

# *2010 Annual Report*



**VIRGINIA'S GATEWAY REGION**  
*Economic Development Organization*

**50 years**

*Driving of  
Regional Growth  
and Embracing  
a Global Future  
1960 - 2010*

*The Gateway to Growth and Opportunity*

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# the team

**Renee Chapline**  
Executive Director

**Lisa Hubbard**  
Communications Manager

**Denny Morris**  
Special Projects Director

**Emily Salmon**  
Business Development Manager

VGR Partners,

I am pleased to present to you the results of our program for 2010. In this report, you will see how Virginia's Gateway Region's initiatives over the past five years have led to more than \$1.49 billion in capital investment in facilities and some 3,700 jobs at a time when they are most needed. None of this would have been possible without the outstanding support of our public and private partners. Despite the worst economic situation in 70 years, our partners have continued to support job creation activities, contributing more than \$2.5 million to our mission. VGR remains a strong organization financially, with the resources, partners and programs in place to support an aggressive work program that produces results.

Make no mistake, the outreach efforts of VGR are much greater than that of the internal staff of the organization. The public/private partnership cooperation and collaboration is leveraged to bring the resources and expertise together to make the program effective in assisting companies with their location needs. Economic development is truly a team sport, and Virginia's Gateway Region is comprised of dedicated volunteers from both public and private entities.

The commitment of the VGR team has held fast for 50 years and brings a quote to mind from a great American football coach, Vince Lombardi: "Individual commitment to a group effort -- that is what makes a team work, a company work, a society work, a civilization work."

I am confident that alongside our partners we will continue to build a stronger more vibrant region.

J. Peter Clements



President and CEO, The Bank of Southside Virginia



*a word from the executive director*

Dear Partners,

This past year is not one that will easily be forgotten — in the history books, nor in our region. It marked what economic experts are heralding as the end of the worst economic recession in our country since the great depression. Yet despite this grim chapter, 2010 is also the close of our five-year Momentum Capital Campaign, which has resulted in nearly \$1.5 billion in capital investments and the creation of 3,668 new jobs in our eight-communities we call home. Given that our goal for this campaign was \$1.0 billion in capital investments and the creation of 2,000 new jobs — and given that when we launched this campaign five years ago we had left at home our crystal ball that would have forecasted our country's impending economic crises — I believe our successes are beyond commendable.

I know as committed Partners, Board Members and staff of Virginia's Gateway Region Economic Development Organization that you feel as proud and rewarded as I do by the ever-strengthening economy and national accolades our region is enjoying. Because it is directly due to your support of our organization that we have been able to assist our communities in bringing these new jobs — and ultimately a higher quality of life — to our area. And it is our hope that with your continued support, your businesses and the citizens of our region will enjoy even greater successes in the future.

What defines economic prosperity? A successful economic development effort leads to strong job growth, improved wages and incomes, and an overall increase in a region's economic output. But what does the future hold in store for VGR as it concludes a half-century of supporting economic growth within our community?

If 19th-century English writer William Hazlitt was correct when he wrote, "Prosperity is a great teacher; adversity is a greater," . . . my, what a lesson then we have recently received! As VGR emerges from these last few economically challenged years (and as we celebrate the prosperity our region has witnessed despite them), VGR's Board of Directors along with our public and private partners, has formed a new action plan for the next five years based on the many lessons learned, valuable new experiences gained and new resources acquired as we successfully strengthened our global footprint and enhanced the region's competitiveness for the last half a decade.

Driving Regional GROWTH – Embracing a GLOBAL Future will look toward regionalism as a tool to effectively facilitate economic development strategies and initiatives that will continue to attract companies from around the globe to bring quality jobs to the region. Collaboration is a positive strategy in a time when leveraging limited resources is critical. VGR has been successfully marketing a large geographic area for more than five decades, resulting in existing business growth, industry diversification, job creation, and wealth accumulation. This regional approach has been a driver for aggressive business development and marketing initiatives that no single community, regardless of size, could achieve on its own.

VGR's new five-year plan will also focus on enhancing and supporting job creation efforts within our region, providing county and municipal leaders with capital investment to support funding for needed projects by significantly increasing the corporate, sales, and property tax base. This enhanced funding means more education dollars for our schools, and ultimately better opportunities for our children and a globally competitive workforce. By providing our residents with solid education and employment opportunities, we help ensure the future is bright for the citizens and businesses within our region and that you, our Partners, see a rewarding return on your investment in Virginia's Gateway Region.

Sincerely,

Renee Chapline

*C. Renee Chapline*  
Executive Director, Virginia's Gateway Region



# board of directors





## 2010 Officers

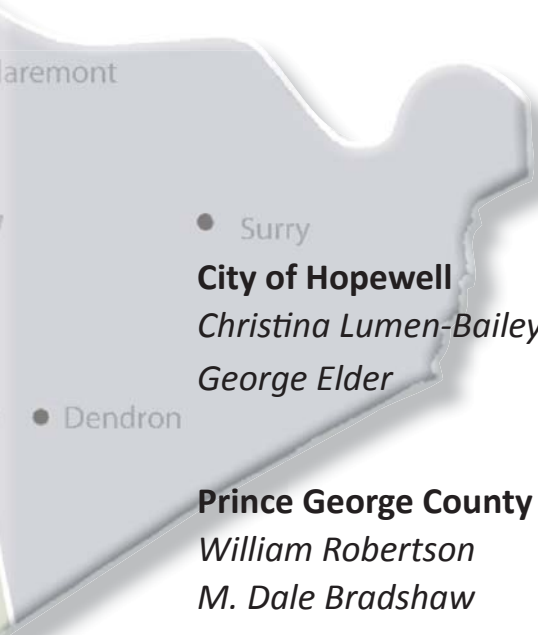

**J. Peter Clements**  
*President*

**Gary Thomson**  
*Treasurer*

**Charles E. Townes, Sr.**  
*Immediate Past President*

**Cleveland A. Wright**  
*Vice President*

**M. Dale Bradshaw**  
*Secretary*



**Chesterfield County**  
*Dorothy Jaeckle*  
*Gary Thomson*

**City of Colonial Heights**  
*C. Scott Davis*  
*Charles E. Townes, Sr.*

**City of Hopewell**  
*Christina Lumen-Bailey*  
*George Elder*

**City of Petersburg**  
*Cleveland A. Wright*  
*Horace Webb*

**Dinwiddie County**  
*Michael Stone*  
*Milton Hargrave*

**Prince George County**  
*William Robertson*  
*M. Dale Bradshaw*

**Surry County**  
*Reginald Harrison*  
*John Newby*

**Sussex County**  
*Wayne Harrell*  
*Sanjay Gandhi*

### At Large Members

*Bo Bowden*  
*William J. Collins, Jr.*  
*Robert Walker*

*Victor Branch*  
*Lynn Jacob*  
*Bud Yerly*

*J. Peter Clements*  
*Robert Turner*

# *promoting the region*



**Did you know...**VGR traveled 60,750 miles in 2010?

## **Chicago International**

**Prospecting Mission** - Via plane, train, bus, and foot, VGR staff traversed the Chicago metropolitan area in April to meet with site location consultants, international economic development agencies and other companies to educate them about opportunities in the region.

*Colorado*



**March - Marketing Mission**

*Arizona*



**May - VEDP Marketing Mission**  
**October - Marketing Mission**

*June - M*

*February - M*

*Dallas*



**May - Marketing Mission and Wind Power Conference**



*Atlanta*

**Fancy Food Show West - San Francisco, CA** - Foodies from around the globe converged on San Francisco in January to taste the latest trends and products of the food industry. The Fancy Food show, held twice a year, boasts thousands of food companies promoting their products to distributors, retailers, and the general public. At the request of the Virginia Economic Development Partnership, VGR participated in the show, met with dozens of companies, and continues to follow up with those contacts made at the show.

**Did you know...**9% of VGR's new prospects were food manufacturers?



**Farnborough International Airshow** - The Farnborough International Airshow in July of this year was staged against the backdrop of a world-wide economic recovery, however, that did not prevent companies such as Boeing and Airbus from receiving major orders for the upcoming year.

To help support and encourage Rolls-Royce's supplier strategy, Virginia's Gateway Region (VGR), along with Virginia Economic Development Partnership (VEDP) and Governor Bob



McDonnell, attended the show. Overall the Virginia team found the business sentiment of vendors and attendees alike to be cautious yet optimistic.

During the event Airbus received orders for 130 planes, with a list value of \$13.2 billion, and provisional orders for an additional 122 aircraft, with a value of \$15 billion, according to Reuters. Boeing sold 103 aircraft, with a value of \$10.4 billion, and saw provisional orders of 54 planes at \$4.1 billion, Reuters also reported. With several pre-arranged private appointments and numerous impromptu meetings, VGR could see first-hand that the general mood of the industry at this year's air show was much more upbeat compared to the Paris Airshow in 2009. Several key aerospace executives suggested that the order cycle was returning to full strength, which offers a positive outlook not only for Rolls-Royce and the Crosspointe site, but for the global suppliers that support Rolls-Royce facilities around the globe. As we move into 2011 and prepare for the Paris Air Show, VGR continues to work in synergy with Rolls-Royce and the VEDP to aggressively market to the Rolls-Royce supply chain.

The ever-evolving Rolls-Royce Crosspointe campus provides a great opportunity for continued growth not only for the region but for the entire Commonwealth.



Neal E. Noyes, The Honorable Terry G. Kilgore, Renee Chapline, Dr. Keith Miller and the Honorable Frank M. Ruff visit the Advanced Manufacturing Research Center at the University of Sheffield, England

# global blueprint

Most commonly used economic development phrases include: “wonderful quality of life”; “great place to raise a family”; and “focused on advanced manufacturing, logistics, renewable energy and aerospace”. While these phrases accurately represent the Gateway Region, they also represent many other regions across the country. So what sets us apart from the competition? How do we reach out globally and generate foreign direct investment and interest in the region?

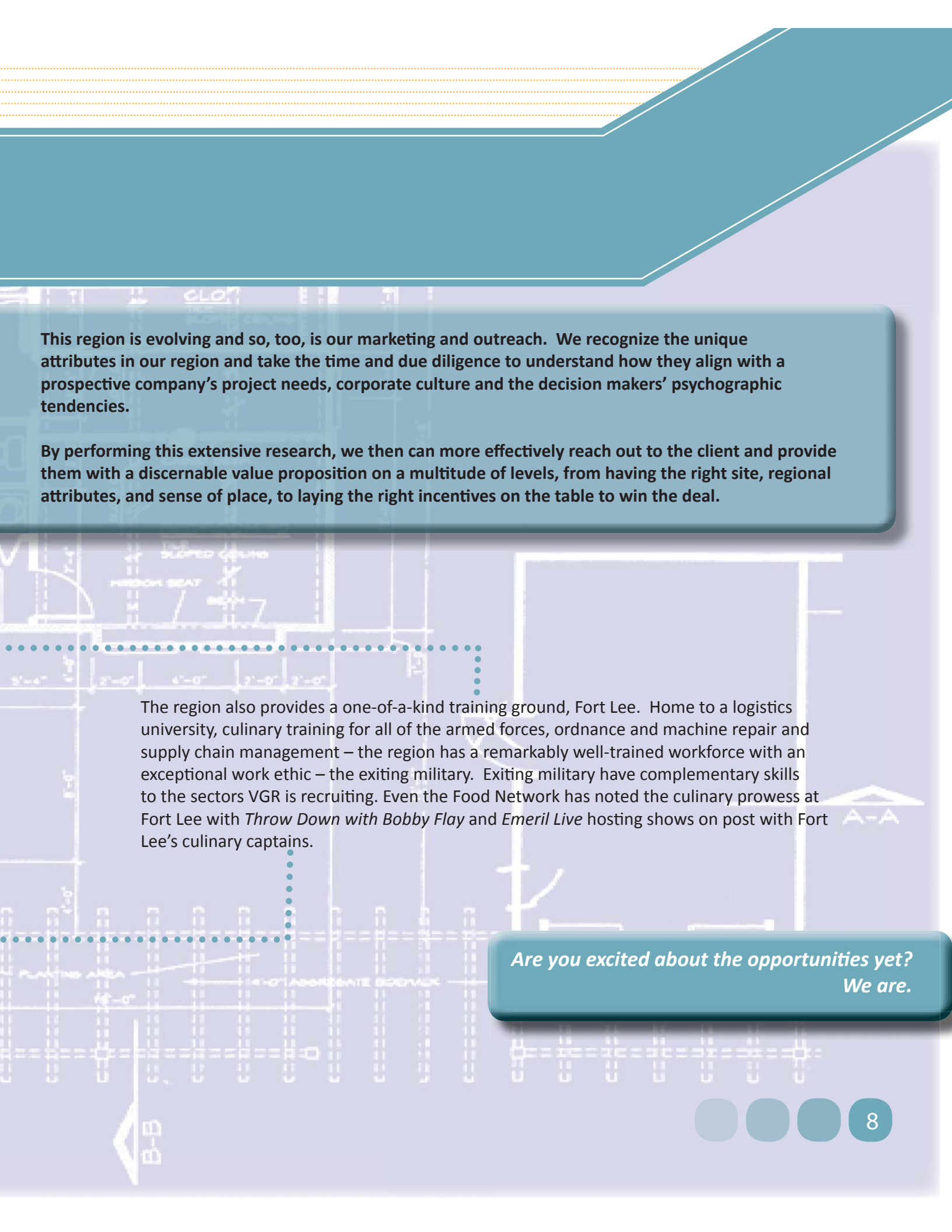
The following is a blueprint for our global outreach – spreading the message about the unique attributes of the region and how they apply to the bottom line of companies across the world.

Once known for rural tobacco farms and a blue-collar workforce, the region has continued to transform. Its legacy of advanced manufacturing has created a workforce of great appeal to other advanced manufacturing companies, and there will be further synergy with the development of the Commonwealth Center for Advanced Manufacturing (CCAM) on Rolls-Royce’s Crosspointe campus. CCAM, heralded by the Virginia Chamber of Commerce as a “Torchbearer” for economic development, will further refine the region’s reputation for advanced manufacturing resources.

Another asset the region boasts, is the fact that it enjoys all of the advantages of being part of a larger metropolitan statistical area, while featuring a sprawling countryside and urban core in the heart of the region itself. Developers have flocked from the most Northern and Southern parts of Virginia to invest in old warehouses, loft conversions and restaurants in Old Towne Petersburg and downtown Hopewell. VGR’s downtowns are undergoing revivals...and this is just the beginning of the evolution.

In order to win the economic development game, we continue to strive to be relevant to companies’ needs and to be remembered as the “RIGHT” location.





This region is evolving and so, too, is our marketing and outreach. We recognize the unique attributes in our region and take the time and due diligence to understand how they align with a prospective company's project needs, corporate culture and the decision makers' psychographic tendencies.

By performing this extensive research, we then can more effectively reach out to the client and provide them with a discernable value proposition on a multitude of levels, from having the right site, regional attributes, and sense of place, to laying the right incentives on the table to win the deal.

The region also provides a one-of-a-kind training ground, Fort Lee. Home to a logistics university, culinary training for all of the armed forces, ordnance and machine repair and supply chain management – the region has a remarkably well-trained workforce with an exceptional work ethic – the exiting military. Exiting military have complementary skills to the sectors VGR is recruiting. Even the Food Network has noted the culinary prowess at Fort Lee with *Throw Down with Bobby Flay* and *Emeril Live* hosting shows on post with Fort Lee's culinary captains.

*Are you excited about the opportunities yet?  
We are.*

# industry spotlight

## Aerospace - a regional game changer



As we near the end of 2010, the first phase of the now well-publicized Rolls-Royce Crosspointe facility in Prince George County is almost complete. On the 1038-acre site, the British-based company has built a 180,000-square-foot factory that will manufacture engine disc components for commercial aircraft. Specifically, these discs will be used in the Trent line, 1000, 900 and XWB for the Boeing 787, Airbus A380, and A350 XWB. Disc production will begin as soon as the site is operational.

The second phase of construction, scheduled to begin in early 2011, will be a 130,000-square-foot factory dedicated to blisk manufacturing. Blisks, or bladed discs, incorporate fan blades and discs into a single piece for use in the next generation of gas turbine engines and are currently used in the F136 engine for the Joint Strike Fighter.

It should be pointed out that the Rolls-Royce Crosspointe site will encompass much more than a series of dedicated high-tech manufacturing plants. An integral component of the overall campus will be the Commonwealth Center for Advanced Manufacturing (CCAM). Modeled on similar Rolls-Royce-established

**Did you know...** *The Virginia Community College System will offer two-year associate engineering degrees in conjunction with the Rolls-Royce factory and CCAM, while John Tyler Community College specifically will develop a manufacturing certificate along with an associate degree? These programs will be focused on the advanced machine tools and techniques essential to the Rolls-Royce manufacturing process.*

**Did you know...** *By the end of the third phase of construction on the Crosspointe site, Rolls-Royce anticipates hiring as many as 500 skilled workers for its three manufacturing facilities?*

research facilities around the world, such as the Advanced Manufacturing Research Centre (AMRC) in Sheffield, England, CCAM is envisioned as a collaboration between engineering professors and students from Virginia Polytechnic Institute and State University (Virginia Tech) in Blacksburg and the University of Virginia in Charlottesville.

Another major component of CCAM will be the various industry partners. These partners will operate on a two-tiered membership system offering them access to the extensive research and development that will be conducted at the world-class center. These partners are integral to the CCAM model, as not only do they provide necessary funding but they also offer cross-pollination from a variety of industry sectors, all with the common goal of delivering new technologies in design and manufacturing and, thereby, reducing manufacturing costs. CCAM is also looking for federal grants and additional partners to fund the anticipated wide spectrum of research. At least three major companies are in serious discussions with Rolls-Royce about becoming members.



# *building opportunities*

**Leveraging Military Partnerships** - In spring 2010, Virginia's Gateway Region EDO led a delegation to Fayetteville, NC to meet with economic development professionals in other BRAC communities- Fort Bragg and Fort Benning. The focus of the two-day meeting was to put competition to the side and exchange ideas about how to partner with the military installations to meet their service needs and simultaneously support business-to-business opportunities. From this meeting, participants acknowledged a need for VGR's business council to have a formal relationship with key leaders within the Fort Lee community. Simultaneously, VGR's business council was looking to undergo a transformation to further meet the needs of members. The result...VGR's business/military council was birthed to include our private and public partners as well as key leaders at Fort Lee.

A small group of business council leaders convened through the year to help shape the focus of this joint council. The mission of the business/military council is to strengthen local communities and benefit the men and women of the US Army by connecting local businesses, communities and the military to establish a partnership environment of mutual opportunity. With this cooperative effort the coalition hopes to support the essential mission of Fort Lee through a better understanding of the installation's needs.

## ***Community Development***

**Facilitating significant community "gateway" projects** - Central to VGR's mission is the revitalization of the region's urban communities. No project exemplifies these efforts better than the re-development of the Brown and Williamson building in downtown Petersburg. Tom Wilkinson, Managing Partner of Franklin Development Group stated, "I am pleased to have strong partners with the City of Petersburg and Virginia's Gateway Region who have worked collaboratively with Franklin Development Group to support our project."

The first phase of the redevelopment project, which began construction several months ago, involves turning the former cigarette manufacturing building at the corner of Wythe and Perry streets - known as the A/B Building - into 150 loft-style apartments.

The second stage will be the redevelopment of the Cameron Building, the site of a Civil War hospital abutting A/B and at the corner of Perry and Brown streets, into multi-use with 36 apartments on the top two floors, and



During the BRAC discovery trip, the Fort Benning Military Liaison shares insight on best practices in building lasting relationships between military installations and the communities in which they reside.

commercial and retail space on the ground floor, as well as shared amenities for all the apartments and office users. A space between the A/B and Cameron buildings will be used for a swimming pool and shared parking.

In the third stage, attention will turn to the Brown Building at 319 Brown Street. The building currently is subleased by Pre Con Inc. to Honeywell Corporation, which operates a research lab there. That use would continue, housed in about 39,000 square feet of the nearly 79,000-square-foot building.

Another 20,000 square feet will be converted into a senior health care facility. John G. "Chip" Dicks, an attorney with the Richmond law firm of FutureLaw LLC, who represents the developers, said the partners have received a commitment from Riverside Regional Medical Center of Newport News to operate the center through its PACE program. Riverside operates similar facilities in Richmond's Manchester area, Richmond's Scott Addition, and Newport News, where it provides health services for seniors who qualify for Medicare and/or Medicaid. This new tenant will bring 90 new jobs and additional investment to the City of Petersburg.

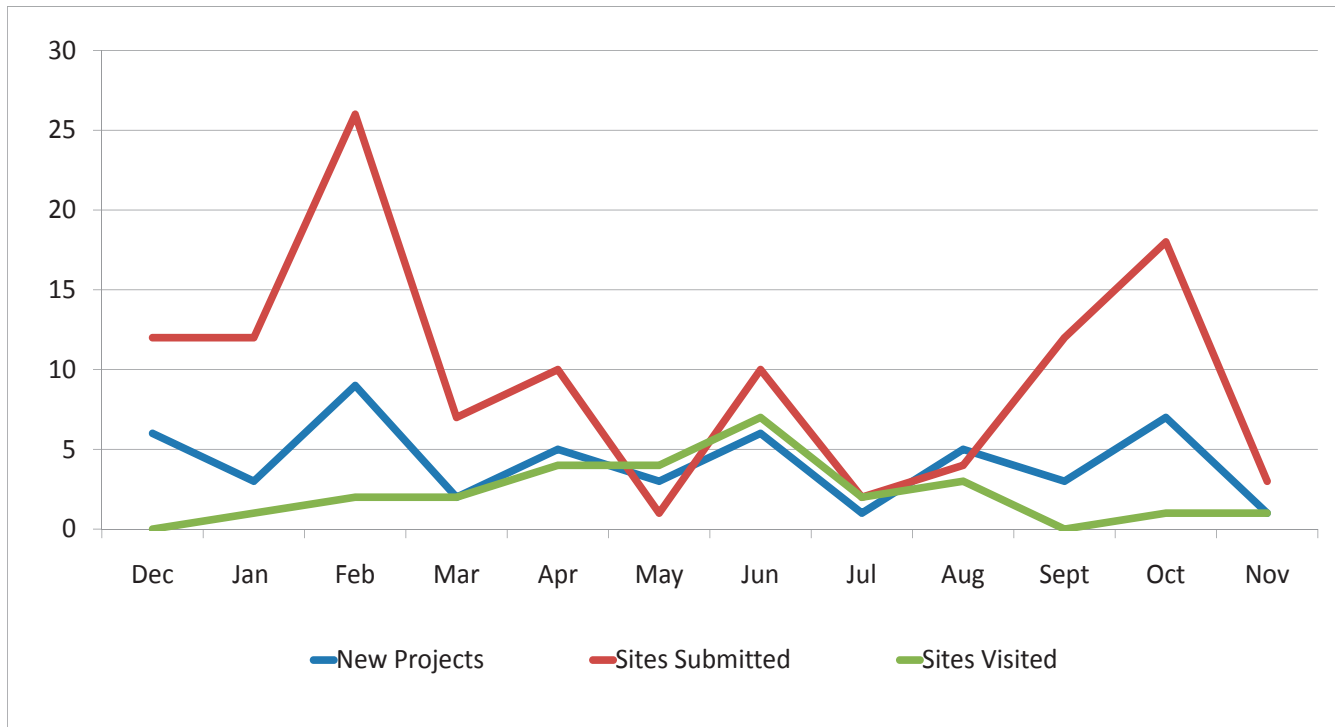
# results

2010 brought a year of change once again, this time signaling a recovering economy.

Overall, the number of new prospects increased by 16 percent over 2009 prospect activity, and there was a four percent increase over 2008 new prospects. This year our project activity was stronger than the previous two years, with better quality prospects (financing in place and a clear idea of their needs and not as much “kicking the tires”), more requests for information and more site visits. There were 65 percent more site visits by prospective companies in 2010 versus 2009.

VGR saw its strongest activity come from the following sectors: Advanced Manufacturing, Food Manufacturing, Back Office, and Aerospace/Defense. These findings come as no surprise to us given our heavy marketing emphasis with focused missions, custom research reports and specific web portals dedicated to many of these industries.

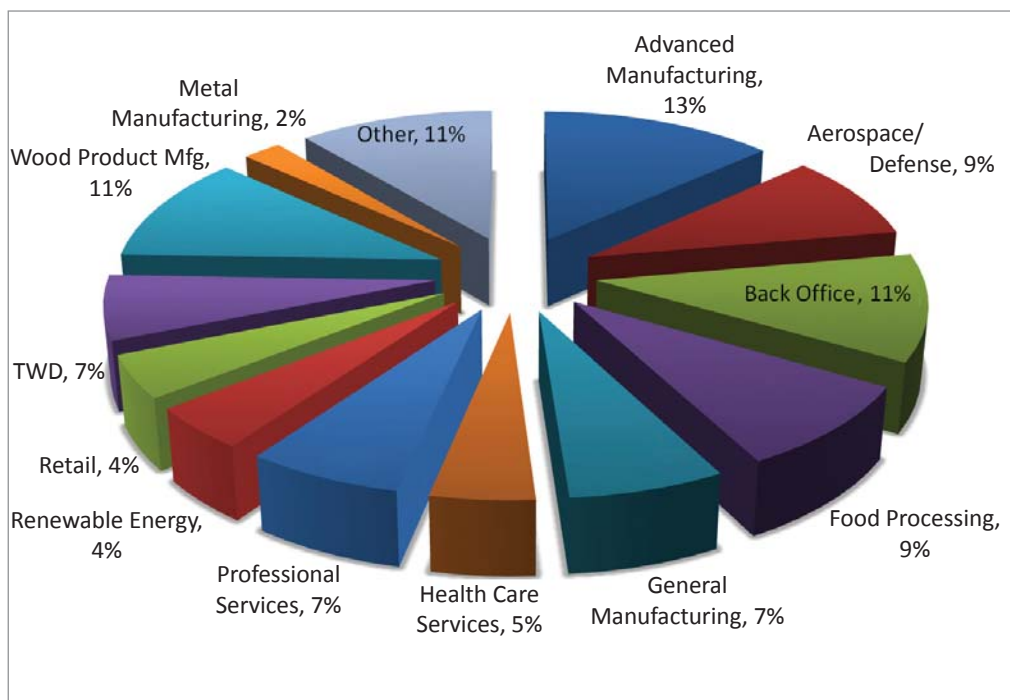
## Project Activity



Strategic missions targeted food prospects, aerospace and advanced manufacturing companies and yielded direct project leads from these efforts. Much of our marketing initiatives this year were centered on direct, one-on-one meetings with site location consultants and companies with a focus on the above sectors.

The one constant from 2009 continues to be companies' concerns with making the final decision and signing on the dotted line. Many companies continue to extend the time in which they make their final location decision. With that said, VGR and the communities continue to work with the companies to expedite the process and to fully provide the information that is needed to make the Gateway Region home to their businesses.

## ***Business Functions***



# results

## 2010 New and Expanded Companies

Investment in millions

New and Expanded Companies	New	Investment	Location	Date
HHGregg	50	\$0.00	Colonial Heights	01/2010
Praxair	17	\$15.00	Hopewell	07/2010
Riverside PACE	90	tbd	Petersburg	07/2010
<b>TOTAL</b>	<b>157</b>	<b>\$15.00</b>		

\*\* Note: Two pending announcements at year end waiting Governor's approval.

Praxair Joins the Gateway Family - In May 2009, VGR got word that a confidential prospect code named "Bubbles" was interested in locating in the area. Fast forward a year and a few months, Praxair announced the decision to locate a gases operation on the site of Osage's barley ethanol facility.

VGR worked with the City of Hopewell and the Virginia Economic Development Partnership on this project throughout the course of the year, providing labor data, tours of the region, and arranging meetings with various agencies to discuss the project and assistance available to the company.

Praxair is a leading gases company that plans on siphoning and purifying carbon dioxide by-product from Osage's operation for use in the beverage carbonation, natural gas extraction, and the frozen food industry. Virginia successfully competed against North Carolina, South Carolina and West Virginia. This is another example of the multiplier effect – when a company locates in the region and creates synergy and opportunities for additional companies to locate nearby with complementary services or products.





## Annual Goals

Annual Goals (5-Year Goal)	2010 Annual	Percent of 2010 Goal	Percent of 5-Year Goal
Conduct 75 Existing Business/Industry Visits (375)	89	119%	152%
Launch 2 Targeted Industry & Sector Marketing Campaigns (10)	5	250%	290%
Host 2 Forums for Municipalities, Prospects, & Developers (10)	4	200%	150%
Secure 3 or More Placements in Regional & National Media (15)	8	267%	320%
Increase New Prospect Contacts by 5% Annually	16%	220%	392%
Create 400 New Direct Jobs (2,000)	157	39%	183%

## 5-Year Overview

	2006 Annual	2007 Annual	2008 Annual	2009 Annual	2010 Annual	5-year total
Announcements	16	13	14	6	3	52
Jobs	817	1,101	718	875	157	3,668

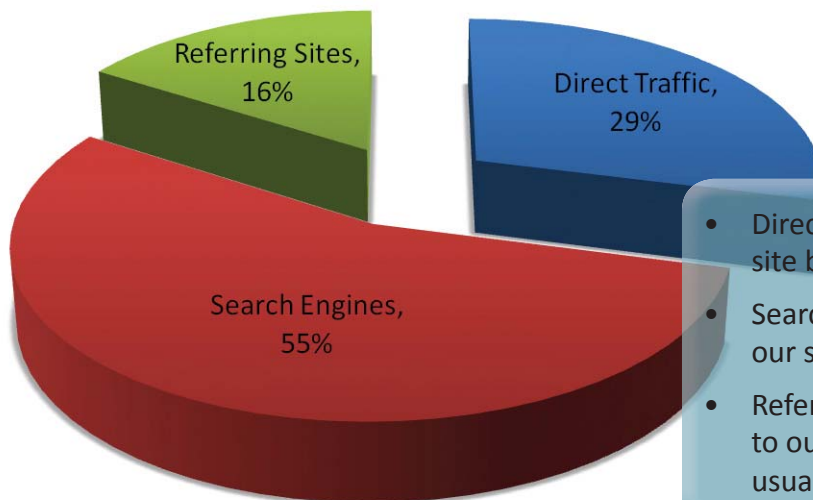
# results

VGR's website was translated into 42 different languages.

**Web Based Marketing** - Over the past year VGR received more unique visits from more countries compared to 2009. Visitors to VGR's website came from 94 different countries and territories this year relative to 52 countries the year prior. The duration of time spent per web visit also increased this year. Top viewing countries include Canada, China and the United Kingdom. Approximately one third of the visits to the website were from direct traffic.



## Sources of Web Traffic



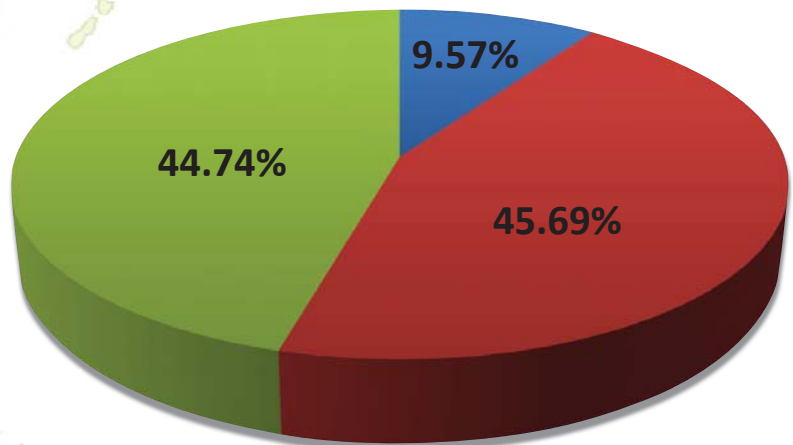
- Direct traffic refers to a person visiting our site by directly navigating to a specific page.
- Search engine refers to a person navigating to our site via results from a search engine.
- Referring sites refers to a person navigating to our site from a link on a partner's web site, usually our homepage.



VGR's website had visits from 1,290 different cities from as far north as Oslo, Norway and as far south as Neuquen, Argentina. Other visits came from places as distant as Seoul, South Korea and Adis Abeba, Ethiopia.

Gateway web marketing captured visits from 94 countries.

### 2010-2011 Program Budget



- Administrative / General Operating Costs
- Existing Industry / Investor Relations
- New Business Development



In 2010, new prospects to the Gateway Region came from companies located in the following countries: Canada, China, France, Germany, Italy, United Arab Emirates, United Kingdom and the United States of America.

# program in review

As 2010 draws to a close, we are pleased to report that VGR and its partnering communities have exceeded all of the goals established in 2006 during the Momentum Program. The success of the previous regional marketing and attraction program has led to approximately 100 new private partners in the organization and has enabled the program outreach to expand to cover 23 countries worldwide.

The expertise of our business partners often plays a fundamental role in making the strongest business case for corporate expansions in the region.

VGR's community partners, the counties of Chesterfield, Dinwiddie, Prince George, Sussex and Surry and the cities of Colonial Heights, Hopewell and Petersburg, are to be recognized for their continued regional cooperation and financial support of job creation and investment activities engaged in by VGR. The capital investment that has been attracted by the member communities has significantly impacted the regional economy.

The collaborative partners of the organization will celebrate the successes and be proud of the ability to work hand-in-hand for 50 years to create a

vibrant region for the citizens who live here, while keeping in mind a truth as once stated by Winston Churchill, **"Success is not final, failure is not fatal: it is the courage to continue that counts."**

The following is a comprehensive analysis of our 5-year Momentum Program scorecard and return on our partners' investment.

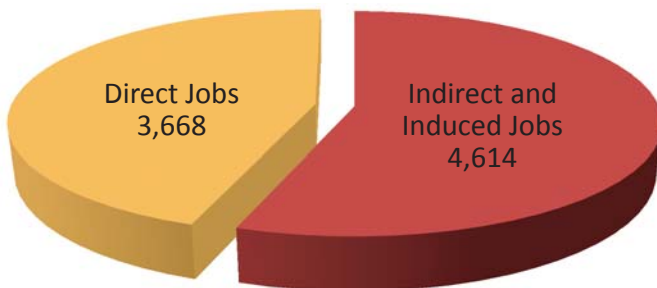
VGR's efforts over the last 5 years have assisted our communities in **creating 3,668 direct jobs and \$1.49 billion in capital investments.**



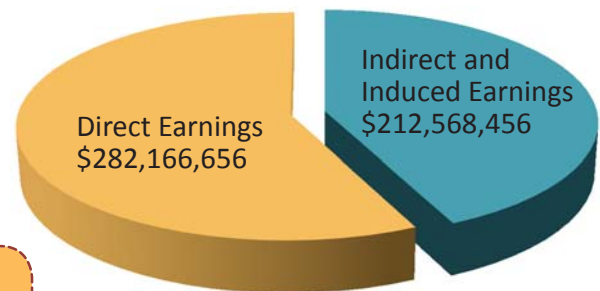
Goal	% of 5-Year Goal Met
Conduct 375 Existing Business / Industry Visits	152%
Launch 10 Targeted Industry & Sector Marketing Campaigns	290%
Host 10 Forums for Municipalities, Prospects & Developers	150%
Secure 15 or more Placements in Regional & National Media	320%
Increase New Prospect Contacts by 5% Annually	met 4 out of 5 years
Create 2,000 New Direct Jobs	183%

## Total Job Impact

For every direct job created from the new and expanding companies, an additional 1.2 jobs are created.



## Total Earnings Impact 2006 - 2010



With a cost per total job well below the national average, VGR's efforts led to the creation of high paying jobs, which, in turn, increased the residents' earning and spending power, and, thus, **investors realized a high return on their investments.**

	VGR	National Average
Cost per Direct CREATED Job	\$834	\$1,449
Cost per TOTAL Job (Direct and Indirect Jobs)	\$372	\$830
Earnings Injected per Direct CREATED Job	\$75,933	
Earnings Injected per TOTAL Job	\$59,390	n/a
Capital Investment per Direct Job	\$401,776	
Capital Investment per TOTAL Job	\$179,226	n/a
Direct Earnings Injected per VGR's Dollar Spent	\$91	
TOTAL Earnings Injected per VGR's Dollar Spent	\$160	n/a
Capital Investment per VGR's Dollar Spent	\$482	
VGR'S Attraction and Retention Expenditures (2006-2010)	\$3,100,000	

# what's ahead

## Collaboration is the Key to Marketing and Attraction

In 2006, VGR established an action plan to achieve its primary goal, building on the region's unique heritage and existing strengths by more effectively marketing the region and its local assets. We are fast approaching the end of that plan, known as our Momentum Program. In an effort to continue the success of that plan, the VGR Board of Directors has embarked on the Driving Regional GROWTH-Embracing a GLOBAL Future, or "G2", a new five-year plan to drive the growth of a dynamic regional economy in the cities of Colonial Heights, Hopewell and Petersburg, and the counties of Chesterfield, Dinwiddie, Prince George, Surry, and Sussex. In preparation for G2, an economic program refinement process was initiated to engage the region's stakeholders in discussions about future regional economic development priorities.

The next steps became clear at the Program Refinement Task Force meeting hosted by Dr. Keith Miller, President of Virginia State University (VSU) and Chair of the Refinement Committee. "Job creation in the region will continue to be a priority and VSU will partner with Virginia's Gateway Region to support our local industries and new business attraction efforts," Miller stated.

The committee membership includes both public and private sector members representing a diverse array of expertise from around the region. The program refinement process is weeks away from completion, and with the broad participation and feedback from the participants, it will set the course for the next five years. Well-managed, quality economic growth is necessary to maintain the Gateway Region's current and future prosperity, and with the cooperation and participation from our economic development partners and investors, we will succeed.

### Committee Members:

Dr. Keith Miller, *Virginia State University*

Karen Aylward, *Chesterfield County Economic Dev.*

Dai Barth, *Wachovia*

M. Dale Bradshaw, *Prince George Electric Coop.*

Victor Branch, *Bank of America*

Shelly Buck-Turner, *St. Francis Medical Center*

Dawn Calabrese, *Thalhimer Commercial Real Estate*

J. Peter Clements, *Bank of Southside Virginia*

C. Scott Davis, *City of Colonial Heights*

John Gillenwater, *KBS*

John "Will" Harlan, III, *Harlan Construction*

Kent Hill, *Dominion Resources Services, Inc.*

Lynn Jacob, *Williams Mullen*

Tom Loehr, *Rolls-Royce North America, Inc.*

Christina Luman-Bailey, *City of Hopewell*

Brian Moore, *City of Petersburg*

Cindy Morgan, *The Progress-Index*

Dia Nichols, *John Randolph Medical Center*

As Virginia's Gateway Region Economic Development Organization begins its 50th year of service to the region's business community, the organization continues to follow the goals outlined by business and community partners long ago: to broaden partnerships among businesses and organizations and to leverage the knowledge and resources of each of those partners in order to foster sustainable economic growth for our region.

Moving forward, our partners have identified five core areas in which VGR should focus its resources in order to best meet our goal of elevating the economic strength of Virginia's Gateway Region by becoming the business investment region of choice.

These five core areas include:

- New Business Attraction & Global Marketing
- Business Retention & Expansion
- Workforce Vibrancy
- Small Business & Entrepreneurial Development
- Commercial Revitalization

In 2006 our Annual Report stated, "The organization's efforts are about giving people who live and work in our communities the opportunity to better their earnings, education, housing, families and lives". This statement stands as true today in 2011 as it did in 2006. However, the passing of five years has brought about some major challenges, as well. Competition is fiercer than ever and "business as usual" is no longer the accepted mode of operation. Never more than right now has our success hinged upon a focused strategic team approach based on a well-organized plan of action to support job creation and investment in the eight communities we call home...Virginia's Gateway Region.

Harris Parker, *Sussex County*

Patsy Stuard, *Fort Lee Federal Credit Union*

Najmah Thomas, *The Cameron Foundation*

Charles Townes, *Townes Consulting, PLLC*

D. Ray Trevillian, *Baskervill*

Robert C. Walker, *Roslyn Farm Corporation*

General Dave Weisman, *LMR, Inc.*

Ernest H. "Bud" Yerly, Jr., *SunTrust Bank*



**"Coming together is a beginning. Keeping together is progress.  
Working together is success." Henry Ford**

# accolades

*The Progress-Index* reports that **public schools in Chesterfield County, Colonial Heights, Dinwiddie and Prince George received The Governor's Award for Educational Excellence.** (January, 2010)

According to *Builderonline*, the Richmond-Petersburg MSA was named the **Nation's 12th healthiest housing market for 2010.** (February, 2010)

*Fast Company* named **Alstom the #1 Most Innovative Transportation Company.** (March, 2010)

According to *Forbes*, the Richmond-Petersburg MSA is one of the nation's **50 best places for businesses and careers.** (April, 2010)

*Parenting Magazine* selected the Richmond-Petersburg MSA as one of the **Best Places for Families.** (June, 2010)

Colonial Heights Chamber of Commerce named Virginia's Gateway Region as **Business of the Month.** (June, 2010)

In rankings by *Southern Business and Development Magazine*, *Pollina*, *CNBC*, *Site Selection* and *Business Facilities*, Virginia was rated among the **top states for business climate and job growth.** (2010)

For the third year in a row, *The Cameron Foundation* awarded Virginia's Gateway Region Honorable Mention in the **Excellence in Organizational Management Award.** (October, 2010)



For the fifth year in a row, Virginia's Gateway was awarded the **Wachovia Foundation Grant for community and economic development.** (October, 2010)

*Forbes Woman* selected the Richmond-Petersburg MSA as the **#12 best city for working mothers.** (July, 2010)

*America's Promise Alliance* ranked both Chesterfield County and Surry County among the **Nation's 100 best Communities for Young People.** This is Chesterfield's fourth year in a row receiving this ranking. (September, 2010)

Petersburg-based **Bandy Works wins Resilience Award from UVA's Darden School.** (September, 2010)

The region was named as **one of the areas where "Americans are getting richer,"** as rated by *Forbes*. (November, 2010)





# public partners

City of Colonial Heights  
City of Hopewell  
City of Petersburg  
Chesterfield County  
Dinwiddie County  
Prince George County  
Surry County  
Sussex County

AdvantaStaff  
Alliance Engineering, Inc.  
Apartment Connection  
Bank of America  
Bank of Southside Virginia  
Baskervill  
BB&T  
Binswanger  
Boar's Head Provisions Company, Inc.  
Bon Secours St. Francis Medical Center  
C. Renee Wyatt-Chapline  
Carter Myers Automotive  
Caudle-Hyatt, Inc  
Cleveland A. Wright  
Colonial Heights Chamber of Commerce  
Columbia Gas of Virginia  
Country Club of Petersburg  
Crossroads Ford  
M. Dale Bradshaw  
Delta Oil Company

# private partners

Dinwiddie County Chamber of  
Commerce  
Dominion Virginia Power  
Draper Aden Associates  
Ernest H. "Bud" Yerly, Jr.  
Ford Agency, Inc.  
Fort Lee Federal Credit Union  
Froehling & Robertson  
Goodman & Company, LLP  
Goya Foods, Inc.  
Grubb & Ellis / Harrison & Bates Inc.  
Hampton Inn / Sleep Inn  
Harlan Construction  
HCA Richmond Division – John  
Randolph Medical Center  
Hopewell-Prince George Chamber of  
Commerce  
Hourigan Construction  
I-Deals LLC  
J.T. Morriss & Son, Inc.  
John M. Seward  
John O. Newby  
KBS  
Leete Tire & Auto Center  
Media General, Inc.  
Mitchell, Wiggins & Company  
Norfolk Southern Corporation  
Old Dominion Electric Cooperative  
Owen Printing Company  
Petersburg Chamber of Commerce  
Porter Realty Company, Inc.  
Pre Con, Inc.  
Prince George Electric Cooperative  
Progress-Index  
Richmond Economic Development Corp.  
Rolls-Royce North America  
Roslyn Farm Associates  
Roslyn Farm Corporation  
Rudy L. Hawkins Electrical Contractor  
Southern Express Lofts

Southside Electric Cooperative  
Southside Regional Medical Center  
Specter Properties, Inc.  
SunTrust Bank  
Swaders Sports Park  
The Cameron Foundation  
Ukrop's / First Market Bank  
Verizon  
Virginia Commonwealth Bank  
Virginia Credit Union, Inc.  
Virginia State University  
W. M. Jordan Company  
Wachovia Wells Fargo Foundation  
Weinstein Properties  
Whittle & Roper Realtors  
William H. Talley & Son, Inc.  
William J. Collins, Jr.  
Williams Media  
Williams Mullen

Virginia's Gateway Region Economic Development Organization is a nonprofit, public/private partnership created to facilitate economic development efforts in the cities of Colonial Heights, Hopewell and Petersburg, and the counties of Chesterfield, Dinwiddie, Prince George, Surry and Sussex. The mission of the organization is to provide site location services to companies from across the globe looking for a strategic business location. VGR markets the physical and human assets available within its eight member communities in order to stimulate economic growth, resulting in the creation of sustainable jobs, the expansion of the tax base and the enhancement of the quality of life throughout the entire southern Richmond-Petersburg metropolitan area.



**VIRGINIA'S GATEWAY REGION**

*Economic Development Organization*

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