



Moss Motors, Ltd.

Capital investment: \$5.15 million

Jobs: 90

Incentives:

Tobacco Region Opportunity Fund, Virginia Jobs Investment Program

Announced: May 02, 2008

Time period:

Operational by 3rd quarter 2008.

Organizations participating in project/decision:

Virginia's Gateway Region, Chesterfield County, Dinwiddie County, VEDP, Tobacco Commission

Notes:

Virginia's Gateway Region worked with Moss Motors for approximately a year before the company announced its decision to locate in Dinwiddie County. Project Antique Car (aka Moss Motors) came to VGR's attention after receiving a call from company CEO, Glen Adams. Glen visited the VGR website, learned more about opportunities in the region and made contact to discuss locating in the region. That conference call led to a subsequent visit to the region by Rob Goldman and Glen Adams. VGR worked with its member communities to identify suitable properties for Moss Motors. Initial drivers were a strong workforce (nonunion – part of cut-sew operation was in New Jersey), quality of life amenities (it was initially anticipated that the executive leadership would relocate from Santa Barbara), and a signature building. VGR arranged extensive visits with the company, touring properties, touring neighborhoods and a "quality of life tour". The company returned several times to meet with the top two communities of choice – Chesterfield and Dinwiddie and to further explore housing options in the region. As the year mark approached from the date of initial inquiry, Moss Motors shifted gears to focus on an existing building versus a build to suit. It ultimately chose Dinwiddie's former Nipon Wiper Blade facility. In addition to the assistance provided in terms of labor data, quality of life documentation, extensive industrial and quality of life tours, VGR facilitated the discussions with communities and brought in the Virginia Economic Development Partnership regarding potential incentives.