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TO ACCESS ADDITIONAL
INFORMATION RELATED TO THE
CONTENT OF THIS REPORT,
SCAN THE OR CODE WITH
YOUR DEVICE OR VISIT
HTTP://TINY.CC/VGR2012

PRESIDENT'S MESSAGE

It's been a great year for growing business in Virginia's Gateway Region. If 2011 and previous years were about recognizing the potential of our region and securing significant company location announcements, then 2012 was about seeing our potential fulfilled through the growth of existing businesses and the completion of major corporate projects. Previously we had been looking forward to exciting things to come, but now they are on the ground and in operation. The momentum of these announcements and locations has provided a strong base for future success as we build the economic infrastructure for our region. Our job is to continue to cooperate as an effective public/private team in this very competitive environment.

Amazon.com's 2.1 million square feet of distribution center space was completed and over 1,350 workers began operations in late September. This was just eight months after announcement and ahead of schedule -- a testament to our local construction and support services and our ready-to-go workforce. After being announced in 2007, the Commonwealth Center for Advanced Manufacturing (CCAM) has now opened its doors, adding new members and increasing research activity each month. Fort Lee, which completed major construction last year, has turned out to be three times the economic engine than expected before the Base Reallocation and Closure (BRAC) process began. An economic impact study released this year indicates the Army post has a \$2.4 billion annual impact on the regional economy.

In addition to new announcements becoming a reality, existing businesses have grown. For example, Sabra Dipping Co. is growing aggressively, adding 90 new employees and breaking ground on a research institution for everything from food science to packaging, working in close collaboration with our state universities. Total locations and expansions assisted by VGR reached \$356 million in capital investment, which is above the previous five years' average of \$338 million. Growing businesses have not only injected cash to circulate in the economy coming out of the recession, but also helped reduce the unemployment rate from 6.7% in October 2011 to 5.9% this year -- significantly ahead of the 7.5 % national rate.

Sincerely,

J. Peter Clements

J. PETER CLEMENTS PRESIDENT



BOARD OF DIRECTORS

CHESTERFIELD COUNTY

DOROTHY A. JAECKLE GARY R. THOMSON

COLONIAL HEIGHTS

C. SCOTT DAVIS CHARLES E. TOWNES

DINWIDDIE COUNTY

MILTON HARGRAVE, JR. DANIEL D. LEE

HOPEWELL

CHRISTINA LUMAN-BAILEY GEORGE S. ELDER

PETERSBURG

WINSTON T. SANDERS HORACE P. WEBB

PRINCE GEORGE COUNTY

M. DALE BRADSHAW WILLIAM A. ROBERTSON, JR.

SURRY COUNTY

ERNEST L. BLOUNT JOHN O. NEWBY

SUSSEX COUNTY

RUFUS E. TYLER, JR. RAYMOND L. WARREN

AT LARGE

J. WES BASKERVILLE VICTOR K. BRANCH J. PETER CLEMENTS LYNN F. JACOB DIA NICHOLS D. RAY TREVILLIAN DR. ROBERT L. TURNER ROBERT C. WALKER

OFFICERS

J. PETER CLEMENTS (PRESIDENT)

VICTOR K. BRANCH (VICE PRESIDENT)

> LYNN F. JACOB (SECRETARY)

C. SCOTT DAVIS (TREASURER)

EXECUTIVE DIRECTOR'S MESSAGE

2012 was the year of the three E's: the election, the economy, and Europe. While most of the nation and world were under a cloud of political and economic uncertainty, Virginia's Gateway Region forged ahead. 2012 brought a 92% increase in the number of jobs by foreign affiliated companies over 2011. Capital investment by foreign affiliated companies rose by 179%.

Thanks to an aggressive marketing schedule and an interesting currency environment, interest in the Gateway Region by international companies increased in 2012 over years prior. In 2012, VGR's staff crisscrossed the globe to promote regional opportunities while targeting our three key industry sectors: advanced manufacturing and aerospace, global logistics and distribution, and food and natural product manufacturing. Through numerous consultant missions, tradeshows, and appointments with corporate leaders, the organization capitalized on the strong international interest in the region and will carry that momentum forward into the upcoming year and beyond.

We at VGR know that creating our own prosperity out of the seeds already planted in the region is paramount to the region's economic success. At VGR, business retention and expansion is equally important a mission as new business attraction. Our corporate citizens who chose to grow and expand show their faith and confidence in the assets of our region.

None of the region's accomplishments in 2012 would have been possible without the backing and active involvement of our partners from both the public and private sectors. It is your generosity and cooperation that created an environment for business success. I want to express my deepest appreciation to our Board of Directors, Business Council, and community leaders for their continued commitment to VGR and our mutual goal of increased job creation and prosperity in the region.

I would be remiss to not thank the eight communities that make up Virginia's Gateway Region for their unwavering commitment and advocacy of VGR's mission of job creation and investment without which none of these successes would be possible. It is indeed my pleasure to continue to work with all of you as we move forward together into a new year.

Sincerely,

C. Renei Chapline

RENÉE CHAPLINE EXECUTIVE DIRECTOR





(FROM LEFT TO RIGHT) MEG MCCARTER · EXECUTIVE ASSISTANT | JENNIFER STANLEY · BUSINESS DEVELOPMENT MANAGER |

TIM GRAVES · RESEARCH ANALYST | CAROLYN WREN · MARKETING MANAGER | RENÉE CHAPLINE · EXECUTIVE DIRECTOR |

EMILY SALMON · BUSINESS DEVELOPMENT MANAGER (PART-TIME)

IMTS 2012

In September 2012, Virginia's Gateway Region landed in Chicago, Illinois for the bi-annual International Manufacturing Technology Show (IMTS) to learn first-hand about up and coming trends in advanced manufacturing from the companies driving these changes. Amid live demonstrations of factory equipment and systems, VGR met with numerous companies interested in the region. Several of these companies also expressed an interest in CCAM as a way to leverage their existing research programs and to engage with a community of world-class companies and universities as a research peer. Creating and building relationships with businesses at industry trade shows like IMTS is one way VGR generates interest in the region.

ILA BERLIN AIR SHOW

You've heard about German engineering. Well, we went to see it for ourselves, and are working to bring it to our region in the form of growing international advanced manufacturing firms. VGR attended the 2012 ILA Berlin Air Show next to the brand new Berlin Brandenburg Airport. We interacted not only with German firms, but also with many others from countries scattered across the European and Asian continents, making new connections and building relationships with more than 50 aerospace and advanced manufacturing industry contacts. Attending ILA Berlin and other major global air shows at Farnborough, England and Paris, France allows VGR to tout the region's business advantages while speaking one-on-one with the executives of growing aerospace companies.





2012 MARKETING MISSIONS AND TRADESHOWS

ACMA COMPOSITES

ATLANTA MARKETING MISSION

AUTOMOTIVE NEWS WORLD CONGRESS

CORENET

FANCY FOOD SHOW EAST

HAMBURG AVIATION FORUM

ILA BERLIN AIR SHOW

INTERNATIONAL MANUFACTURING TRADE SHOW

MIDWEST MARKETING MISSION

NATURAL PLASTICS EXPO

CENTRAL U.S. MARKETING MISSION

RESHORING INITIATIVE

FOOD MANUFACTURING SECTOR GAINS STATURE IN 2012

VGR WORKFORCE SUMMIT

VGR participated in a new project of the Economic Development Studio at Virginia Tech, a collaborative effort between state, regional, and local economic development groups and students from the University's College of Architecture and Urban Studies. This new project examines the potential impact of "reshoring," a reversal of "offshoring," on Virginia's economy. Reshoring reflects the repatriation of jobs, investment and facilities back to the U.S. after ending offshoring operations in other countries.

Part of the project looks at how and where reshoring has occurred, pinpointing which industries are most likely to be affected, as well as identifying market issues and industry dynamics driving trade flows to Virginia. The end result will be a report assessing Virginia's competitive position vs. other states and gauging the role of local economic development to encourage reshoring. The study will also include information about the related rise in foreign investment in Virginia and should be available online by spring 2013. Since 2011 the Gateway Region, has seen a rise in job creation by foreign-affiliated firms by 92 percent and an increase in direct foreign investment of 179 percent.

Food production and processing are important sectors in the Gateway Region. One-fifth of the land in the region is actively involved in agriculture, and there are more than 1,000 farms operating in the Gateway Region, averaging 247 acres in size. From Boar's Head to Maruchan, Goya to Campofrio, a growing cluster of food processing companies calls the Gateway Region home. With Sabra Dipping Company's 2012 expansion and new Center of Excellence, food processing companies will have even more reasons to take notice.

VGR continues to market the region's key food industry assets, from those who grow it, to companies who process it and package it. In June, VGR attended the Fancy Food Show and connected with 21 companies with an interest in locating in the region. Additionally, VGR continues to support existing and start-up agribusiness in partnership with the Virginia Department of Agriculture and Consumer Services (VDACS).

In December 2012 at Richard Bland College, VGR drew together key industry and workforce development leaders to discuss emerging issues related to workforce readiness. In a discussion facilitated by the Community College Workforce Alliance, the group identified the potential for several collaborative partnerships centered on streamlining access to existing training resources via a workforce portal, as well as for immediate workforce placement and long-term strategies for recruiting in key job categories.

The group will meet again in 2013 to assess progress on collaborative projects and to stay abreast of new issues and concerns in the workforce arena.



2012 marked the groundbreaking for Sabra Dipping Company's Center of Excellence, a new 20,000 square-foot research and development facility in Chesterfield County. The new Center of Excellence is part of a \$28 million expansion investment that will bring 90 jobs to the region. Opening in spring 2013, Sabra will also conduct research with Virginia universities on the potential for local Virginia farms to supply chickpeas for Sabra's hummus. The facility will feature a state-of-the-art culinary center, ideation space, a pilot plant, offices, and research center.

But the good news doesn't stop there. In response to the continued increase in demand for its hummus, Sabra announced that the company would immediately begin expanding its hummus production with the addition of two new lines, a packaging automation system, wastewater system and related plant improvements. This expansion will increase the Chesterfield plant's production capacity by 50 percent.

CCAM FACILITY OPENS

The Commonwealth Center for Advanced Manufacturing grew by leaps and bounds in 2012. In March, President Obama praised CCAM as a driver for innovation, collaboration, and workforce development during a trip to Rolls-Royce's Crosspointe Campus in Prince George County.

CCAM took possession of its new 60,000 square-foot facility in September and research began in early November. The building features research labs in addition to high bay production space for commercial scale equipment and other tools required to explore CCAM's research focus areas of surface engineering and manufacturing systems. The cultivation of research and development with world-class manufacturers and the Commonwealth's top research universities yields an accelerated transfer of laboratory innovations to production line solutions.

New 2012 industry members include: Aerojet, Buehler, Cool Clean Technologies, GF AgieCharmilles, Hermle Machine Company, Mitutoya, and Turbo Combustors Technology, Inc. These firms joined founding members Canon, Newport News Shipbuilding, Rolls-Royce, Sandvik Coromant, Siemens, and Sulzer Metco; along with university members University of Virginia, Virginia Polytechnic Institute, and Virginia State University,

CCAM is of critical importance to our region and the Commonwealth as we continue to compete globally for manufacturing jobs. This facility gives the region an asset no other area in the country has – a fact that encouraged companies VGR met with at trade shows and during marketing missions to take a closer look at the Gateway Region.







"With so many great companies sharing ideas, addressing problems collaboratively and accessing advanced tools onsite, the advanced manufacturing industry is going to see some incredible opportunities emerge from CCAM."

- David Lohr | President & Executive Director - CCAM











AMAZON.COM STARTS SHIPPING

Mammoth online-retailer Amazon.com set up shop in Dinwiddie County's Commerce Park and Chesterfield County's Meadowville Technology Park this fall. Construction for both one million square-foot sites funneled \$135 million into the region and represented the largest job announcement in all of Virginia since 2004. Amazon.com conducted three major hiring events during the summer to fill the 1,350 full-time positions between the two locations. The Dinwiddie warehouse employs 350 full-time workers who process large, big-ticket items such as big screen televisions while the Chesterfield warehouse processes orders for small items like Amazon's Kindle Fire.

The region's superior location and global access has increased interest in the Transportation, Warehousing, and Distribution (TWD) sector and it will continue to grow as a key location for global logistics thanks to the region's unparalleled transportation access via land, air and sea, and proven success for distribution facilities like Amazon.com, Walmart, Food Lion, Ace Hardware and more.







PRAXAIR SIGNS AGREEMENT WITH HONEYWELL RESINS & CHEMICALS IN HOPEWELL

Headquartered in Danbury, Connecticut, Praxair, Inc. is the largest industrial gases company in North and South America and one of the largest worldwide. The company supplies atmospheric, process and specialty gases as well as high-performance coatings and related services to a wide range of customers around the world. Praxair has operations in over 30 countries and approximately 3,000 patents.

In September 2012, the company signed a 15-year agreement with Honeywell Resins & Chemicals for the purchase of carbon dioxide, a by-product of Honeywell's caprolactam facility in Hopewell. The carbon dioxide will be purified and liquefied at Praxair's new plant at the Honeywell site which is scheduled to begin production in the third quarter of 2013.

Impact: 15 Jobs | \$23 Million Capital Investment

HONEYWELL ADVANCED FIBERS AND COMPOSITES TO EXPAND OPERATIONS IN CHESTERFIELD COUNTY

Morristown, New Jersey-based technology provider Honeywell International will add new production capabilities at its facility in Chesterfield County. The investment includes new equipment as well as the addition of 50 employees to the location's 300-person workforce.

Honeywell (AF&C) manufactures Spectra® fiber, an ultra-high molecular-weight polyethylene fiber that has a strength-to-weight ratio 15 times greater than steel and Spectra Shield ® which is used in an array of advanced armor systems such as bullet-resistant vests, breast plates, helmets, military aircraft and vehicles.

Impact: 50 Jobs | \$27.5 Million Capital Investment

ROLLS-ROYCE ANNOUNCES SECOND FACILITY IN PRINCE GEORGE COUNTY

In November, Rolls-Royce announced its plans to begin construction on a new 90,000 square-foot Advanced Airfoil Machining Facility in Prince George County. Construction will be complete by the end of 2013 and the first components will be made in early 2014. The new facility will be located next to the existing facility at the Rolls-Royce Crosspointe campus and produce turbine blades and nozzle guide vanes for its world-class engines.

Impact: 140 Jobs | \$136 Million Capital Investment



JENCARE ONE-STOP HEALTH CENTER OPENS IN COLONIAL HEIGHTS

→ August marked the grand opening for JenCare in Colonial Heights. JenCare specializes in quality, affordable medical care for seniors, and serves as a one-stop for all health care needs. Patients receive an array of services from transportation to and from visits, to in-house dental care and prescription pickup, and even acupuncture. JenCare is in its ninth year of business. The company has more than 20 centers nationwide, including seven in Virginia.

CAPITAL ONE TO LOCATE IN CHESTERFIELD COUNTY

→ McLean, Virginia-based Capital One Financial Corporation announced in June its plans to establish a data center in Chesterfield County. Capital One is the country's sixth largest bank based on deposits and currently employs approximately 10,000 people in the Richmond region alone. The jobs created by the expansion will be in IT data center management and facilities support. The data center will be located in Meadowville Technology Park and will take 18 to 24 months to complete.

50 Jobs | \$150 Million Capital Investment

DICK'S SPORTING GOODS COMING TO COLONIAL HEIGHTS

→ CBL & Associates Properties Inc. announced in June the addition of Dick's Sporting Goods to Southpark Mall in Colonial Heights. Construction on the existing Dillard's location began in October with a grand opening scheduled for summer 2013. The Pittsburgh, Pennsylvania-based Dick's Sporting goods is a full-line sporting goods retailer offering a broad assortment of brand name sporting goods equipment, apparel and footwear in a specialty store environment.

HY-TECH USA OPENS FIRST U.S. OFFICE IN CHESTERFIELD COUNTY

→ In 2012, Hy-Tech USA opened its first U.S. sales and distribution office in Chesterfield County. Hy-Tech is based in India and manufactures hydraulic fittings for the value market. As Hy-Tech's sales grow, it plans to expand steadily in the region.

5 Jobs | \$.2 Million Capital Investment

KOREAN CHEMICAL COMPANY LEASES SPACE IN CHESTERFIELD COUNTY

→ LG Hausys America, a subsidiary brand of the global LG powerhouse, set up shop in Chesterfield County this year. The company's manufacturing facilities are located in Adairsville, Georgia with regional offices throughout the United States. The Chesterfield site will serve as a distribution center and warehouse for quartz and granite countertops.

5 Jobs | \$.55 Million Capital Investment

G2 PROGRESS REPORT | NEW BUSINESS ATTRACTION & GLOBAL MARKETING

1,565 JOBS CREATED

5-YEAR GOAL:1.500

\$ 311.1M IN CAPITAL INVESTMENT

5-YEAR GOAL:\$500M

COMPANIES ASSISTED

5-YEAR GOAL:100

17
INTERNATIONAL COMPANIES
ASSISTED

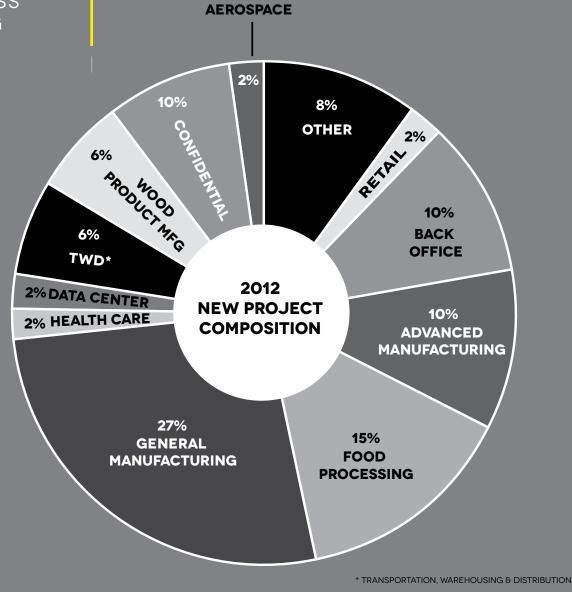
5-YEAR GOAL:10

29
TARGETED INTERNATIONAL
MARKETING CAMPAIGNS

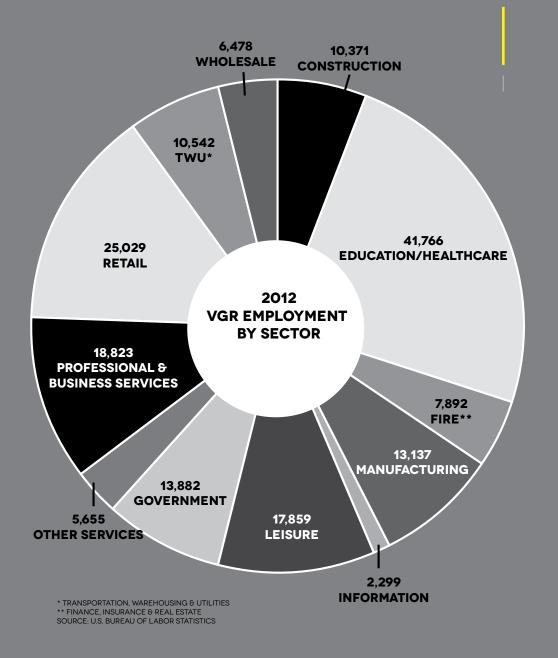
5-YEAR GOAL:20

2-YEAR PROGRESS

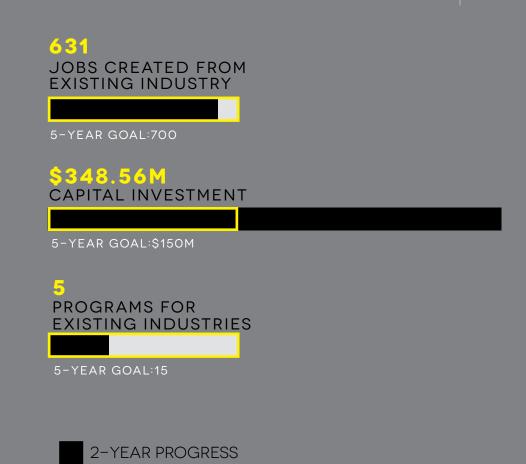
5-YEAR GOAL



23 SITE VISITS 69 LOCALITY SUBMISSIONS



G2 PROGRESS REPORT | BUSINESS RETENTION & EXPANSION



383 COST PER JOB

\$556

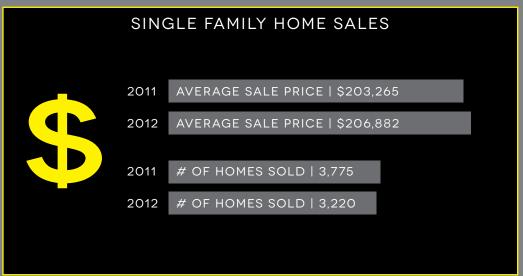
LEVERAGED FOR EVERY DOLLAR INVESTED

5-YEAR GOAL

BY THE NUMBERS

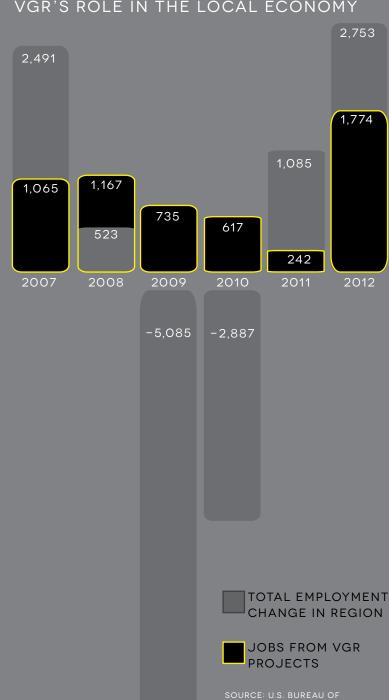


SOURCE: U.S. CENSUS BUREAU



SOURCE: MULTIPLE LISTING SERVICE
NOTE: DOES NOT INCLUDE SUSSEX & SURRY COUNTIES

EMPLOYMENT GROWTH: VGR'S ROLE IN THE LOCAL ECONOMY



FINAL THOUGHTS

NEW IDEAS CREATING NEW JOBS FOR THE 21ST CENTURY



Through its public and private partnerships, Virginia's Gateway Region works with community leaders to advance the region's global competitiveness in three primary sectors: advanced manufacturing, food and natural products manufacturing, and logistics, distribution and warehousing.





Research institutions like these impact their communities by developing intellectual capital and assets, building flexible partnership networks for industry suppliers and buyers, supporting entrepreneurship, stimulating investment opportunities, and creating the potential to transform our region through jobs requiring advanced skills and collaborative leadership. The ability to support innovative regional solutions to improve competitiveness and foster economic growth throughout the region is the key to sustainable jobs that bring prosperity to our region's local businesses and communities.

As an economic development organization, we have seen steady job growth and investment in each of the three industry sectors with regional centers of excellence. However, we believe that the best is yet to come as these institutional assets grow. Harnessing new ideas driven by new market demands, our three centers of excellence will propel our regional economy further forward to create jobs of the future right here in the Gateway Region. And with the help of our educational and training partners, the region's industry leaders – old and new – stand ready to tap into our pipeline of local workers.





PARTNERS

BANKS & CREDIT UNIONS

BB & T

BANK OF AMERICA

BANK OF MCKENNEY

FORT LEE FEDERAL CREDIT UNION

M&T BANK

PEOPLES ADVANTAGE FEDERAL CREDIT UNION

SUNTRUST BANK

THE BANK OF SOUTHSIDE VIRGINIA

VANTAGE POINT FEDERAL CREDIT UNION

VIRGINIA COMMONWEALTH BANK

VIRGINIA CREDIT UNION

WELLS FARGO

FINANCE & INSURANCE

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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

MANUFACTURING & DISTRIBUTION

BOAR'S HEAD PROVISIONS

GOYA FOODS

HILL PHOENIX

SERVICE CENTER METALS

AUTOMOTIVE

CARTER MYERS AUTOMOTIVE LEETE TIRE & AUTO CENTER, INC. STROSNIDER CHEVROLET

ENTERTAINMENT & RECREATION

COUNTRY CLUB OF PETERSBURG SWADERS SPORTS PARK SWIFT CREEK THEATRE

LEGAL

THE NOLTE LAW FIRM, PC WILLIAMS MULLEN

ARCHITECTURE & ENGINEERING, CONSTRUCTION & 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

THE HOLLINGSWORTH COMPANIES

TOWNES, PC

W. M. JORDAN COMPANY

MEDIA

THE PROGRESS-INDEX

REAL ESTATE DEVELOPMENT, SALES & LEASING

APARTMENT CONNECTION

COLLIERS INTERNATIONAL

DABNEY PROPERTIES FURNISHED APARTMENTS

FORD AGENCY

FRANKLIN DEVELOPMENT

HIGH STREET LOFTS, LLC

INGRAM & ASSOCIATES

PARR & ABERNATHY REALTY, INC.

PORTER REALTY

ROSLYN FARM ASSOCIATES, LLC

ROSLYN FARM CORPORATION

SPECTER PROPERTIES

WEINSTEIN PROPERTIES

OTHER PROFESSIONAL SERVICES

ADVANTASTAFF

BANDYWORKS

BOITNOTT VISUAL COMMUNICATIONS

BOULEVARD FLOWERS

J.T. MORRISS & SON. INC.

NETWORKING TECHNOLOGIES + SUPPORT

OWEN PRINTING COMPANY

WILKINSON ADVERTISING PROMOTIONS

FOUNDATIONS

THE CAMERON FOUNDATION

EDUCATION & TRAINING

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

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
GEORGE S. ELDER
KIMBERLY GAREY
MILTON HARGRAVE, JR.
LYNN F. JACOB
DOROTHY A. JAECKLE
ASHLEY OAKLEY - HOMETOWN REALTY
WILLIAM A. ROBERTSON, JR.
WINSTON T. SANDERS
LARRY C. TUCKER
MR. & MRS. ROBERT C. WALKER
CLEVELAND A. WRIGHT
BUD YERLY

















VIRGINIA'S GATEWAY REGION

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ABOUT VIRGINIA'S GATEWAY REGION

Virginia's Gateway Region exists to enhance the economic development opportunities for the cities of Colonial Heights, Hopewell and Petersburg, and the counties of Chesterfield, Dinwiddie, Prince George, Surry and Sussex. Virginia's Gateway Region is a private, nonprofit organization that is publicly and privately funded to facilitate new business opportunities, work with existing businesses, advance resources that will enhance the economic viability of the region and foster regional cooperation among the public and private entities that are involved in economic development activities.

