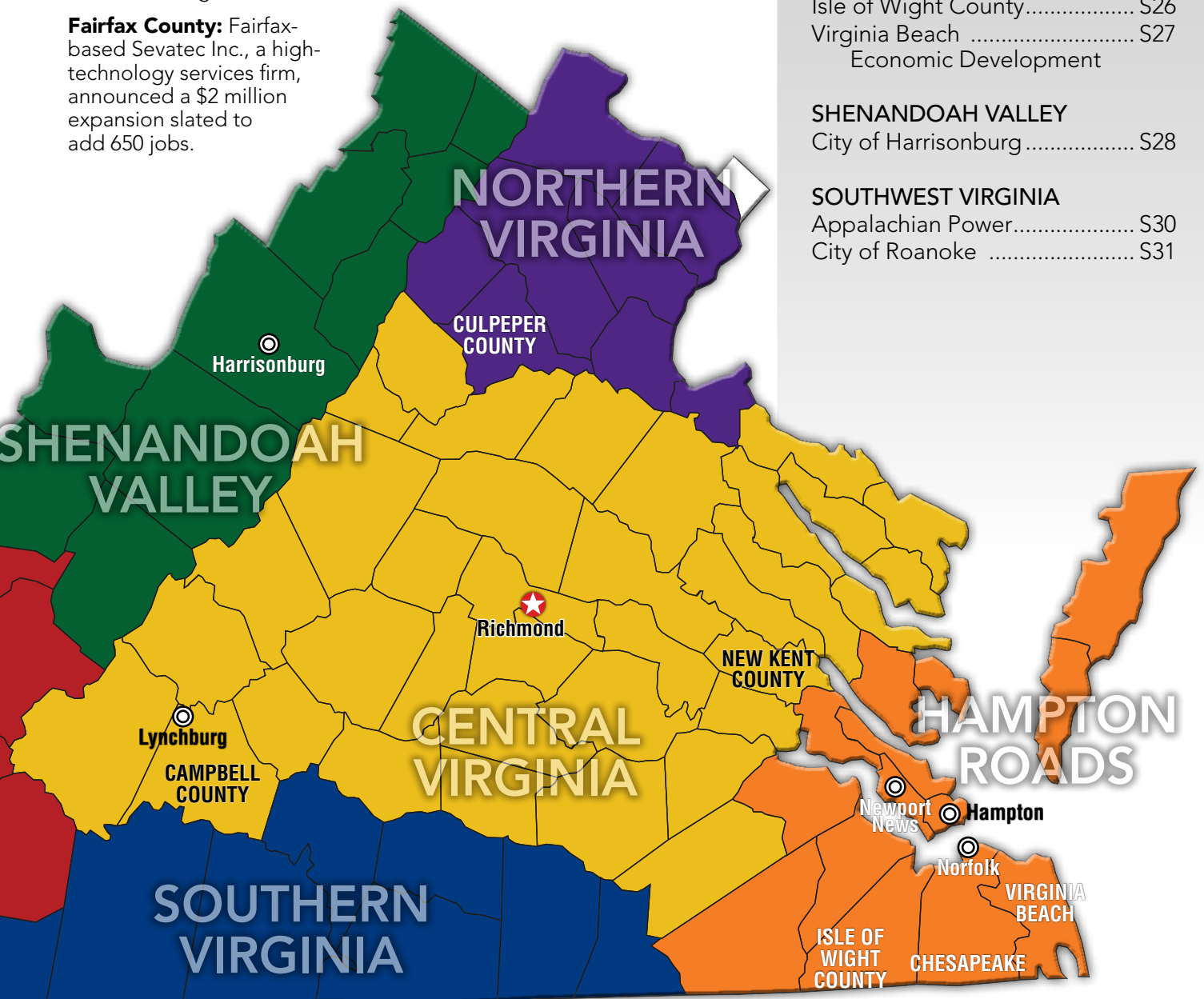
City of Chesapeake .....	S21
City of Newport News.....	S23
City of Hampton .....	S24
Innovation Research .....	S25
Park @ ODU .....	
Isle of Wight County.....	S26
Virginia Beach .....	S27
Economic Development .....	

## SHENANDOAH VALLEY

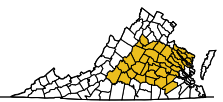
City of Harrisonburg .....	S28
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## SOUTHWEST VIRGINIA

Appalachian Power.....	S30
City of Roanoke .....	S31



Source: The Virginia Economic Development Partnership



## Grow your Business in Campbell County

Centrally located within Virginia, beautiful historic Campbell County is a showcase of gently rolling topography. Home to such industrial giants as Ross Nutrition, Babcock & Wilcox, Georgia-Pacific, BGF and Areva, Seneca Commerce Park boasts 200 acres with direct connection to U.S. Route 29, convenient access to Lynchburg Regional Airport and I-81. Our low tax rates, GigaPark branded commerce park (courtesy of Mid-Atlantic Broadband) is zoned I-H, Industrial Heavy and is powered by Dominion Virginia Power and Appalachian Power (AEP). Water and sewer are provided by the Campbell County Utilities and Services Authority.



For more information on this great business investment opportunity or one of our other parks, call us at 434-592-9595 or visit our website: [www.campbellvirginia.com](http://www.campbellvirginia.com).



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## Experience the City of Opportunity!

**S**trategically located with easy access to major markets, Lynchburg is a distinctive city with all the amenities and resources to work, learn, play and prosper. Lynchburg life boasts a wealth of cultural, educational and recreational opportunities; a local government committed to growth; and a natural beauty replete with scenic vistas of the Blue Ridge Mountains.

### Work

Lynchburg is the confluence of major arterial highways and multiple national rail networks. Bisected by four-lane highways — U.S. 29 (North/South) and U.S. 460 (East/West) — the City is within a one hour drive of Interstates 81 and 64. It is served by both the CSX and Norfolk Southern railroads, as well as Amtrak's second best performing passenger train with daily commuter trips to Washington, D.C. Lynchburg Regional Airport has direct service to Charlotte.

Forbes Magazine called Lynchburg one of the "Top 50 Best Places for Business and Careers" and Lynchburg is one of the "Top 20 Small Metros for Recruitment and Attraction" according to Expansion Management. Industry-leading companies including Centra

Health, global nuclear power service providers AREVA and Babcock & Wilcox, international communications company Harris, TRAX International, J.Crew, Fleet Laboratories and many more already call Lynchburg home.

A highly-skilled and educated workforce, diverse industry sectors and affordable commercial real estate create a vibrant business environment. Lynchburg companies are selling to customers all over the globe, exporting ideas, innovation and some of the best advanced manufacturing and machining products in the world.

### Live

Nestled in the foothills of the Blue Ridge Mountains and bounded by the James River, year-round outdoor recreation in a stunning natural environment is right outside the door. Lynchburg was recently named one of National Geographic's "Top 50 Adventure Towns" and an Outstanding Runner-Friendly Community by the Road Runners Club of America, beating out communities like Monterey, Calif. for this health and wellness accolade. Lynchburgers enjoy more than 25 miles of dedicated trails connecting our parks, neighborhoods and busi-

ness districts—all within city limits.

### Learn

Lynchburg boasts five higher education institutions within city limits — Liberty University, Randolph College, Lynchburg College, Central Virginia Community College and Virginia University of Lynchburg. From liberal arts to engineering and aviation to technical education, Lynchburg colleges and universities enroll more than 21,000 students, roughly equivalent to 27 percent of the city's estimated 2014 population and a future source of the city's permanent workforce.

### Prosper

Lynchburg is rich in history and tradition, but don't let the stunning architecture, cobblestoned streets and Victorian-style neighborhoods fool you—beyond Lynchburg's historic façade are energetic, forward-thinking residents, a business community leading technological innovation and the fiber-optic bandwidth to deliver that innovation to the world.

Business and people prosper here.  
We invite you to find out why.

# Opportunity Calls

Lynchburg, Virginia | *The City of Opportunity*



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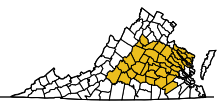
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## Lingerfelt Companies – Demonstrated Results In A Challenging Real Estate Climate

Lingerfelt Companies, headquartered in Richmond, Virginia, is a quality full-service, self-administered and self-managed real estate company with a deeply rooted history of successful real estate acquisition and development. Spanning three generations and more than 55 years in the real estate business, the company has built and acquired in excess of 12.5 million square feet of commercial real estate valued at over \$1 billion. Property types include: medical and professional offices, industrial and distribution facilities, data and call centers, elderly housing and nursing homes throughout the Mid-Atlantic and Southeast, primarily in Virginia, North Carolina, South Carolina, Tennessee and Maryland.

The company has an exceptional reputation for quality acquisition, development, and institutional asset management, providing unparalleled service to major corporate tenants, Fortune 500 companies and government agencies throughout its history.

### Recent Strategic Growth Announcements:

#### Bank of America Plaza (Nashville, Tennessee)

In July 2013, Lingerfelt Companies acquired the Bank of America Plaza Tower in Nashville, Tennessee's downtown market. Located at 414 Union Street, this property totals 435,525 square feet, is 21 stories and occupies a half city block in the central business district. This \$41.75 million acquisition takes Lingerfelt's total Tennessee portfolio holdings up to 919,672 square feet.

#### Innsbrook Corporate Center (Richmond, Virginia)

Lingerfelt Companies recapitalized its Innsbrook portfolio, consisting of 14 properties, totaling 1,000,000 square feet in the Innsbrook Corporate Park and surrounding areas, cementing its position as one of the largest owners in the Innsbrook submarket.

#### BioTech 3 Building Complex (Richmond, Virginia)

In April 2013, Lingerfelt started the third phase of BioTech 8, a six-story tower within the 34-acre Virginia BioTechnology Research Park in downtown Richmond, Virginia. The project completes this \$100 million three-building headquarter complex, totaling 276,000 square feet including a four-story, 485-space parking deck. This facility is an expansion for Health Diagnostic Laboratory, Inc. (HDL, Inc.), one of

the nation's fastest-growing health management companies, a CLIA-certified and CAP-accredited laboratory.

#### Boulders Office Park (Richmond, Virginia)

The acquisition of three Class A commercial office buildings in the Boulders Office Park, totaling nearly 300,000 square feet, becoming one of the largest owners in the Boulders submarket.

#### OrthoVirginia Building (Richmond, Virginia)

Lingerfelt Companies developed one of Virginia's leading and most technologically advanced orthopedic and sports medicine destinations. For two regional healthcare organizations, OrthoVirginia and HCA Virginia, it is the region's first-of-its-kind, \$25 million, two-story, 70,000 square feet medical facility specializing in orthopedics and sports medicine treatment and rehabilitation.

Lingerfelt Companies can be found on the web at [LingerfeltCo.com](http://LingerfeltCo.com).

## WHEN QUALITY & PERFORMANCE MATTER



**Innsbrook Real Estate Portfolio**



**Boulders Office Park Portfolio**



**OrthoVirginia**



**Reynolds Crossing Heart Institute**



**HDL Inc. BioTech 8**



**Nashville Portfolio**



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## New Kent: A Great Place for Business

Strategically located between two of Virginia's most dynamic MSAs; Richmond-Petersburg and Hampton Roads, New Kent County offers an open and relaxed atmosphere with the services and pleasures of an urban community. Richmond is 15 miles west, Williamsburg is 15 miles east and Norfolk is 60 miles southeast. Of particular importance is New Kent's access to two labor markets with broad based skills, and the unusual resource of a large, retired and skilled military population. Nearby access to the world class Port of Virginia is of particular interest to those involved with international commerce. New Kent is a 15 to 70 minute drive of three major commercial airports and two general aviation airports are within and adjacent to the county.

Although New Kent County is one of Virginia's faster growing counties it has planned its growth to maintain its rural atmosphere and high quality of life. The majority of its residential growth is taking place in Planned Unit Developments, however, all types of housing options, in all price ranges, are available. Because of its rural lifestyle, New Kent offers its residents an abundance of recreation: four award-winning golf courses; three excellent wineries; three rivers; one of the nation's finest Thoroughbred and Harness race tracks; major events; a 138-acre nature park with hiking trail; and New Kent is the first county in Virginia to have fully mapped and signed bicycle routes.



The economic well-being of rural communities depends, in part, on having quality education and training programs that encourage industry to stay or locate to the area. The Bridging Communities Regional Technical Center, adjacent to the New Kent High School campus, is the first new career and technical education center established in Virginia in the past 25 years.

Designated as a Governor's S-T-E-M Academy, it offers the most advanced workforce training available to meet the demands of today's businesses. Furthermore, within an easy commute of New Kent County are four community colleges, one junior college and 13 universities.

Fundamental to economic growth is a prepared community. New Kent is indeed ready to go. Both commercial and industrial sites are available; properly zoned, water and sewer in place and immediate access to four Interstate 64 interchanges. Sites range in size from several acres to 1,600; graded pad sites are available from 3 to 25 acres and most of the industrial sites have natural gas availability. New Kent is one of the very few communities on major road corridors in Eastern Virginia with large acreage sites.

For more information and a detailed description of the available sites, please visit, [YesNewKent.com](http://YesNewKent.com). Or you may call: Mark R. Kilduff, Economic Development Consultant, 804-966-9631 or email [mrkilduff@newkent-va.us](mailto:mrkilduff@newkent-va.us).

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## Chesapeake Wants Your Business Here

- Cavalier Industrial Park
- Greenbrier
- Oakbrooke Business & Technology Center
- South Norfolk/Intracoastal Waterway

Throughout Chesapeake thriving sites like these are bolstered by immediate accessibility to land, air and water, as well as the support of a business-friendly community. Whether your industry is manufacturing, service or retail Chesapeake has room for you.

### Chesapeake Wants Your Small Business to Grow

- 2014 Small Business Community of the Year, U.S. Small Business Administration (SBA – Richmond District)

Chesapeake is proudly home to Dollar Tree Inc.'s corporate headquarters, a Fortune 500 company. However, small business is just as valuable to the city's robust economic structure. Chesapeake provides on-going support through state and local resources as your small business grows and expands.

### Chesapeake Wants Your Business to Succeed

Chesapeake is your connection to a talented workforce with the education, training and experience in wide-ranging disciplines. Our diverse community strengthens the city's economic base and can easily take your business into a promising future.

Of all the decisions you will make in business, choosing Chesapeake will be your best!

#### Chesapeake Economic Development

676 Independence Parkway, Suite 200, Chesapeake, Va., 23320  
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We're among the country's top 100 places to live in a state that's been #1 for business four years in a row.\* It's our city's talent, infrastructure and above all, our attitude that fuels progress.

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\*"Best States for Business and Careers." 2006-2009, Forbes.com; "Top 300 Best Cities to Live." 2010, Money Magazine

Chesapeake Department of Economic Development  
676 Independence Parkway, Suite 200, Chesapeake, Virginia 23320  
Tel 757.382.8040 Fax 757.382.8050  
Email: [research@chesapeakeva.biz](mailto:research@chesapeakeva.biz)



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.....

Strong businesses and hardworking citizens all come together to make Newport News an excellent place to live and work. From the renowned **Christopher Newport University's Ferguson Center for the Arts** to being the home of Virginia's largest industrial employer, **Huntington Ingalls Industries**, we are a city unlike any other.

Explore how our unique urban landscape has always been a place **where great things are happening.**



**Come Visit Us.**

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[NewportNewsVA.com](http://NewportNewsVA.com)





## Great Business Happens Every Day in Newport News

From its impressive array of hi-tech job opportunities to its vibrant dining, shopping and arts scene, Newport News is striding confidently into the future and new businesses are joining the march. Virginia's largest manufacturer, Huntington Ingalls Industries Inc., is located here. Companies such as Canon Virginia, Continental and Liebherr Mining Equipment have expanded, providing further openings for highly skilled workers. In the world of science and technology, Newport News continues to draw worldwide recognition with acclaimed facilities like the Jefferson Lab and Old Dominion University's Applied Research Center, which draws physicists, engineers and technicians from all over the world.

Businesses are aware of the amenities offered in Virginia's bustling Hampton Roads area, where Newport News plays an important part. There's the temperate climate for starters. Add to that the beautiful natural environment; world-class attractions; top-notch entertainment venues; a variety of dining and shopping options; tree-lined, walkable neighborhoods; an award-winning educational system and a vibrant, mixed-use, new urban mindset, and you have an attractive business climate that welcomes the best companies and organizations.

### Mixed-Use Development

Well-planned and popular, the mixed-use, urban scale development concept is firmly rooted in Newport News. City Center at Oyster Point, located in the middle of Newport News, features over half a million square feet of Class A office space in addition to retail shops, a variety of restaurants, residential units and a 256-room Marriott Hotel and Conference Center. Nearby Port Warwick offers a mix of high-quality residential and office op-



tions plus specialty shops and fine dining establishments. The Tech Center at Oyster Point, a major mixed-use development project brings together, among other parties, the City of Newport News, the Newport News Economic Development Authority and Virginia Tech, which will open a Corporate Research Center there. Site clearing has already begun on the \$250 million project which will include retail, commercial and restaurant components along with 250 luxury apartments.

### Diverse Business and Career Opportunities

Since 2008, more than \$1.3 billion in new capital investment has found its way into the city's high-paying advanced manufacturing sector, along with nearly 4,000 new jobs. Newport News is home to an increasing number of high-tech and R&D companies. One of these, Huntington Ingalls Industries Inc., is the builder of nuclear aircraft carriers and submarines. More than half the company's employees are involved with engineering, systems management, telecommunications and R&D. At the Jefferson Lab, work continues on the exploration of the atomic nucleus where \$1.2 billion will be invested over the next decade to expand the facilities and double the power of J-Lab's particle beam accelerator, opening new positions on an ongoing basis.

### Nationally Recognized Education Options

Given its award-winning, technology-driven school system, Newport News is a good place to raise a family. Educational options include International Baccalaureate, magnet, career preparatory and special education programs.

### Leisure Time

In Newport News, families enjoy the Mariners' Museum, the Virginia Living Museum, historical attractions such as Endview Manor and performances at Ferguson Center for the Arts plus fun of all kinds in the great outdoors.

Then there's the shopping. Driving down Jefferson Avenue, through the heart of the city, you'll find major shopping venues from food to sports gear: Trader Joe's, Fresh Market, Ulta, Dick's Sporting Goods, the major stores at Patrick Henry Mall and so much more. Of course you'll work up an appetite, so you'll have to choose from the area's many regional and ethnic restaurants, popular chains and fine-dining options.

### Come See What It's All About

In Newport News, there's a sense of place balanced with a feeling of motion, a steady progression toward goals achieved and life well-lived. Considering the forward-looking business culture, the tuned-in atmosphere and the laid-back lifestyle, it's easy to see that Newport News is a place where great things are happening.





## Businesses are choosing Hampton

**A**lcoa Power and Propulsion, Carson Helicopters, Old Point National Bank, Ruhrpumpen, Northrop Grumman, Faneuil.

What do these diverse companies have in common?

Over the past 12 months these companies, along with dozens of others, committed more than \$75 million in capital investment and created hundreds of new jobs, deciding that Hampton is the best place to locate or expand their business.

It's easy to see why. Anchored by aerospace and defense facilities, advanced manufacturing, major medical centers and higher education, Hampton attracts high-tech businesses and a skilled workforce.

Strong research institutions such as the NASA Langley Research Center and the National Institute of Aerospace call Hampton home. Together, they offer unique research, innovation and entrepreneurial

opportunities. Hampton University and Thomas Nelson Community College help provide Hampton with a highly-educated workforce.

Hampton is situated at the center of the Hampton Roads region, providing direct access to Interstates 64 and 664 as well as excellent access to two international airports, the Port of Virginia and Interstates 95 and 85. Nearly two-thirds of the nation's population is within a day's drive of Hampton, and more than half of the country's manufacturing and industrial base is within 750 miles of the city.

A progressive business environment, eclectic neighborhoods, breathtaking waterfront, endless recreational opportunities and central location with dynamic shopping, dining and entertainment all combine to make Hampton the perfect place to locate or expand a business.

**For more information on the  
development opportunities in Hampton,  
go to [www.hamptonva.biz](http://www.hamptonva.biz)  
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## Low risk. High reward.

When it came time to pick a location for a new corporate headquarters, Old Point National Bank chose downtown Hampton for the best return on its investment.

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## Innovation Research Park @ ODU: your gateway to university assets

Innovation Research Park @ ODU has been carefully planned as the platform for leveraging the intellectual capital, innovation and infrastructure of Old Dominion University into an economic development driver for the City of Norfolk, the Hampton Roads region and the Commonwealth of Virginia. Developed by Wexford Science + Technology, a BioMed Realty Company, IRP currently includes two, 100,000-square foot Class A wet lab/office buildings; but it is far more than real estate.

Innovation Research Park @ ODU was intentionally located within a 75-acre, \$350 million mixed-use economic development project known as University Village that is home to shops, restaurants, a hotel, bookstore, and a major entertainment complex; creating a knowledge community that blends live, work, play and learn.

Companies locate at IRP to col-



laborate with ODU research centers, such as the Frank Reidy Center for Bioelectronics Research, the National Centers for Systems of Systems Engineering and the nearby Virginia Modeling Analysis and Simulation Center, as well as to engage the university in everything from hiring its graduates, to conducting research, business mentoring and new product development.

Central to these efforts is the ODU Business Gateway, an anchor

tenant in IRP. The Business Gateway is a comprehensive suite of business consulting and entrepreneurial services, manufacturing and technology solutions, training and professional development and veterans business outreach and procurement assistance that provide companies and organizations a single entry point to engage the intellectual capital, innovative technologies and world-class infrastructure of

Old Dominion University to solve business problems, create new offerings and unlock operational efficiencies.

From small offices to flexible, ready-now wet lab space, to larger build-to-suit footprints, Innovation Research Park @ ODU can meet the needs of companies from start-up through maturity and is becoming an important job and economic development driver for the Hampton Roads region.

### INNOVATION RESEARCH PARK @ODU



#### Innovation Research Park @ ODU

currently consists of two 100,000 sq. ft. Class A office/wet/dry lab buildings located within the 75-acre, mixed-use University Village on the campus of Old Dominion University in Norfolk, Virginia. IRP was designed to leverage the access, proximity, and infrastructure of ODU, the surrounding federal labs, and military centers to aid companies at every point in their life cycle.

To balance work and life, IRP also has programs that allow tenants to use university health club, tennis, golf, sailing, recreational and other amenities, in addition to the shopping, dining and entertainment offerings found in the University Village.

For Leasing Opportunities Contact



**Don Crigger**

p: 757.228.1847

e: don.crigger@cbre.com

**WWW.IRPODU.COM**





## Isle of Wight County: Local Roots, Global Reach

Isle of Wight County is 319 square miles of rolling terrain and planned development, and is fertile ground for the region's most prosperous businesses. This growing county in the western Hampton Roads region personifies the theme "local roots, global reach." Residents enjoy a rural vista dotted with charming small towns, award-winning neighborhoods and about 200 farms where crops such as peanuts, soybeans, corn and other grains are bountiful. At the same time, it is home to Smithfield Foods Inc., a Fortune 500, \$14 billion global food company and the world's largest pork processor and hog producer.

In 2013, Smithfield Foods merged with leading Chinese pork company, Shuanghui International, now known as WH Group Limited, in a \$4.7 billion deal, which according to Forbes magazine, is the largest acquisition of a U.S. company by a mainland Chinese company.



### Industrial Development

A strategic focus on the development of the manufacturing and logistics market in the area has made Isle of Wight County one of the most distribution and warehouse-friendly places in the Mid-Atlantic region.

### Shirley T. Holland Intermodal Park

is the premier, publicly-owned manufacturing, distribution and logistics park in the Hampton Roads region. Private industries such as Cost Plus World Market and Keurig Green Mountain have invested over \$261 million and announced 1,200 jobs since 2000. Approximately 1,500 acres remain available for development in the park.

### Retail and Residential Development

Business is booming in the northern part of the county with an additional 2,000 residential units and 1.3 million square feet of new retail and office space approved for development along the Route 17 corridor.

To learn more about how your business can put down roots in Isle of Wight County, call 757-356-1962 or visit [www.insidetheisle.com](http://www.insidetheisle.com).

**Major employers: Smithfield Foods, Keurig Green Mountain & International Paper**

**Shirley T. Holland Intermodal Park, the premier, publicly-owned manufacturing, distribution & logistics park in the Hampton Roads region:**

- 1,500 acres competitively priced
- Able & ready labor force of 830,000+
- 35 minute drive to APM Terminals of Virginia
- Access to interstates 95, 85, 64, 264, & 664
- Enterprise & Foreign Trade Zones
- Rail-served sites
- All utilities including abundant public water
- Proven fast-track site plan review & permitting process



Local Roots, Global Reach

**ISLE OF WIGHT  
COUNTY, VIRGINIA**

**Put down roots in Isle of Wight.  
757-356-1962 or [www.insidetheisle.com](http://www.insidetheisle.com)**



# Local Roots, Global Reach





## Virginia Beach – Best City to Start a Business

Virginia Beach, Virginia's most populous city, has been named the easiest city to start a business in the U.S., and the second-friendliest city to small businesses in 2013. The city is a haven for providing innovative training programs and highly skilled employees to new and existing businesses, with 12,000 retiring military and 12,000 college graduates entering the local workforce each year.

International brands such as STIHL Inc., IMS Gear, Busch Manufacturing, Skanska and KRISS USA work alongside U.S. companies such as Avalon Bay, GEICO, Avis Budget Group, ADS Inc. and LifeNet Health to create a wealth of manufacturing, technology, service and biomedical expertise. A vibrant existing industry retention program ensures companies in Virginia Beach have access to the resources and people they need to meet their long term growth needs, and the city's excellent infrastructure system ensures customers and suppliers from around the world are always in easy reach.



Virginia Beach ranks as one of the best places in America to get a job because of the diverse range of opportunities available for highly skilled workers. In fact, the Brookings Institution recognizes Virginia Beach as having one of the nation's strongest hidden STEM economies, reflective of being a richer, more innovative and resilient city that is among the top in STEM knowledge and employment.

### Powerful Forces At Work

Virginia Beach is built on innovation and partnerships. The city's leadership appreciates the critical role played by its businesses in creating a sustainable community

that provides jobs and investment, and also a quality of life recognized as being one of the best in the world. Virginia Beach recently eliminated its machinery and tool tax and created a two-year cap on business license fees for new businesses.

### Where Business Meets Pleasure

Virginia Beach has been listed as America's 7th top city in manufacturing growth by Forbes, and top overall mid-sized U.S. city by fDi Magazine's "American Cities of the Future" rankings. Earning these recognitions mean Virginia Beach offers the business environment, cost structure, workforce and overall quality of life that attract businesses and people from around the world.

With a landscape ranging from oceanfront beach houses to urban lofts or country homes, businesses, visitors and residents can experience a choice of lifestyles that's just right for them. To learn more about the forecast in Virginia Beach, visit us at [yesvirginiabeach.com](http://yesvirginiabeach.com) or call 800-989-4567.

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## Innovation at work

Harrisonburg is an innovative city that fosters new business. Its planned growth model and strong infrastructure are ideal for building both a company and a career. Harrisonburg's pro-business government actively seeks and supports technology firms and start-up companies, attracting quality businesses to grow and thrive.

The Harrisonburg-Rockingham MSA has received tremendous investments from both new and existing employers. SRI International, one of the founders of Silicon Valley, has established its Center for Advanced Drug Research (CADRE) here. Rosetta Stone, the world's premier language learning software producer, employs over 450 associates in downtown Harrisonburg. Serco operates a classification center within the Harrisonburg Technology Park as a contractor for the U.S. Patent & Trademark Office, employing 138 classifiers trained in science and engineering.

The city is proud to be the home of

James Madison University (JMU), which now has a student population of almost 20,000. JMU is clearly an economic engine for the city and entire Shenandoah Valley. Recent capital projects, including the Forbes Center for the Performing Arts, expansion of Bridgeforth Stadium, and the Port Republic Road athletic fields, total approximately \$200 million of new investment. JMU perennially ranks as one of the top regional universities in the South, and also as one of the best values in higher education. As a result, James Madison University is one of the top Virginia schools of choice for high school graduates.

Downtown Harrisonburg has experienced dramatic growth over the past several years. Urban Exchange, a five-story, mixed-use development with underground parking, includes 194 apartments and 20,000



square feet of office/retail space. The Colonnades at Rocktown is a four-story, mixed-use project downtown that includes 66 residential units and 20,000 square feet of first floor retail/office space. Explore More Discovery Museum,

voted best museum in the Shenandoah Valley, has emerged as a major attraction for downtown Harrisonburg. This hands-on museum is filled with interactive exhibits that entertained nearly 60,000 visitors during the past 12 months.

Employers are quickly discovering the tremendous assets available in the Harrisonburg area. Ideally situated two hours from Washington, D.C. and Richmond, the Shenandoah Valley offers a great quality of life, a highly skilled workforce and a robust technology infrastructure. Come explore what Harrisonburg has to offer you and your business.

## Stop Searching, Start Finding.

perfect business location

Web Search

Everything your business needs to grow and thrive is in **Harrisonburg, VA** – access to major markets, a growing technology base, an educated workforce, business and university partnerships, and a 5-star rated quality of life.

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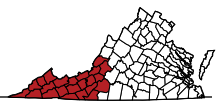
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**FOR COMMERCIAL REAL ESTATE PROFESSIONALS**



## Appalachian Power's data center qualification program benefits Virginia

Finding the perfect site for a data center just got a whole lot easier in Virginia. In 2013, Appalachian Power began a site qualification program that identifies data center ready locations in its service territory.

The pre-certification program tips the scale for Virginia, a location that features strong infrastructure, communications and a climate conducive to data centers. Two locations, the Roanoke County Center for Research and Technology and Wythe County's Progress Park, were the first locations certified in an 11-state service area served by American Electric Power, Appalachian's parent company.

Appalachian Power is confident that Virginia's highly trained and available workforce, favorable regulatory environment, and pro-business policies are attractive to companies needing data centers and to co-location data center developers.

The data center qualification was conducted by Biggins Lacy Shapiro & Co. (BLS), a nationally recognized location consulting firm, in partnership with Sugarloaf Associates, an energy advisory



group specializing in the data center industry.

"BLS evaluated market conditions and sites in AEP's service territory for suitability for data centers. The consultants visited potential sites and evaluated them on criteria including electric and fiber optic telecommunications infrastructure, risk of natural disasters and

other hazards, tax policy and incentives and climate suitable for a data center," said John J. Smolak, Appalachian Power's Director of Economic and Business Development.

Roanoke County's site was identified as an excellent candidate for a mission critical data center facility and it is favorable for future growth. There are 211 gently rolling acres available with a 50 acre site ready for a data center. The site has an excellent utility infrastructure and is highly accessible to the Roanoke Metro Region. Wythe County's 1,200-acre park features several sites that are favorable for data center development. It is accessible to long and short haul fiber providers and has a strong electric infrastructure with available capacity on-site.

Information about AEP's data center qualification program, including site information and the complete study for Roanoke County's Center for Research and Technology and Wythe County's Progress Park can be found at [www.aepdatacenters.com](http://www.aepdatacenters.com).

### LOOKING FOR A SITE TO BUILD YOUR NEXT DATA CENTER?

#### An AEP Qualified Data Center Site offers:

- > Competitive electric power rates
- > Reliable and redundant power supply
- > Strong fiber networks
- > Low risk of natural and man-made disasters
- > Business-friendly climate

#### Minimize risk. Choose an AEP Qualified Data Center Site.

Two Virginia sites at the Roanoke County Center for Research and Technology and the Wythe County Progress Park have passed a rigorous independent qualification process to confirm they are ready for development.

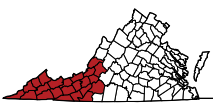
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## Star City: The best place to start or expand your business

**R**oanoke is strategically located in the heart of the mid-Atlantic region in southwest Virginia and nearly equidistance between New York City and Atlanta. As the largest city in the western half of Virginia, Roanoke offers key transportation routes to provide businesses with easy access to two thirds of the U.S. population within a day's drive. This is just one reason why companies such as Advance Auto Parts, Orvis and Elizabeth Arden call the City of Roanoke home. The city offers convenient access to major highways, rail, air and numerous freight lines. UPS offers air and ground hubs here and FedEx serves us with ground and home delivery. And to serve your import/export requirements, Roanoke is located in Foreign Trade Zone No. 238.

Comprehensive freight rail service is provided by Norfolk Southern. Amtrak passenger rail is provided by scheduled bus service to Lynchburg and will service Roanoke directly beginning in 2017. Commercial airline service is available in Roanoke providing non-stop service to nine major cities. General Aviation services are also offered at the Roanoke-Blacksburg Regional Airport.

Roanoke's outstanding quality of life makes it attractive to companies looking for locations to start a business or expand. The largest city on the Blue Ridge Parkway, Roanoke is minutes away from the legendary Appalachian Trail. Our Carvins Cove is the second largest municipal park in America. With 68 parks, five greenway trails and our signature Mill Mountain Star, the Roanoke experience is something special.

Not just regionally, but on a national scale, Roanoke has been recognized for its innovation and outstanding quality of life. Honors include being selected by the National Civic League as an "All-America City" six times; being named a Leading Digital City by the Center for Digital Government 12 times and, most recently, being recognized by the U.S. Conference of Mayors with the Outstanding Achieve-

ment Award in the 2014 City Livability Awards Program.

Roanoke has also been recognized statewide for its environmental stewardship, earning first place for the Virginia Municipal League's 2009 Green Government Challenge and Gold Awards from the Governor's En-

vironmental Excellence Awards for the city's Clean and Green Campaign and Carvins Cove Easement. In 2010, Roanoke's Clean and Green Campaign was recognized as the Most Sustainable Community Program in Virginia by the Virginia Sustainable Building Network.

**To learn more about the City of Roanoke,  
visit [www.bizroanoke.com](http://www.bizroanoke.com).**

Stand beneath our famous mountaintop star and you can see the future wherever you look.

You'll find an All-America City that's growing, building and collaborating throughout our neighborhoods, our parks and our businesses.

And we'll keep you moving, too, through a valley crisscrossed with miles of greenway paths, hiking and biking trails, water excursions, and more.

Head downtown and visit the largest butterfly aviary on the East coast. Browse through art galleries and antique shops.

From the lively amphitheater in Elmwood Park to the renovated museums at Center in the Square. And from our downtown living, shops, and restaurants, to the expanding Virginia Tech Carilion School of Medicine. You'll have a new experience every time you come to Roanoke.

# Moving forward. In every direction.



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With our proximity to Eastern and Midwest U.S. markets, today's major retailers and distributors know Virginia really delivers the savings in time and money they need. Target, Wal-Mart, Dollar Tree, QVC Network, and Cost Plus all have supply chain centers here. In fact, some 13 million square feet of new warehousing space has been added at more than 30 new distribution centers. And more growth is on the horizon as more global market leaders see the advantage of making Virginia their ideal logistics hub.

To learn how Virginia can deliver for you, call 800.446.8098 or visit [portofvirginia.com](http://portofvirginia.com)



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