



# VIRGINIA'S GATEWAY REGION

*Where Partnerships Drive Innovation, Growth, and Investment*



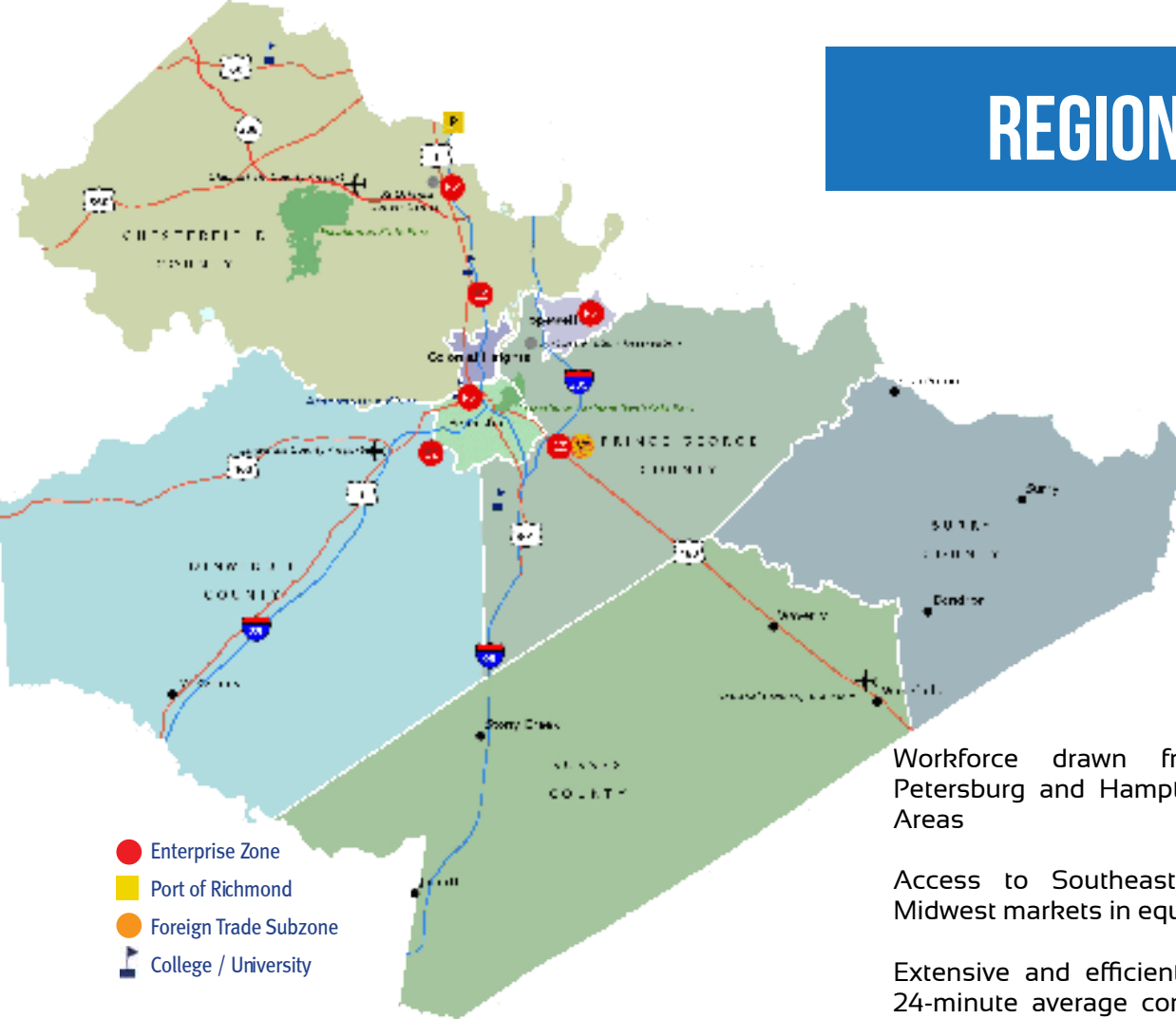
*The mission of Virginia's Gateway Region Economic Development Organization is to bring a central focus to the physical and human assets available within its eight member communities in order to stimulate and facilitate quality economic growth, which will result in the creation of jobs, expansion of the tax base, and an enhanced quality of life throughout the Gateway Region.*

## [SERVICES]

VGR's team implements and provides the following site location services for companies looking for a new location and for existing companies with expansion potential:

- One-Stop Convenience
- Site-Selection Assistance
  - Property Information
- Custom Regional and Site Tours
- Build-to-Suit/Design-Build Coordination
  - Labor Market Analysis
  - Commercial Market Analysis
    - Customized Research
    - Job-Training Assistance
  - Employee Recruitment Assistance
    - Financial Contacts
  - Access to Regulatory Authorities
- Coordination of State and Local Assistance
- Meetings and Introductions with Business Contacts
  - Advocate with Government Entities

# REGIONAL ASSETS



Workforce drawn from both Richmond-Petersburg and Hampton Roads Metropolitan Areas

Access to Southeastern, Northeastern and Midwest markets in equal time

Extensive and efficient highway system, with 24-minute average commute times and high-speed travel in all directions

Rail-served sites available, with double stacked rail via the Port of Virginia to Chicago and the Midwest, and Atlanta and other Southern markets

At 50-feet, the Port of Virginia offer the deepest shipping channels on the U.S. East Coast; fully prepared to accommodate the 10,000+ TEU vessels

Served by Richmond International Airport and multiple regional airports, with Washington D.C. and Hampton Roads' international bulk and commercial airports within a 2-hour drive

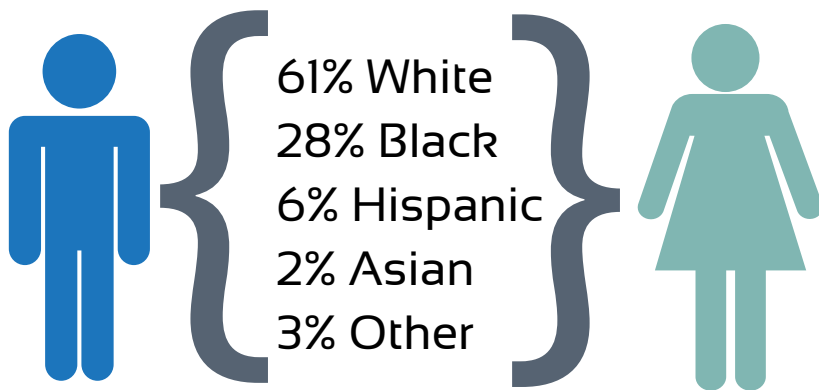
Total population of 471,529 in the Gateway Region, and 1,258,251 in Richmond-Petersburg Metro Area

There are many opportunities for fun and relaxation, with over 10,000 acres of recreational land. Colonial and historical landmarks are scattered throughout the region

Mountains, beaches, and the nation's capital are all within a two-hour drive

Major employers include Amazon.com, Walmart and Food Lion, and are serviced by UPS and FedEx hubs

VGR's eight communities cover 2,039 sq. miles in Southside Virginia

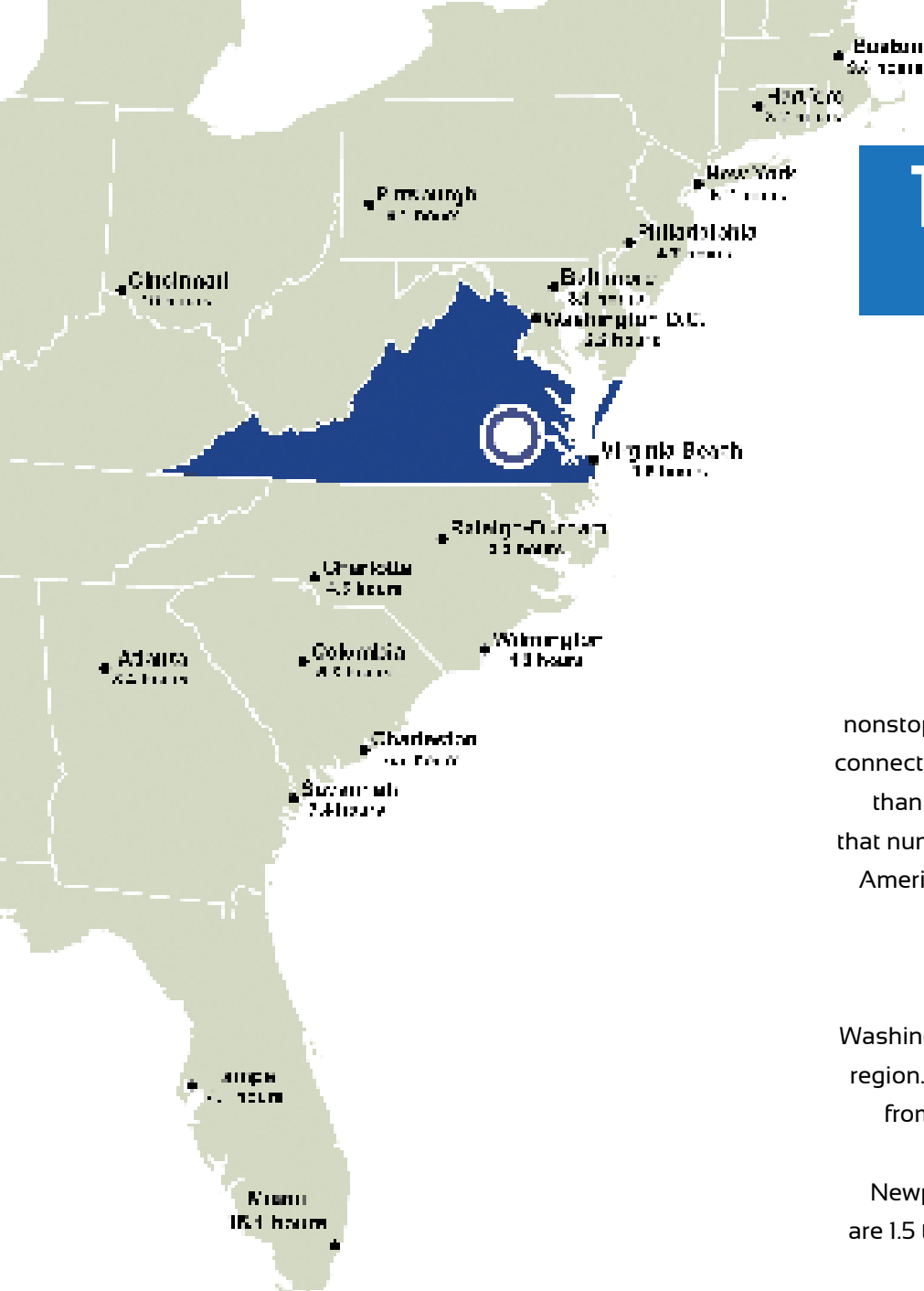


**Median Age 38.3**

**Median Income \$63,579**

**49.3 % Male | 50.7% Female**

**15% population increase between 2000 and 2010**



# TRANSPORTATION & INFRASTRUCTURE

## [AIRPORTS]

### Richmond International Airport (RIC)

Nine air carriers currently serve RIC, offering nonstop flights to major domestic destinations and connecting service to points around the globe. More than 3.5 million travelers utilize RIC annually and that number continues to grow. Carriers: Southwest, American, Continental, Delta, Jet Blue, United, U.S. Airways, Air Canada, Vision Airlines

### Dulles and Reagan International Airports

Washington, D.C. is just over a 2 hour drive from the region. Air taxi service is available to these airports from Chesterfield County Airport and Dinwiddie County Airport.

Newport News and Norfolk international airports are 1.5 to 2 hours drive to the east, with commercial and bulk service.

### Chesterfield County Airport

Fully instrumented, ILS equipped, general aviation airport. Transport facility. 5,500' lighted runway. Charter and flying services. Fully-equipped and staffed maintenance hanger.

### Dinwiddie County Airport

Transport facility. Fully-equipped and staffed maintenance hanger. 5,001' and 3,060' runways. Charter flights and air taxi available.

### Wakefield Airport

Located in Sussex County along U.S. Route 460. Transport facility. 4,350' lighted runway.

## [HIGHWAYS]

Interstate 95 (Miami to Canada) and 85 (west to Alabama): converge in Petersburg; provide north-south service along the East Coast.

Interstate 295: 17-mile bypass connects interstates and arterials

Interstate 64: major east-west corridor provides access west to Missouri and east to the Norfolk-Hampton Roads area; access available via interstate 95 or Interstate 295

U.S. 460: major east-west corridor; provides access to the Norfolk-Hampton Roads area

Route 288: major connector to U.S. 360 and 60

Interstates 64, 564, and 664 provide access to the Port of Virginia

## [TRUCKS]

61 trucking lines, each with more than 15 trucks, located in the Region

Six of 13 rail trans-load stations in the state are located in the Gateway Region with another significant one in Richmond

# [PORTS]

Name	Locality	Distance from VGR (mi/km)	Channel Depth	Direct Rail Access/Rail Tract	Annual Tonnage	Highways Serving Port	Railways Servicing Port
Port of Richmond	Richmond	19/31	25 ft.	1,930 ft.	500,000	I-95	CSX direct; Norfolk Southern via local switch
Norfolk International Terminal	Hampton Roads	104/167	50 ft.	89,3000 ft.	14,851,683*	I-64 & I-564; Rt 460	Norfolk Southern; CSX and Eastern Shore Railroad via Norfolk and Portsmouth Belt Line Railroad. Shipperside rail service available
Newport News Marine Terminal	Hampton Roads	93/150	45 ft.	42,720 ft.	14,857,683*	I-64 & I-664; Rt 17	CSX
Portsmouth Marine Terminal	Hampton Roads	77/124	40 ft.	20,100 ft.	14,857,683*	Rt 58 connecting to I-95, I-64 & I-664; Rt 460	CSX; Norfolk Southern via Norfolk and Portsmouth Belt Line Railroad. Shipperside rail service available

\*Total tonnage for the Port of Virginia

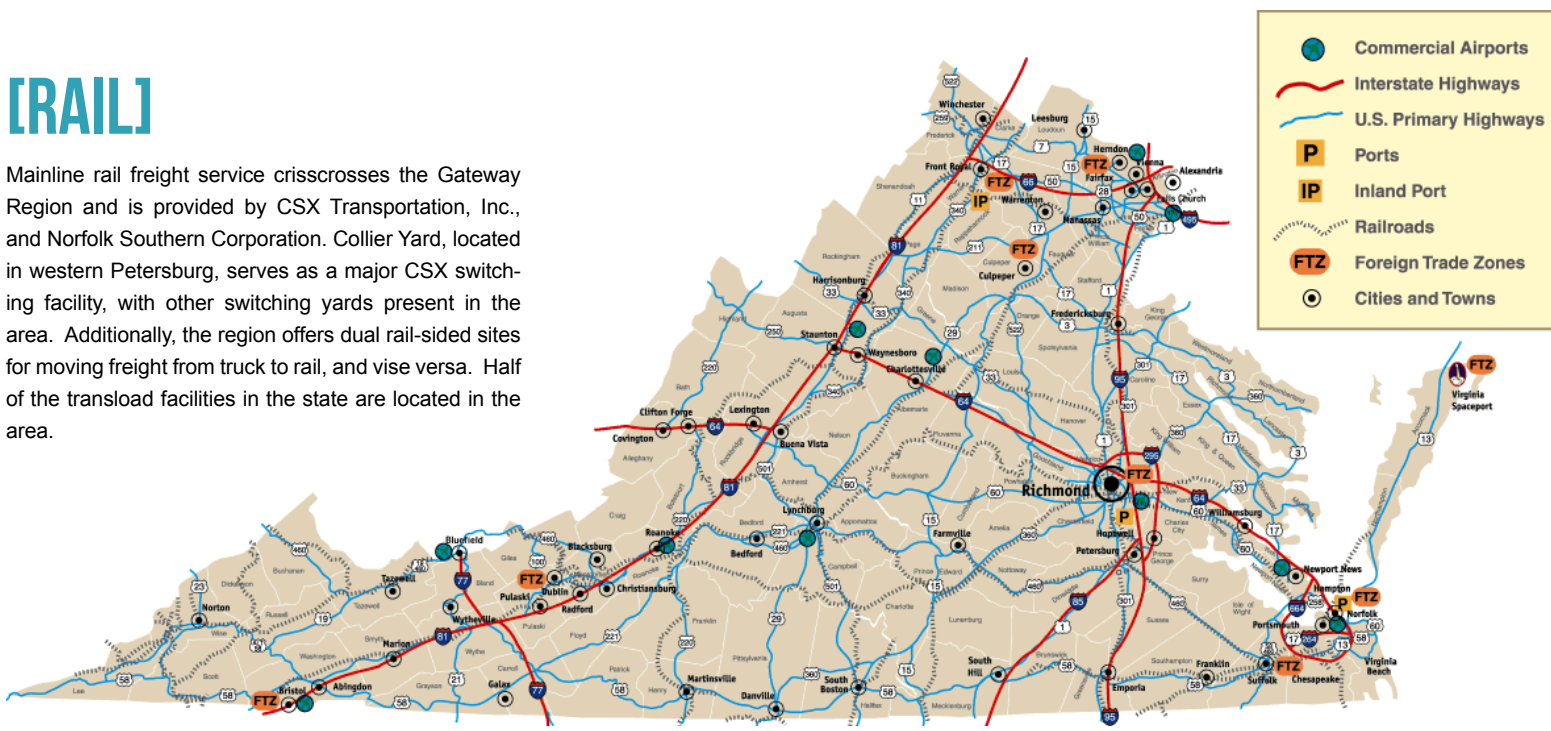
# FOREIGN TRADE ZONES

A Foreign-Trade Zone (FTZ) is land located at or near a U. S. Customs port-of-entry, where foreign and domestic merchandise is considered to be in international commerce (not in U. S. Commerce Territory). Foreign merchandise may enter this area without formal Customs entry or the payment of Customs duties or government excise taxes. If the merchandise is later exported from the Zone, no U.S. Customs duty or excise tax is levied. If the final product is imported into the United States, such fees are only due at the time they leave the FTZ and enter U.S. Customs Territory. When foreign components are brought into the Zone and combined into a new product, the user may elect to pay the lower of either the duty applicable to the product or to the component parts, and no duty must be paid on the portion of the value of the product created by domestic parts or labor in the Zone. In summary, the zone offers an extremely flexible method of handling domestic and imported merchandise, allowing users to save time, transportation and handling charges.

Richmond International Airport is Foreign Trade Zone #207, and operates subzones in the region at Southpoint Business Park in Prince George County and just outside Chesterfield County at the Port of Richmond.

# [RAIL]

Mainline rail freight service crisscrosses the Gateway Region and is provided by CSX Transportation, Inc., and Norfolk Southern Corporation. Collier Yard, located in western Petersburg, serves as a major CSX switching facility, with other switching yards present in the area. Additionally, the region offers dual rail-sided sites for moving freight from truck to rail, and vice versa. Half of the transload facilities in the state are located in the area.



# UTILITIES

## [NATURAL GAS]

### Provider:

Columbia Gas: <http://www.columbiagasva.com/>

### Typical Rates for Virginia in 2011:

Residential - \$11.76  
Commercial- \$9.30  
Industrial- \$6.99

## [COGENERATION]

### Provider:

Cogentrix of VA, Inc. : <http://www.cogentrix.com/>

## [TELECOMMUNICATIONS]



Virginia's Gateway Region is wired to accommodate virtually all telecommunications needs. Local, long distance and cellular telephone service is provided by a number of national companies, including AT&T, Cavalier, nTelos, Sprint, and Verizon. There are also a number of high speed broadband Internet providers, which include Earthlink, Cavalier, Comcast and Verizon.

ISDN plans are provided by Verizon and the region has an extensive fiber optics network, complete with digital switching and Synchronous Optical Network (SONET) self healing fiber optic rings to ensure uninterrupted service. PAETEC offers business customers an extensive line of voice, data and IP services.

## [WATER & SEWER]



Locality	Residential connection fee	Residential water rate inside 5,000 gal. /month	Business water rate, inside 1 mil gal. /month
Chesterfield County	\$1,615	\$16.13	\$1,803.82
Dinwiddie County Water Authority	\$2,151	\$19.87	\$2,259.52
Prince George County	\$3,000	\$18.50	\$2,426.00
Town of Surry	\$500	\$13.50	n/a
Petersburg city	\$2,840	\$10.17	\$1,796.28

*Note: Not all localities participated in the survey*

*\*The City of Hopewell offers an industrially rated wastewater treatment facility, eliminating the need for pretreatment.*

## [ELECTRICITY]



### Providers:

Dominion Virginia Power: <http://www.dom.com/>  
Prince George Electric Cooperative: <http://www.pgec.coop/>  
Southside Electric Cooperative: <http://www.sec.coop/>

*\*Intense power users can find sites in the region to meet their needs including electrically redundant locations.*

### Average Monthly Electric Rates:

User Type	Kilowatt Demand	Kwh/Month	Average Bill
Residential	0-30	12,500	\$102.86
Commercial	40	14,000	\$1,155.00
Small Industrial	1,000	400,000	\$27,326.00
Large Industrial	50,000	32,500,000	\$1,743,785.00

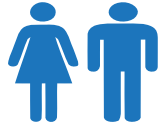
# WORKFORCE

Just the Facts:  
**RIGHT TO WORK**

Virginia is the northernmost right-to-work state on the East Coast

## Labor Market Data | Employment by Sector

Industry	Employment	Percentage
Services	62,669	35.5%
Government	38,627	21.9%
Trade	31,795	18.0%
Manufacturing	13,112	7.4%
Construction	9,805	5.6%
Transportation and Utilities	9,706	5.5%
Financial	7,911	4.5%
Information	2,289	1.3%
Natural Resources and Mining	452	0.3%



**471,529**

Population



**237,900**

Civilian Labor Force

**643,370**

Civilian Labor Force (40-Mile Draw)



**24 MINUTES**

Average Commute Time

**\$42,625**

Average Wage



### [EXITING MILITARY]

As a result of the large military presence in the region, VGR has a skilled pool of potential workers that few other metropolitan areas have to offer. Each year approximately **400** trained and disciplined personnel transition from active duty to the civilian workforce. Many of these persons prefer to stay in the area and are available for private sector employment. In addition, there are over **22,096** military spouses in the area available for employment.



### [STUDENTS]

Over **90,789** students attend the nine universities and four community colleges in the area. Most of these students are permanent residents, available for part- or full-time employment. The **13,000** graduates from the region's colleges and universities provide a work-ready talent pool from which to recruit.

# WORKFORCE

Employer	Product or Service	Employment
Fort Lee	Army logistics and culinary training	12,700
Dominion Virginia Power	Electric utility	5,738
Defense Supply Center Richmond	Department of Defense logistics/ supply/ contracting	3,500
DuPont	Kevlar, Tyvek, Nomex, Teflon	3,084
United Parcel Service	Regional distribution center	2,240
Amazon.com	Distribution centers	1,390
Honeywell	Chemicals & fibers, and R&D center	1,249
Hill PHOENIX, Inc.	Refrigerated cases & systems	1,196
RockTenn	Paperboard	1,081
Virginia State University	Higher education	958
General Dynamics / Vangent	Medicare call center	926
Wal-Mart Distribution Center	Distribution	800
Alstom Power	Power generation equipment	800
Northrop Grumman Corporation	Data center	759
Food Lion, Inc.	Grocery distribution center	500

The Commonwealth Center for Advanced Manufacturing (CCAM) is the only collaboration of its kind in North America, and **one of only seven in the world**, that bridges the gap between research and product development. Primary themes for research are surface engineering and manufacturing systems. Virginia's elite higher education institutions -- **University of Virginia, Virginia Tech, and Virginia State University** -- combined with corporate heavyweight partners **Canon, Chromalloy, Newport News Shipbuilding, Rolls-Royce, Sandvik Coromant, Siemens, Sulzer Metco, Aerojet, Hermle Machine Company, Mitutoyo, Turbo Combuster Technology Inc., Buehler, Cool Clean Technology, and GF Agie Charmilles** offer a sustainable and diversified research portfolio from industry and federal sources totaling more than \$16 million per year. CCAM plans to grow into **49 full-time resident PhD-level research staff members, 35 graduate research assistants, 35 undergraduate interns, and more than 30 industry members over a 10-year period**. Students will have the opportunity to work on industrial-scale equipment and graduate with industry related experience. 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.



**[CCAM]**



# EDUCATION

University/College	Locality	Fall 2010 Enrolment
College of William and Mary	Williamsburg	8,000
Hampden-Sydney College	Farmville	1,060
Longwood University	Farmville	4,832
Randolph-Macon College	Ashland	1,246
Saint Paul's College	Lawrenceville	584
University of Richmond	Richmond	4,405
Virginia Commonwealth University	Richmond	32,300
Virginia Union University	Richmond	1,641
J Sargeant Reynolds Community College	Richmond	12,629
John Tyler Community College	Chesterfield	10,518
Virginia State University	Chesterfield	5,634
Richard Bland College	Petersburg	1,587
Southside VA Community College	Greensville	6,353

## Vocational Education

Amelia-Nottaway Vocational Center | Colonial Heights Technical Center  
 Hermitage Technical Center | Rowanty Technical Center  
 Chesterfield Technical Center | Woodlawn Learning Center  
 Richmond Technical Center

### Additional Labor Resources

High School Graduates Not Continuing (2010-2011)	1,098
Two-Year College Graduates (Spring 2011)	6,252
Two-Year College Enrollees (Fall 2011)	58,707
Other College and University Graduates (Spring 2011)	12,093
<b>Total</b>	<b>78,150</b>

Population Age 25+  
**82.4%** High School Graduates

Annual High School Graduates  
**2,695**

High School Graduates continuing education  
**84.3 %**

Population Age 25 + Bachelor's Degree or higher  
**25.8%**

# QUALITY OF LIFE

1 motorsports park

2 rivers

3 urban destinations

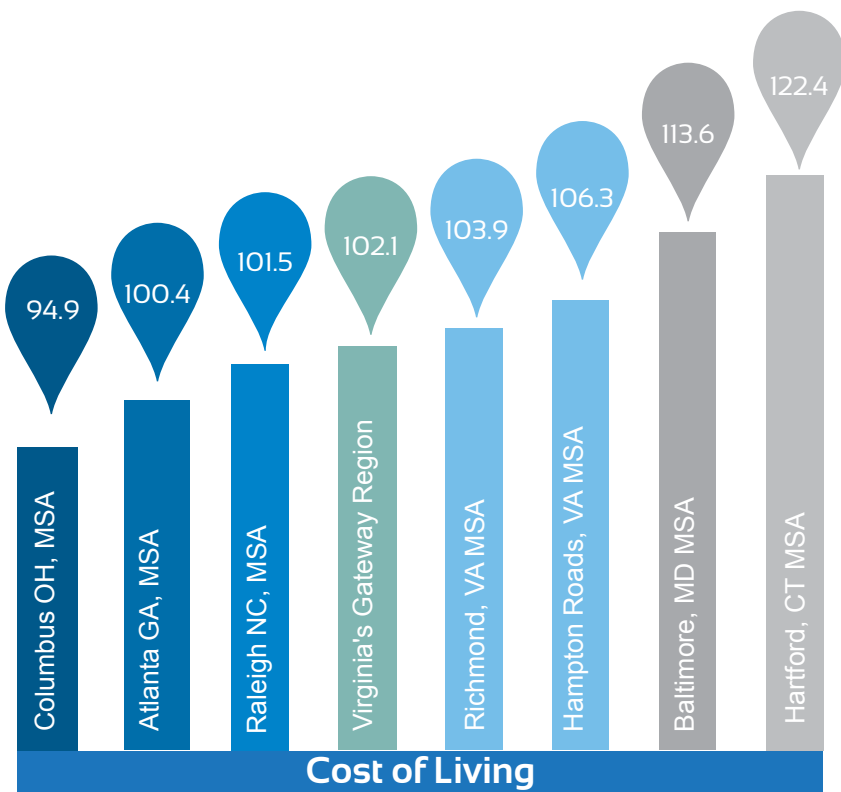
8 golf courses

2 hours from D.C., the mountains, or the beach

10,000+ acres of parks

20+ museums

75 shopping centers/malls in the region



60°

AVERAGE ANNUAL TEMPERATURE

45.5

AVERAGE ANNUAL RAINFALL IN INCHES

3.2

AVERAGE ANNUAL SNOWFALL IN INCHES

1,029

POLICE OFFICERS

658

FIREFIIGHTERS

18

ACUTE CARE & SPECIALTY HOSPITALS

4,000+

HOSPITAL BEDS

3,500+

PHYSICIANS



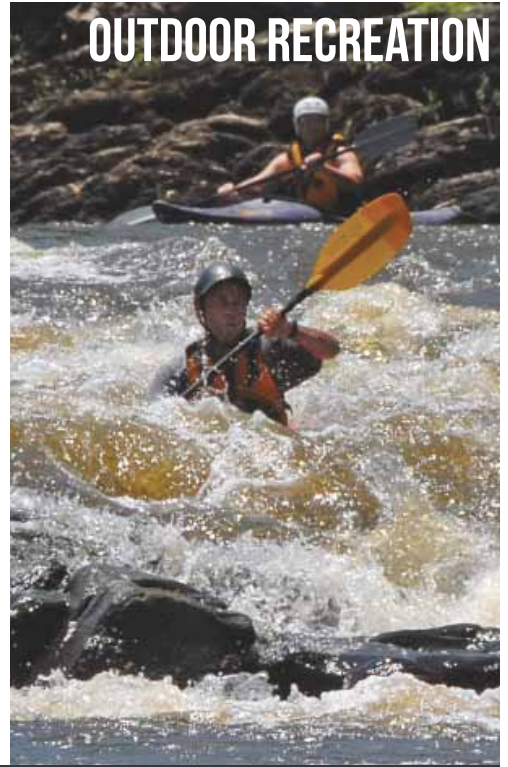
Whether you are looking for an urban loft in a vibrant downtown setting, kid-centric communities, a golf course community, a 20-acre horse farm or just some wide open space, you can find it here in the Gateway Region...we have access to everything.

**HISTORY**



**MOTOR SPORTS**

**OUTDOOR RECREATION**



**SILVER SCREEN WORTHY**



**GOLFING**

**FINE DINING**



**ARTS & CULTURE**

# FINANCING



Need help finding financing for your project? Unsure about setting up your first United States business location? Looking for the right lender to expand your current Virginia facility? The below entities offer a range of services from basic commercial financing, SBA 504 loan programs and other business start up tools.

## [TRADITIONAL LENDING]

Large industrial and commercial loans are available to qualified firms through banking institutions in Virginia's Gateway Region and their affiliate holding companies in Richmond. Within the Gateway Region, 19 commercial banks with 117 offices serve the area, along with 5 savings banks providing 19 convenient offices. The overall climate and expertise of the area's financial sector is excellent and quite conducive to the attraction of new and expanding enterprises.

### Major Institutions:

Wells Fargo  
Bank of America  
SunTrust  
BB & T

### Community Banks:

Bank of Southside Virginia  
Bank of McKenney  
M & T Bank  
StellarOne

## [SMALL BUSINESS ASSISTANCE]

The following resources assist with marketing and business plans, 504 loan providers, financing and more. We can match you with the right entity to make your dream of owning a small business a reality.

U.S. Small Business Administration

<http://www.sba.gov/about-offices-content/2/3155>

Virginia Small Business Financing Authority/Department of Business Assistance

<http://www.dba.virginia.gov/>

Crater/Longwood Small Business Development Center

[http://www.craterpdc.org/small\\_business/index.htm](http://www.craterpdc.org/small_business/index.htm)

Department of Minority Business Enterprise

<http://www.dmb.e.virginia.gov/>

REDC Community Capital Group

<http://www.redcfinance.org/>

## [NEW MARKETS TAX CREDITS]

The federal New Markets Tax Credit (NMTC) program is designed to channel billions of dollars in new, private investment capital into businesses in economically distressed census tracts across the country. All eight communities within Virginia's Gateway Region's have areas that are eligible for the NMTC Program. For more information please contact the following:

REDC Community Capital Group  
<http://www.redcfinance.org/>

Virginia Community Capital  
<http://www.vacommunitycapital.org/lending>

SJF Ventures  
<http://www.sjfventures.com/>

Hampton Roads Ventures  
<http://hamptonroadsventures.com/>

## [VENTURE CAPITAL]

Below are several resources outlying key Venture Capital Funds and providers throughout Virginia.

SJF Ventures  
<http://www.sjfventures.com>

FundingPost's Virginia Venture Capital Fund Profiles  
<http://www.fundingpost.com/venturefund/venture-capital.asp?state=VA&venture-capital-fund>

Virginia Capital Partners  
<http://www.vacapital.com/>

Gaebler.com's List of Venture Capital Firms  
<http://www.gaebler.com/Virginia-venture-capital-firms.htm>

# TAXES & INCENTIVES

## [STATE LEVIED TAXES]

State and local taxes in Virginia are among the most competitive in the nation. Virginia has one of the fairest and most stable tax structures of the 50 states. **The Commonwealth has not raised its income tax rate since 1972.**



Corporate income tax = 6% | Sales and Use Tax = 5% (Local = 1% - State = 4%) | Unemployment Insurance = \$96 (per employee)  
Workers' Compensation Rates (per \$100 of Payroll): **Virginia = \$2.09** U.S Average = \$3.71

### Virginia does not tax:

Intangible property | Manufacturers' inventory, furniture, fixtures or corporate aircraft |  
Certified pollution control facilities and equipment

## [LOCALITY LEVIED TAX | NONMANUFACTURER'S TANGIBLE PERSONAL PROPERTY]

Locality	Assessment Ratio	Nominal Tax Rate
Colonial Heights	60% year 1, reduced by 10%/yr. (min. 20%)	\$3.50
Hopewell	60% year 1, reduced by 10%/yr. (min. 20%)	\$3.50
Petersburg	40% year 1, reduced by 5%/yr. (min. 20%)	\$4.40
Chesterfield	70% year 1, 50% year 2, reduced by 10%/yr. (min. 10%)	\$3.60
Dinwiddie	20%	\$4.90
Prince George	60% year 1, reduced by 10%/yr. (min. 20%)	\$4.00
Surry	60% year 1, reduced by 10%/yr. (min. 20%)	\$4.00
Sussex	90% year 1, reduced by 10%/yr. (min. 10%)	\$4.85

## [LOCALITY LEVIED TAX | MACHINERY & TOOLS]

Locality	Assessment Ratio	Nominal Tax Rate
Colonial Heights	90% year 1, reduced by 10%/yr. (min. 20%)	\$8.00
Hopewell	25%	\$4.25
Petersburg	40% year 1, reduced by 5%/yr. (min. 20%)	\$3.80
Chesterfield	25% year 1 to 10, 20% year 11 to 20, 15% year 21+	\$1.00
Dinwiddie	20%	\$3.30
Prince George	60% year 1, reduced by 10%/yr. (min. 20%)	\$1.50
Surry	60% year 1, reduced by 10%/yr. (min. 20%)	\$1.00
Sussex	100% year 1 to 5, reduced 30% every 10 years (min. 20%)	\$2.43

## [VIRGINIA DEPARTMENT OF BUSINESS ASSISTANCE | VIRGINIA JOBS INVESTMENT PROGRAM\*]

Program	For Companies:
New Jobs Program	<ul style="list-style-type: none"> <li>Considering another state or country for the new location or expansion</li> <li>Generating over 50% of its revenue from outside Virginia</li> <li>Creating at least 25 net new jobs within 12 months from the date of the first hire</li> <li>Making a new capital investment of at least \$1,000,000 in the location/expansion</li> </ul>
Small Business New Jobs Program	<ul style="list-style-type: none"> <li>250 employees or less company wide</li> <li>Creating at least 5 net new jobs within 12 months from the date of the first hire</li> <li>Making a new capital investment of at least \$100,000 associated with the start up or expansion</li> </ul>

\*VJIP exists to support private sector job creation through direct funding. These funds can be utilized by an employer as they see fit.

# INCENTIVES

Incentive	Details
Governor's Opportunity Fund	<ul style="list-style-type: none"> <li>Deal-closing cash grant</li> <li>Requires 100% match from the locality</li> <li>Requires threshold amounts (vary by locality) of qualifying investment and job creation.</li> </ul>
Tobacco Region Opportunity Fund	<ul style="list-style-type: none"> <li>Tobacco Commission provides performance-based grants for projects that create new jobs and investment</li> <li>Virginia's "Tobacco Region" (includes Dinwiddie and Sussex Counties)</li> <li>Community will seek grant on behalf of the company at the discretion of the community</li> </ul>
Virginia Investment Partnership Grant	<ul style="list-style-type: none"> <li>Performance incentive for existing Virginia companies making at least \$25 million capital investment while maintaining stable employment</li> </ul>
Major Eligible Employer Grant	<ul style="list-style-type: none"> <li>Performance incentive offered to major employers investing at least \$100 million and at least 1,000 new jobs</li> </ul>
Virginia Economic Development Incentive Grant	<ul style="list-style-type: none"> <li>Targeting headquarters investment with new jobs paying at least 50% over the local average wage and at least \$6,500 per job</li> <li>Cannot participate simultaneously in other VA performance grant programs, grants paid over five years beginning in third year after investment is achieved</li> </ul>
Clean Energy Manufacturing Incentive Grant	<ul style="list-style-type: none"> <li>Eligible companies engage in manufacturing of equipment/products related to energy production, conservation, storage or efficiency</li> <li>Requires capital investment of at least \$50 million and 200 jobs paying at least average wage, \$10 million/30 for wind energy manufacturers</li> </ul>

## ENTERPRISE ZONES

Community	Incentives for Business Locations & Expansions in Enterprise Zones
Chesterfield County*	<ul style="list-style-type: none"> <li>A five-year, 100% tax credit on the increased assessed real property value</li> <li>A full or partial exemption of BPOL fees is available for new companies for a five-year period.</li> <li>One-time rebate of Business Tangible Personal Property Tax for new businesses at least \$3 million capital investment.</li> <li>Reduced cost of connecting commercial and industrial businesses to the public water and wastewater systems</li> <li>Waived cost of site plan review fees, land disturbance permit fees, sign fees, and building permit fees</li> <li>A full (100%) or partial rebate of Machinery and tools (M&amp;T) Tax. Available to new manufacturing companies paying taxes on machinery and equipment that is purchased or leased as part of a new location or expansion.</li> <li>A "fast track" process to expedite those projects that bring a significant economic impact to the county</li> </ul>
Dinwiddie County	<ul style="list-style-type: none"> <li>Expedition of all permits related to construction and/or expansion opportunities come to pass.</li> <li>Waived costs associated with building permits and site review.</li> <li>Reduced cost of connecting to public water and sewer (to be equivalent to a 5/8 inch meter charge).</li> <li>A seven (7) year grant based on the value of business's certified recycling equipment.</li> </ul>
Hopewell	<ul style="list-style-type: none"> <li>Payment of SBA-504 program application fees</li> <li>Waiver of the following city permit fees: building, plumbing, electrical, and mechanical.</li> <li>Waiver of sewer tap fees</li> <li>Four-year decreasing rebates on Business and Professional Occupational License fees</li> <li>Accelerated processing of development permits</li> <li>Four-year decreasing waiver of consumer's utility tax</li> </ul>
Petersburg	<ul style="list-style-type: none"> <li>Exemption from fees: building permit, zoning filing, land disturbing permit</li> <li>Exemption from water and sewer privilege connection fees.</li> <li>Five-year 100 percent exemption on business, professional and occupational license tax.</li> <li>City will extend water and sewer lines at no cost to prospect sites when the site is acquired from the city of Petersburg.</li> </ul>
Prince George County	<ul style="list-style-type: none"> <li>Industrial Machinery Investment Grant - A decreasing payment, based on three percent of the investment of new manufacturing equipment, over a five-year period.</li> <li>Waiver of business license fees for five years.</li> <li>Waiver of utility connection fees equal to one-half of connection fees above \$10,000 and less than \$200,000.</li> </ul>

\*Chesterfield County contains multiple Enterprise Zones. Not all incentives are available in every zone.

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