

## Top 15 projects by job creation

Company	Location	Business	Type	Employment	Investment (millions)
Elephant Insurance*	Henrico County	North American headquarters for auto insurance company	E	1,173	\$2.00
Bechtel Corp.	Fairfax County	Headquarters; engineering, construction, and project management.	E	700	10.00
IT Federal	Warren County	Provides information technology and data center services	N	600	40.00
Navy Federal Credit Union	Fairfax County	Headquarters; credit union, financial services	E	600	114.60
Foreign Affairs Security Training Center	Nottoway County	Training and office services to the U.S. Department of State	N	574	461.00
Capital One Financial Corp.	Fairfax County	Corporate headquarters; financial services	E	500	10.00
Lidl Dienstleistung GmbH*	Arlington County	Headquarters; grocery store chain	N	500	77.00
The Results Cos.	Henry County	Call center for business process management company	E	500	0.00
Wells Fargo	Roanoke County	Customer support and operations center	E	500	0.00
Ernst & Young	Fairfax County	Consulting services	E	462	12.67
22nd Century Technologies Inc.	Fairfax County	IT services	E	420	1.00
Harris Teeter	Caroline County	Warehouse to supply retail operations	N	400	115.25
Minacs*	Richmond	Business process outsourcing	E	400	0.00
Amazon.com Inc.	Chesterfield County	Fulfillment center	E	365	0.00
BDO USA*	Fairfax County	Accounting services for public and privately held companies	E	319	4.56

\* Indicates foreign affiliation E: expansion; N: new project

Source: Virginia Economic Development Partnership, based on preliminary announcements during calendar year 2015.

## Virginia companies on the Fortune 1000

Company	2015 ranking	Previous ranking	Headquarters	2014 revenues (in billions)	% change
Freddie Mac	42	32	McLean	\$69.4	-14%
General Dynamics	100	99	Falls Church	30.9	-1
Northrop Grumman	124	122	Falls Church	24.0	-2
Capital One Financial	126	124	McLean	23.9	-1
Altria Group	169	161	Richmond	17.9	1
AES	178	174	Arlington	17.4	4
Computer Sciences (CSC)	229	185	Falls Church	13.2	-14
CarMax	232	240	Richmond	13.1	14
Dominion Resources	243	212	Richmond	12.4	-7
Norfolk Southern	256	247	Norfolk	11.6	3
Hilton Worldwide Holdings	280	289	McLean	10.5	7
Advance Auto Parts	294	402	Roanoke	9.8	51
Genworth Financial	304	291	Richmond	9.6	0
Owens & Minor	309	303	Mechanicsville	9.4	4
Dollar Tree	330	342	Chesapeake	8.6	9
Huntington Ingalls Industries	390	382	Newport News	7.0	2
Tegna <sup>1</sup>	441	481	McLean	6.0	16
MeadWestvaco <sup>2</sup>	464	457	Richmond	5.6	1
Booz Allen Hamilton	475	443	McLean	5.4	-4
Markel	504	570	Glen Allen	5.1	18
Leidos Holdings	506	442	Reston	5.0	-12
Orbital ATK	539	564	Dulles	4.8	9
NVR	577	578	Reston	4.5	5
Alpha Natural Resources	594	502	Bristol	4.3	-13
Exelis <sup>3</sup>	604	510	McLean	4.2	-13
SAIC	630	592	McLean	3.9	-5
NII Holdings	651	495	Reston	3.7	-25
Brink's	654	596	Richmond	3.7	-8
Graham Holdings	670	614	Arlington	3.6	-7
CACI International	674	637	Arlington	3.6	-3
Towers Watson <sup>4</sup>	676	648	Arlington	3.5	-1
Universal	854	853	Richmond	2.5	3
NewMarket	917	894	Richmond	2.3	2
Beacon Roofing Supply	917	906	Herndon	2.3	3
Delta Tucker Holdings	934	684	McLean	2.2	-31

<sup>1</sup> Tegna formerly was Gannett Co. before its publishing division was spun off in June 2015.

<sup>2</sup> MeadWestvaco became WestRock after merging with Rock-Tenn in July 2015.

<sup>3</sup> Florida-based Harris Corp. purchased Exelis Inc. in May 2015.

<sup>4</sup> Towers Watson merged with London-based Willis Group in January.

Source: Fortune magazine

<b>#1</b>	Regulatory Environment, Forbes (2015)
<b>#2</b>	State with the Highest Concentration of Tech Workers as a Percentage of the Private Sector Workspace, Cyberstates (2015)
<b>#3</b>	Business Friendliness, CNBC (2015)
<b>#4</b>	Pro-Business States, Pollina (2015)
<b>#6</b>	Education and Workforce, CNBC (2015)
<b>#6</b>	Corporate Tax Rate, Tax Foundation (2016)
<b>#7</b>	Best State for Business, Forbes (2015)
<b>#8</b>	Small Business Friendliness, Thumbtack.com (2015)
<b>#11</b>	States with the Best and Worst School Systems, Wallet Hub (2015)
<b>#12</b>	Top States for Business, CNBC (2012)
<b>#12</b>	Top State Business Climate, Site Selection (2015)
<b>#18</b>	Best Economy, Business Insider (2016)

Based on most recent figures available

## Top 15 projects by investment

Company	Location	Business	Type	Employment	Investment (millions)
Foreign Affairs Security Training Center	Nottoway County	Training and office services to the U.S. Department of State	N	574	\$461.00
Microsoft Corp.	Mecklenburg County	Data center expansion	E	42	402.40
Lidl Dienstleistung GmbH*	Spotsylvania County	Grocery chain; distribution center	N	200	125.00
Amazon Web Services	Accomack County	Solar farm	N	4	125.00
Harris Teeter	Caroline County	Warehouse to supply retail operations	N	400	115.25
Navy Federal Credit Union	Fairfax County	Headquarters; credit union	E	600	114.60
Canon Virginia Inc.*	Newport News	Printer cartridge and toner manufacturing	E	0	100.00
Ashland Inc.	Hopewell	Specialty chemicals manufacturing	E	17	89.25
Lidl Dienstleistung GmbH*	Arlington County	U.S. headquarters; Grocery store chain	N	500	77.00
Andros Foods North America*	Shenandoah County	Fruit processing	E	160	73.00
Virginia Poultry Growers Cooperative	Rockingham County	Turkey processor	E	6	61.89
Target Corp.	Suffolk	East Coast import warehouse	E	168	50.00
Continental Automotive Systems*	Culpeper County	Automotive brake component manufacturing	E	25	49.00
IT Federal	Warren County	Information technology and data center services	N	600	40.00
Volvo Trucks North America*	Pulaski County	Truck manufacturing facility	E	32	38.20

\* Indicates foreign affiliation E: expansion; N: new project

Source: Virginia Economic Development Partnership, based on preliminary announcements during calendar year 2015.

## Top 10 sectors by employment

Industry	New jobs
Computer systems design and related services	3,302
Business support services	3,000
Warehousing and storage	2,388
Management of companies and enterprises	1,727
Agencies, brokerages, and other insurance related activities	1,173
Management, scientific, and technical consulting services	1,104
Depository credit intermediation	600
Executive, legislative, and other general government support	574
Data processing, hosting, and related services	510
Software publishers	502

Source: Virginia Economic Development Partnership, 2015

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## Top 10 sectors by investment

Industry	Investment (millions)
Data processing, hosting, and related services (including data centers)	\$1,753.73
Executive, legislative, and other general government support	461.00
Warehousing and storage	347.39
Other chemical product and preparation manufacturing	198.96
Veneer, plywood, and engineered wood product manufacturing	135.20
Electric power generation, transmission, and distribution	129.50
Depository credit intermediation	114.60
Management of companies and industries	98.23
Fruit and vegetable preservation and specialty food manufacturing	73.00
Poultry and egg production	63.29

Source: Virginia Economic Development Partnership, 2015

Investing country	Jobs created	Announcements	Investment (millions)
Germany	775	8	\$263.61
Japan	58	4	154.00
France	242	4	76.60
Sweden	46	3	38.30
United Kingdom	1,442	8	26.05
Brazil	165	2	12.00
Switzerland	66	1	9.00
India	690	4	6.10
Belgium	319	1	4.56
Israel	7	1	4.50

Source: Virginia Economic Development Partnership, 2015

## PORT OF VIRGINIA STATISTICS

### East Coast port market share

Ports	TEUs <sup>1</sup>	Market share
New York/New Jersey	5,772,303	32%
Savannah, Ga.	3,346,024	18
Port of Virginia	2,393,039	13
Charleston, S.C.	1,791,986	10
Port Everglades, Fla.	1,029,237	6
Jacksonville, Fla.	922,255	5
Miami	876,706	5
Baltimore	770,139	4
Philadelphia	449,098	2
Wilmington, N.C.	280,347	2

<sup>1</sup> In 20-foot equivalent units for 2014.

Source: U.S. Dept. of Commerce, U.S. Census Bureau, Virginia Maritime Association, AAPA, Virginia Port Authority

### Total cargo by trade lane

Trade Lane	Export <sup>1</sup>	Import <sup>1</sup>
Africa	3,675.24	198.84
Asia, Northeast	9,445.49	2,456.40
Asia, Southeast	1,652.87	803.54
Caribbean	388.79	141.03
Central America	204.94	108.58
Northern Europe	19,941.91	2,579.24
India and others	2,183.96	768.14
Mediterranean	11,258.85	1,343.79
Middle East	715.81	159.05
North America	1,035.01	388.92
Oceania	61.36	52.93
South America	5,951.47	1,818.63

<sup>1</sup> In thousands of short tons in 2014 for cargo at the Port of Virginia.

Note: One short ton is equivalent to 2,000 pounds.

Source: U.S. Dept. of Commerce, U.S. Census Bureau, Virginia Maritime Association, Virginia Port Authority

## Top 10 commodities by value

	Exports <sup>1</sup>		Imports <sup>1</sup>	
1	Machinery	\$5,323.85	Machinery	\$9,174.31
2	Plastic	2,213.19	Electrical machinery	2,667.33
3	Pharmaceutical products	1,639.81	Vehicles, not railway	2,570.25
4	Vehicles, not railway	1,478.10	Furniture and bedding	2,043.03
5	Electrical machinery	1,329.10	Pharmaceutical products	1,810.92
6	Organic chemicals	1,194.02	Plastic	1,545.36
7	Misc. grain, seed, fruit	1,057.30	Toys and sports equipment	1,165.34
8	Misc. chemical products	956.72	Beverages	1,037.86
9	Tobacco	923.48	Knit apparel	1,001.71
10	Wood	873.50	Rubber	953.49

<sup>1</sup> In millions of U.S. dollars for 2014.

Source: U.S. Department of Commerce; U.S. Census Bureau; Virginia Maritime Association; Virginia Port Authority

## Top 10 trading partners by total value

	Exports <sup>1</sup>		Imports <sup>1</sup>	
1	China	\$3,277.61	China	\$9,148.83
2	Germany	2,156.57	Germany	4,513.21
3	Brazil	1,933.45	India	2,602.36
4	United Kingdom	1,821.32	Italy	2,475.82
5	Belgium	1,541.74	Japan	2,067.69
6	Netherlands	1,492.18	Brazil	1,985.68
7	Japan	1,200.63	United Kingdom	1,693.62
8	Saudi Arabia	1,120.95	Spain	1,174.98
9	India	993.91	France	1,161.54
10	United Arab Emirates	847.31	Indonesia	1,072.19

<sup>1</sup> In millions of U.S. dollars for 2014.

Source: U.S. Department of Commerce; U.S. Census Bureau; Virginia Maritime Association; Virginia Port Authority

## Top 10 commodities by short tons

	Exports	Short tons <sup>1</sup>	Imports	Short tons <sup>1</sup>
1	Mineral fuel, oil, etc.	41,225.43	Machinery	869.96
2	Wood	2,469.67	Salt; sulfur; earth stone	644.98
3	Misc. grain, seed, fruit	2,182.02	Furniture and bedding	617.66
4	Woodpulp, etc.	1,691.30	Misc. grain, seed, fruit	549.69
5	Cereals	1,425.81	Beverages	475.41
6	Food waste; animal feed	1,294.52	Plastic	452.80
7	Plastic	665.73	Vehicles; not railway	435.49
8	Paper; paperboard	556.17	Mineral fuel, oil, etc.	427.16
9	Machinery	428.24	Fertilizers	393.77
10	Iron and steel	324.39	Wood	387.73

<sup>1</sup> In thousands of short tons for 2014. One short ton is equivalent to 2,000 pounds.

Source: U.S. Department of Commerce; U.S. Census Bureau; Virginia Maritime Association; Virginia Port Authority

## Top 10 trading partners by total cargo

	Exports <sup>1</sup>		Imports <sup>1</sup>	
1	Italy	5,690.89	China	2,042.41
2	Netherlands	5,490.20	Brazil	1,103.86
3	Brazil	4,948.65	Germany	689.46
4	United Kingdom	4,920.79	India	671.64
5	China	4,218.90	Italy	492.85
6	Turkey	2,704.47	Turkey	405.61
7	South Korea	2,661.42	Canada	352.92
8	Morocco	2,451.78	France	326.20
9	Japan	2,204.54	Spain	272.21
10	France	2,141.10	Netherlands	266.22

<sup>1</sup> In thousands of short tons for 2014. One short ton is equivalent to 2,000 pounds.

Source: U.S. Department of Commerce; U.S. Census Bureau; Virginia Maritime Association; Virginia Port Authority