



DRIVING REGIONAL GROWTH... EMBRACING A GLOBAL FUTURE
2011 ANNUAL REPORT



Jamestown-Scotland Ferry
Surry

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Appomattox Regional Library
Hopewell

Photo: Doug Buerlein Photography



Violet Bank
Colonial Heights

Partners,

At Virginia's Gateway Region, our purpose is straightforward. Job creation and capital investment are at the core of the organization's daily mission. The region thrives as a global hub of innovation in advanced manufacturing, logistics, and energy. Through collaborative methods, the organization and its partner communities continue to strengthen the existing industry base while successfully competing for new businesses from around the world.

2011 brought significant changes in leadership across the region. New faces emerged to continue carrying on the mission of Virginia's Gateway Region. I am excited to see the energy and interest being generated from the eight communities and our private partners. The region has earned a distinctive reputation as one of the best business locations in the world. Our region boasts such global brands as Rolls-Royce, recognized by CNN Money as #9 in the world for innovation; Amazon, a multinational electronic commerce company; not to mention that the United States military has centered its global logistics operations in our region. Need I say more?

Clearly, none of our achievements would have been possible without the support of our many partners and friends of VGR. I look forward to building upon the partnerships and successes we have achieved together over the past few years. Together we are making a difference and together we can reach the full potential of our world class business location – Virginia's Gateway Region. Together we will continue Driving Regional Growth...Embracing a Global Future. Thank you so much for your continued support.



Renée Chapline
Executive Director



message

message

2011...Year in Review

As VGR started the engines on its 5-year G2 Campaign, "Driving Regional Growth, Embracing a Global Future", the importance of economic development from a regional perspective came sharply into view. Just look at Amazon.com. In evaluating location options for its massive expansion, the company didn't just select a county, it chose the region, spreading among two locations to take advantage of regional real estate assets and a regional labor force.

It's more important than ever for businesses and localities to work together as a combined regional force to overcome obstacles to economic growth. Our region has a natural edge in business attraction with excellent transportation access and location. However, to satisfy other top decision factors such as utility capacity, labor costs and real estate readiness, a greater level of coordination and demonstration of support by regional businesses is required. With the renewed commitment of 84 Gateway Region partners and the addition of 20 new partners to the Gateway Region economic development partnership in 2011, that demonstration is under way. We encourage you to continue to make this organization a priority in your planning for the future.

Partners, I sincerely thank you for your support. In terms of regionalism, the lights are on, and in 2012, they can only get brighter.



J. Peter Clements
President





Appomattox River
Virginia's Gateway Region

Photo: John A. Rooney, Jr.



Photo: John A. Rooney Jr.

Renée Chapline Executive Director

Meg McCarter Executive Assistant

Emily Salmon Business Development Manager

Tim Graves Research/IT Analyst

Carolyn Wren Associate Project Manager

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.

Chesterfield County

- Dorothy Jaeckle
- Gary Thomson

City of Colonial Heights

- Charles Townes
- C. Scott Davis

Dinwiddie County

- Milton Hargrave
- John Talmage

City of Hopewell

- Christina Luman-Bailey
- George Elder

City of Petersburg

- Cleveland A. Wright
- Horace Webb

Prince George County

- William Robertson Jr.
- M. Dale Bradshaw

Surry County

- John Newby
- Reginald Harrison

Sussex County

- Wayne Harrell
- Sanjay Gandhi

At Large

- Ralph (Bo) Bowden
- Victor Branch
- J. Peter Clements
- William (Bill) Collins Jr.
- Lynn Jacob
- Dr. Robert Turner Jr.
- Ernest (Bud) Yerly
- Robert (Bob) Walker

Virginia's Gateway Region lost one of its active partners. Mr. Reginald O. Harrison, a member of Virginia's Gateway Region's Board of Directors, passed away on July 8, 2011. Reginald retired from Philip Morris USA after 31 years of service. He served as Chairman of the Surry County Board of Supervisors, member of the Crater Planning District Commission, and member of the Surry County Career and Technical Advisory Committee. He will be greatly missed by everyone at VGR.



Banks & Credit Unions

BB & T

Bank of America

Bank of McKenney

Fort Lee Federal Credit Union

M&T Bank

Peoples Advantage Federal Credit Union

StellarOne

Sun Trust Bank

The Bank of Southside Virginia

Vantage Point Federal Credit Union

Virginia Commonwealth Bank

Virginia Credit Union

Wells Fargo

Finance & Insurance

Dixon Hughes Goodman, LLP

Jacobs Financial Group

Ligon Jones Insurance Companies

Mitchell, Wiggins & Company, LLP

REDC Community Capital Group

William H. Talley & Son, Inc.

Chambers of Commerce

Colonial Heights

Chesterfield County

Dinwiddie County

Hopewell/Prince George

Petersburg

Utilities

Columbia Gas of Virginia

Dominion Resource Services

Old Dominion Electric Cooperative

Prince George Electric Cooperative

Southside Electric Cooperative

Verizon

Manufacturing

Gerdaul Long Steel North America

Hill Phoenix

Service Center Metals

Boar's Head Provisions

Transportation & Distribution

Norfolk Southern Corporation

Goya Foods

Retail, Accommodation & Food Service

Carter Myers Automotive

Leete Tire & Auto Center, Inc.

Strosnider Chevrolet

Ukrop's

Virginia Vend

Architecture, Construction, Engineering & Technical Services

Atlantic Constructors

Baskervill

Draper Aden Associates

ECS Mid-Atlantic, LLC

Froehling & Robertson, Inc.

Harlan Construction Company, Inc.

Hourigan Construction

KBS, Inc.

Rudy L. Hawkins Electrical Contractor, Inc.

The Hollingsworth Companies

Townes, PC

Vanasse Hangen Brustlin, Inc.

W. M. Jordan Company

Real Estate Development, Sales & Leasing

Apartment Connection

Dabney Properties Furnished Apartments

Ford Agency

Franklin Development

Grubb & Ellis | Harrison & Bates

High Street Lofts

Ingram & Associates

Parr & Abernathy Realty, Inc.

Porter Realty

Roslyn Farm Associates, LLC

Roslyn Farm Corporation

Specter Properties, Inc.

Weinstein Properties

Entertainment & Recreation

Country Club of Petersburg

Swaders Sports Park

Media

The Progress-Index

Williams Media

Professional Services

AdvantaStaff

ANTG Research & Development

BandyWorks

Boitnott Visual Communications

J.T. Morriss & Son, Inc.

Owen Printing Company

Randstad

Wilkinson Advertising Promotions

Foundations

The Cameron Foundation

Educational & Training Services

Richard Bland College

Virginia State University

Healthcare

Bon Secours St. Francis Medical Center

Crater Vision Center

HCA Richmond Division (John Randolph Medical Center)

Southside Regional Medical Center

Legal Services

The Nolte Law Firm, PC

Williams Mullen

Communities

City of Colonial Heights

City of Hopewell

City of Petersburg

Chesterfield County

Dinwiddie County

Prince George County

Surry County

Sussex County

Individuals

M. Dale Bradshaw

Renée Chapline

C. Scott Davis

Kimberly Garey

Milton Hargrave

Reginald O. Harrison

Dorothy Jaeckle

Ashley Oakley - Hometown Realty

William Robertson, Jr.

Larry C. Tucker

Cleveland A. Wright

Bud Yerly



Agricultural Heritage
Sussex County



Pamplin Historical Park
Dinwiddie County

Changing of the Guard...



Nick Walker // Business Council President

After serving as vice president of the VGR business/military council under Dia Nichols, Nick has stepped up to serve as president. Nick is the vice president of Roslyn Farm Corporation in Colonial Heights. A Petersburg native, he is actively involved in the Tri-Cities community through his participation with the Association of the United States Army (AUSA), Appomattox River Ducks Unlimited, Richard Bland Foundation, Petersburg Family YMCA, and the Petersburg Chamber of Commerce.

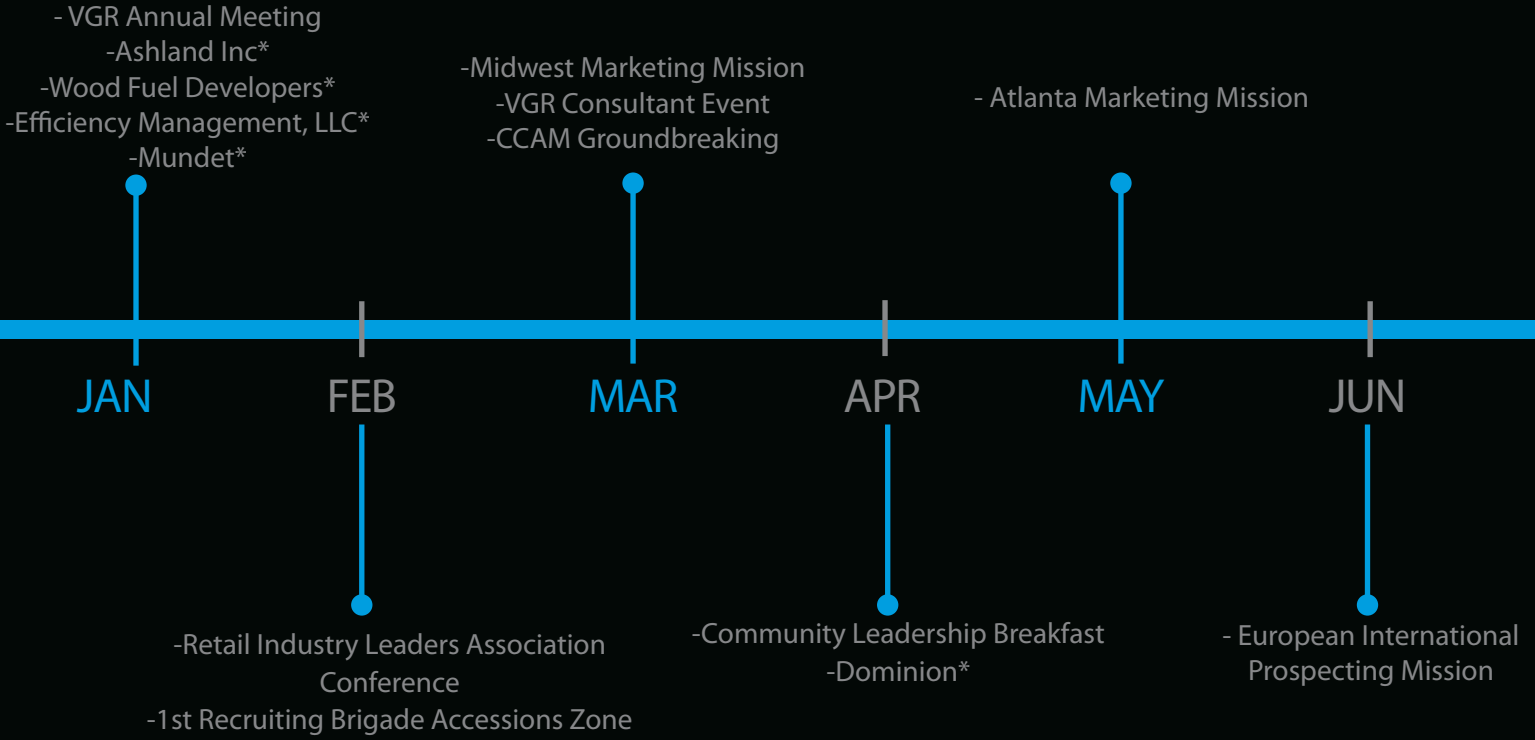
Patsy Stuard // Business Council Vice President

A native of the Hopewell-Prince George area, Patsy has over 33 years of experience in the credit union financial industry, including 20 years as chief executive officer of Fort Lee Federal Credit Union. During her tenure as CEO, Patsy increased assets from \$16.5 million to \$140 million; led membership growth from 6,500 to 14,500; guided a change in corporate charter to allow open community membership; and negotiated a corporate partnership with a mortgage service provider. Patsy is an advocate and active participant within the credit union industry. She serves on boards for Virginia Corporate Credit Union and Member Advantage Mortgage, leads activities with the Virginia Credit Union League, and drives donations for the Virginia Credit Union PAC.



VIRGINIA'S GATEWAY REGION

20ELEVEN AT A GLANCE..



* New Business Attraction

* Existing Business Expansion





Photo: Doug Buerlein Photography



Photo: John A. Rooney Jr.

Chesterfield

2011 was a banner year for economic development in Chesterfield County. The Meadowville Technology Park took major steps toward becoming a leading jobs hub with the long-anticipated opening of the Meadowville/I-295 interchange and the announcement that Amazon.com would open a fulfillment center in the park, employing more than 1,000 workers. The Ruffin Mill area also experienced growth, with an expansion at Mazda's North American Remanufacturing Center and an announcement that Ruffin Mill Center office park would expand by over 64,000 square-feet. June marked the groundbreaking for Uptown Alley, a \$20-million, 55,000+ square-foot bowling and entertainment complex in Midlothian, which will be the first of its kind in Virginia. In November, Dominion Virginia Power sought conditional use permits for a potential \$1-billion natural-gas-fired power plant that would produce 1,300 megawatts and be located adjacent to the utility's existing coal-fired station at Dutch Gap.

Colonial Heights

Colonial Heights took a major step forward in July when detailed plans were released for the construction of a new courthouse. The total cost of the project is roughly \$18 million, and will encompass approximately 65,000 square feet. The two-story building will incorporate a neo-classical architectural style. The new courthouse will be located on the site of the old Colonial Heights Baptist Church, and will include a lighthouse-design cupola to serve as a landmark for the city. In addition, an array of new retail joined the city, including Sweet Frog, Texas Road House, Encore Shoes, Battery Plus, Care Advantage, Brewsters Ice Cream and COOK OUT. Gold's Gym and Patient First also came to Colonial Heights in 2011.

Dinwiddie

What a year for Dinwiddie! First, Spiniello Co. announced in August that it would purchase and use a long-vacant industrial facility in McKenney for its cured-in-place piping services. Then in December the e-commerce behemoth Amazon.com chose Dinwiddie for one of its two fulfillment centers to be constructed in Virginia's Gateway Region. There is no doubt the new Amazon location will attract a variety of additional opportunities for the community including potential retail development and other commercial tenants near the facility currently under construction.



Photo: John A. Rooney Jr.

Hopewell

In 2011, Hopewell became one of only 25 Designated Virginia Main Street Communities. The Main Street Program utilizes a proven neighborhood revitalization model based on organization, promotion, design, and economic restructuring. The Virginia Main Street Program will assist Hopewell in leveraging local resources while providing technical assistance, training, and expertise. As the city continues to revitalize its downtown, it adds to high quality of life in the Gateway Region. Complimenting efforts in downtown, the city is experiencing retail growth along the Route 36 corridor, expanding retail opportunities for citizens in the region and the men and women serving our country at Fort Lee.



Photo: Doug Buerlein Photography



Photo: John A. Rooney Jr.

Petersburg

In 2011, Petersburg, a city known for its rich history, was abuzz about its future. The resurging interest in Old Towne has fueled demand for market-rate apartments and condos for those looking to live, work, and play in the area. According to City Manager William Johnson, over 700 new apartments are projected to be available in Petersburg by July 2012. City Hall is currently in talks with Virginia State University regarding construction of a hotel and conference center; the city is also pursuing interested parties to redevelop the Pocahontas Island property, dredge the Appomattox River, and nearing an agreement to convert the Farmer's Market into a signature restaurant for the downtown region.



Photo: dvids.com

Prince George

The 2005 Base Realignment and Closure (BRAC) initiatives have come to an end at Fort Lee. The past few years marked the single largest period of expansion since World War II for the Combined Arms Support Command and Fort Lee. In total, BRAC construction efforts brought 56 new buildings, four major renovations and numerous other training site improvements for Ordnance, Transportation and Quartermaster schools and the Army Logistics University. The new facilities will support logistics training for an average of 10,000 soldiers, marines, sailors, airmen and civilians daily and approximately 70,000 students annually. BRAC was completed ahead of the scheduled September 2011 deadline and the \$1.2 billion dollar project came in about \$100 million under cost. That said, the impact of BRAC on the region cannot be understated. It provided a cushion softening the economic blow of the recession on existing businesses. Additionally the growth of Fort Lee's global logistics, culinary and quartermaster programs provides depth and breadth in terms of workforce, expertise and resources for both existing and new industries in the logistics, manufacturing and food sectors.

Surry

Surry County's agricultural heritage, river access relative to both the Port of Virginia and Williamsburg, along with its growing energy sector, will catalyze future economic development opportunities. Work is currently underway to grow Surry's agribusinesses and support consumers' base needs. Additionally Surry is working to reinforce the Jamestown-Scotland Ferry linkage and its historical and natural tourism connections to Jamestown and Williamsburg. Lastly, Surry continues to explore the potential of river access relative to future industrial presence and to grow its energy sector, considering alternative energy and biomass production facilities.



Photo: John A. Rooney Jr.

Sussex

Over the past few years Sussex has seen heightened interest from prospective companies across all industries and particularly in the alternative energy and wood product manufacturing sectors. The abundant wood supply, proximity to the Port of Virginia, and pro-business climate in Sussex fuel this interest. Sussex leadership continues to aggressively identify, analyze and move forward with the acquisition and development of new sites for industrial development. Sussex most recently welcomed Wood Fuel Developers to its business community.



Photo: Wood Fuel Developers

A Standard of Excellence

Virginia's Gateway Region is the proud first-prize recipient of The Cameron Foundation's Excellence in Organizational Management Award. This honor recognizes VGR for its outstanding vision, dedication, and commitment to best practices in nonprofit management. The award was developed to assess organizational management, as well as to assist organizations in self assessing their current management practices and comparing them with current best practices. VGR is truly thankful of the continued support of The Cameron Foundation.

Award Evaluation Criteria:

- Governance
- Fiscal Management
- Collaboration
- Planning
- Resource Development
- Operations
- Human Resources and Volunteers
- Program Management and Evaluation
- Marketing and Communication



Peter Clements, Renée Chapline, Handy Lindsey

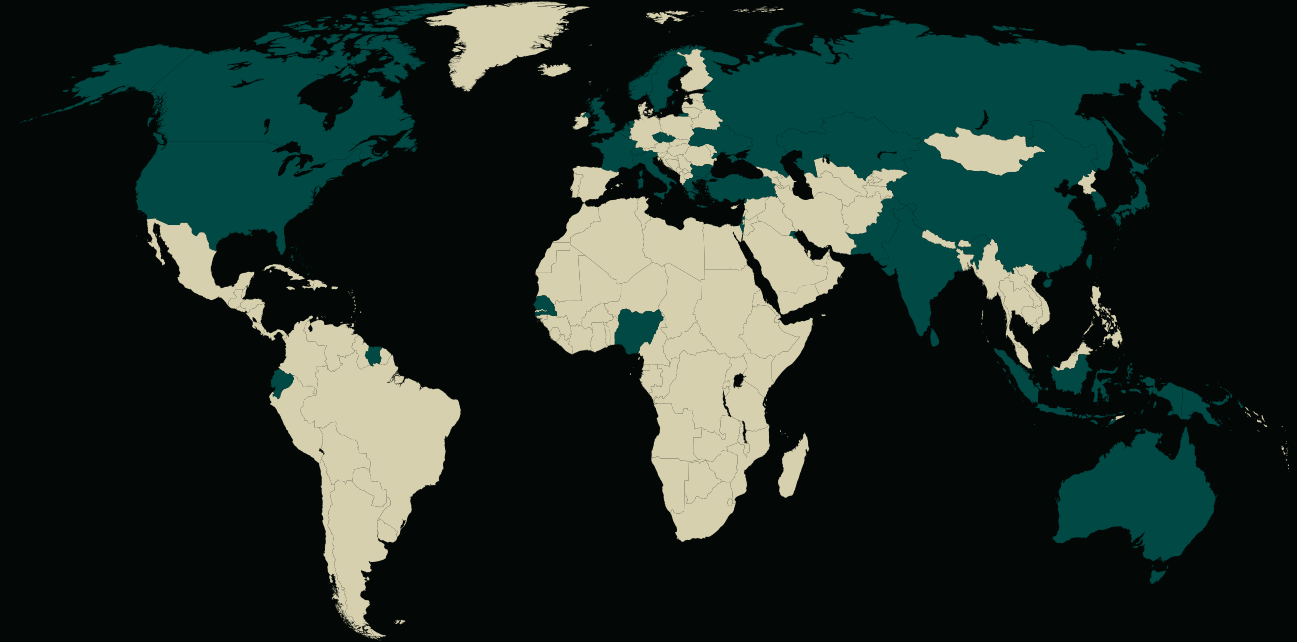


The Cameron Foundation

The Cameron Foundation moved into its new headquarters in January. The renovated Greek Revival structure was dedicated to Cleveland A. Wright, the first chairman of the foundation's board of directors, and the chairman of the building committee.

In its seven years of operation, The Cameron Foundation has positively impacted many individuals living in and around Petersburg, giving more than \$50 million in grants. Those grants have gone to organizations that positively affect the health and well being of residents within the service area, including economic development organization Virginia's Gateway Region. The foundation's commitment to economic development has directly impacted the citizens of The Cameron service area.

Global Web Presence



Australia	Ecuador	Japan	Nigeria
Bahamas	France	Kazakhstan	Norway
Belgium	Greece	Kuwait	Pakistan
Bulgaria	India	Malaysia	Ukraine
Canada	Indonesia	Mongolia	United Kingdom
China	Israel	Netherlands	United States
Czech Republic	Italy	New Zealand	

What others are saying...

Midlothian in Chesterfield is #6 "Perfect Suburb" -CNBC.com

Virginia State University awarded Governor's Award for Innovative Use of Technology in Higher Education

Richmond-Petersburg MSA is ranked among the top 50 places for small business vitality
-Business Journal

Bon Secours Richmond Health System is one of 12 best companies nationwide for hourly workers
-Working Mother Magazine

Richmond-Petersburg MSA is #19 best place for minority entrepreneurs
-Newgeography.com

Richmond-Petersburg MSA is the #4 best for commuters -Kiplinger

Richmond-Petersburg MSA #17 healthiest housing market for 2011 -Builder Online

Surry County and Chesterfield County are two of the 100 best communities for young people
-America's Promise Alliance

Richmond-Petersburg MSA is the #3 place for retired military to launch a second career
-USAA & Military.com

Richmond-Petersburg MSA is #12 of the top 102 metro areas in the country for business
-Marketwatch.com

Richmond-Petersburg MSA #13 best city for industrial manufacturing
-Newgeography.com



Upper Brandon Plantation
Prince George County



Cynthia Janeway (Ernst & Young), Sean Barr (Austin Consulting) , General Gwen Bingham, Renée Chapline

Be Our Guest

What do combat boots, a 1616 land grant from the King of England, and zabaglione have in common? Not much unless you are talking about VGR's first annual consultant visit to the region. In March, VGR hosted site location consultants on a two-day tour of the region centered on Fort Lee's 36th Annual Culinary Competition. Consultants savored the army's competitive culinary fare, met with key business leaders, and had the chance to exchange thoughts with the region's economic development directors in an intimate and informal setting. As gatekeepers of prospect activity, it is imperative that consultants have their "feet on the ground and in the region" to truly understand the region's assets relative to their various prospect needs.



TAKING OFF

Hot on the heels of the CCAM groundbreaking in April, Virginia's Gateway Region made its annual pilgrimage to Europe, this year to Paris (last year, Sheffield England). There is always a great deal of buzz surrounding the air show because it is the event where the top aerospace companies make the big deals. This year the buzz at Le Bourget Airport was all Airbus as the corporation outsold competitor Boeing by a factor of four to one. VGR was fortunate to spend a day at Airbus' A380 fabrication facility and learn about the company's innovative supply chain strategy. Additionally, many airplane deals inked at the show involve supply-side deals for local aircraft engine manufacturer Rolls-Royce. It all adds up to signal continued development of advanced manufacturing and aerospace in Virginia's Gateway Region.



Eiffel Tower
Paris, France

In Pursuit of Jobs

new project activity

1st Quarter

5

2nd Quarter

13

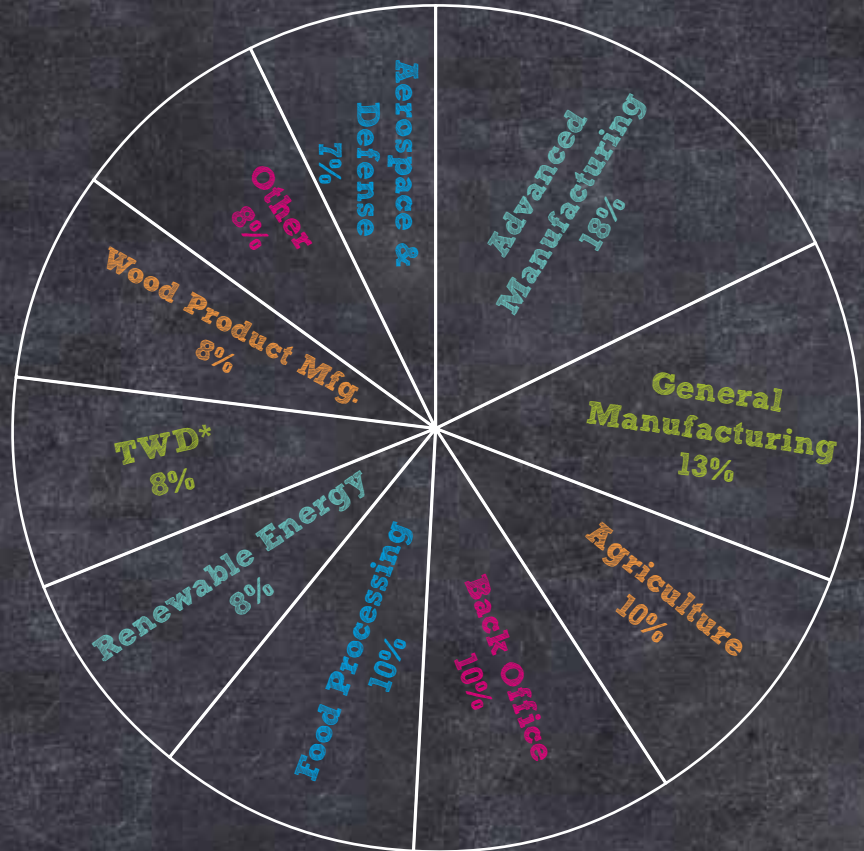
3rd Quarter

9

4th Quarter

16

Site Visits



G2...On Our Way

1,385
jobs
created

\$136.9M
capital
investment

48
companies
assisted

7
international
companies
assisted

15
targeted
marketing
campaigns

461%
annual
goal

137%
annual
goal

240%
annual
goal

350%
annual
goal

375%
annual
goal

Supporting Local Business Growth

311
jobs created

\$167.01M
capital investment

4
programs hosted

222%
annual goal

557%
annual goal

133%
annual goal

Amazon.com Sets up shop in VGR

Online retail giant Amazon.com announced in December the opening of two electronic fulfillment centers in Dinwiddie and Chesterfield counties, creating a total of 1,350 jobs and \$135 million in investment. This is the largest single economic development deal in Virginia since 2004. Governor Bob McDonnell called the investment "a tremendous win" for the region.

The project is on a fast-track schedule to open the two, one-million square foot buildings by November 2012 in Dinwiddie Commerce Park and Meadowville Technology Park, just in time for the online holiday shopping rush. Transportation, Warehousing, and Distribution is a targeted sector for VGR, which is truly a global business destination. Amazon's two fulfillment centers join existing global logistics centers in the region, such as Fort Lee and the Defense Logistics Agency. Results show when it comes to logistics there is no place like VGR.

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Kindle Fire



PREV



MENU



HOME



NEXT

SPINIELLO

Every day Americans take their infrastructure for granted, specifically water and sewer lines that provide water to their homes and discharge waste to treatment facilities. As that infrastructure ages, the impact may mean interrupted service or higher prices to offset new lines. In comes Spiniello Company, offering cured in place piping solutions to preserve and extend the life of these lines via technology and processes in practice since 1922. Spiniello provides its services around the world, has rehabilitated more than 15 million feet of pipeline and installed 123" non-round pipe as part of the largest cured in-place-piping project in the world. Spiniello, a New Jersey-based business recently became a new corporate citizen for Dinwiddie County when it acquired the Philip Morris facility in Dinwiddie, providing 35 new job opportunities.





ASHLAND INC.


Just as Spiniello's product makes its way into Americans' daily lives, Ashland's functional ingredients manufactured in Hopewell are used in virtually every market, from cosmetics, food, and pharmaceuticals to construction and the oil industry. In early 2011, Ashland announced an expansion at its Hopewell plant. This was one such project where the company was competing "with itself" for the capital investment. The decision to invest in the Hopewell facility demonstrates its significance among Ashland's operations worldwide.

WOOD FUEL DEVELOPERS

Another Gateway Region business expanded in 2011. Wood Fuel Developers announced its decision to expand wood fuel and pellet operations into Sussex County, creating 28 new jobs and investing almost \$9 million in the region. Wood Fuel Developers is not only creating “green jobs” through its alternative energy product but also is rehabilitating the Waverly Particle Plant as the location for its new operation. Alternative/Renewable Energy companies, specifically wood pellet manufacturers, have had a keen interest in the region over the last four years. Wood Fuel Developers is the first such company to locate in the region. The abundance of softwoods (pine) and legacy of wood product manufacturing and its related workforce (Waverly Particle Board, Georgia Pacific, and International Paper) in the area has been a significant draw for prospects from this sector.



GAME CHANGER...



Two words sum up the vision for the Commonwealth Center for Advanced Manufacturing, currently under construction in the region. In March, ground was broken and partnerships were heralded as Rolls-Royce and the founding members of the center remarked on the ambitious and game-changing plans of the research and development center. As described by CCAM Director David Lohr in the *Richmond Times-Dispatch*, "CCAM brings together best-in-class manufacturers and Virginia's top higher education institutions – University of Virginia, Virginia Tech and Virginia State University – to collaborate and deliver new 'production-ready' solutions to factories." Other corporate heavyweight partners include Siemens, Sulzer Metco, Newport News Shipbuilding, Chromalloy, Sandvik, and Canon. Industry coupled with academia will yield cutting-edge shop floor results and will mark the region as a worldwide center of excellence in advanced manufacturing practices.





ROTC
Virginia State University

VETERANS' “SUCCESS” SYMPOSIUM



Ron White , Julien Patterson, and James Williams

In November, Virginia’s Gateway Region in cooperation with the Small Business Administration, hosted the 2011 Veterans’ “SUCCESS” Symposium at Virginia State University. Nearly 100 entrepreneurs and small business owners attended the event for the opportunity to meet one-on-one with more than a dozen federal agencies, and to attend workshops on topics such as getting certified with the SBA, contracting with federal government, using social media for business development, and more. Julien G. Patterson, board chair of Virginia Economic Development Partnership and CEO of OMNIPLEX World Services Corporation, was the luncheon speaker. Feedback for the event has been overwhelmingly positive and VGR looks forward to hosting similar events in the future.

Commercial Revitalization



Photo: Dixie Restaurant

Dixie Restaurant
Petersburg

The Dixie Restaurant has been a landmark in the heart of Old Towne Petersburg since the 1920s. While it's had several owners over the years, it still remains a local favorite. Charlie and Frannie Rawlings are the Dixie Restaurant's newest owners. Owning a restaurant had always been a fantasy for both, and they really missed the old Dixie. "You never heard any negative stories about the old Dixie. I knew the history of the Dixie and how important it was to Petersburg. I'd always hear stories from people about coming here as a child." Many of the Dixie Restaurants patrons are regulars, but the Rawlings are seeing new faces as well, which could be due to all the new residential housing and commercial revitalization in and around Old Towne.



Photo: Chesterfield County

Cloverleaf Mall
Chesterfield

Demolition began on Chesterfield's Cloverleaf Mall in October. Built in 1979, Cloverleaf was Richmond's first large-scale shopping center; after years of decline it finally closed its doors in 2008. The property will be redeveloped into a mixed-use development called Stonebridge. The first phase of the project brings the construction of the largest Kroger in the mid-Atlantic Region (123,000 sq. ft.) along with an associated fuel station. The targeted completion date is set for November 2012. As it is currently planned, the entire project will be completed in three stages to include more than 300,000 square feet of retail development and 350 multifamily residences. The Stonebridge project is expected to spur additional investment and renewal in the surrounding area.



City-Owned Parcel
Colonial Heights

The city is determining the highest and best use for the 67-acre, city-owned property located at Temple Lake Drive and Charles H. Dimmock Pkwy. While still in preliminary stages, there is potential for this site to be developed into a mixed-use project offering between 200-400 residential units with a mix of workforce housing and rentals, a neighborhood bar/restaurant/coffee shop, medical offices, a movie theater, small shops, and services. The development will adhere to strict architectural and design guidelines offering amenities while focusing on the waterfront view. Additionally the city is focusing efforts on the redevelopment of parcels and properties to ensure its commercial corridors continue to grow and thrive.



Photo: Dave McCormack

Adaptive Reuse
Hopewell

Mallonee School Lofts, LLC has completed the adaptive reuse of the "old" Hopewell High School, converting the school into 50 market-rate apartments. This project is an investment of approximately \$6.5 million in downtown. Another adaptive reuse project was the former Butterworth's Furniture Store's conversion into three retail storefronts and 24 market-rate apartments. The project is an investment of approximately \$3.5 million in the community. These projects not only improved the rental stock in Hopewell, but they also breathed new life into charming historical structures admired by many. These project are just two of many public and private efforts underway in Hopewell as part of its downtown and neighborhood-specific revitalization efforts.



Ready for Our Close-up!

In December, Hollywood heavy-hitter Stephen Spielberg filmed his Civil War biopic *Lincoln* in Old Towne Petersburg. Initially filming was only to last four days, but the producers extended it to six due to the variety of locations and authenticity of Old Towne. The film's projected release date is December 2012, which could tie into the sesquicentennial of the Civil War, helping to funnel tourism dollars into the region. In a statement, Spielberg lauded the remarkable period architecture in Petersburg, which made the region the ideal location for this production. *Lincoln* constitutes a major economic driver for the region. Total economic benefit to the state is expected to be around \$35 million. In addition DreamWorks Studios donated \$15,000 to the City of Petersburg to support the historic fabric in the city, particularly in the areas where filming occurred.



VIRGINIA'S GATEWAY REGION
Economic Development Organization