

ANNUAL REPORT

2020



Virginia's
Gateway
Region

LETTER FROM THE CHAIRMAN

COLLABORATION IS KEY



EDWARD "TED" RASPILLER

While 2020 was concerning, it was also encouraging—as difficult times typically test limits but bring communities together. The coronavirus (COVID-19) pandemic brought the member localities and community partners of Virginia's Gateway Region (VGR) together in such a collaborative style that we transformed into a stronger, more innovative team than ever before. As I'm finishing up my fourth year sitting on the VGR Board of Directors, and my first as its new Board Chair, I'm impressed with the Gateway Region's collaboration and ability to pivot in order to adapt throughout an unprecedented period in history. It's been truly gratifying to witness and I'm honored to oversee this team's outstanding progress in the region.

As we wrapped up our five-year strategic plan, Global 3.0, VGR helped strengthen the economy of the entire region by focusing on the creation of new jobs, paying special attention to workforce development, and supporting existing businesses as they expand and adapt. This success has led to strong support for VGR by local government, community leadership, and the business community. The team continues to focus heavily on seeking out prospects in the Gateway Region's target industry sectors; especially in **Advanced Manufacturing**, which has real potential for influencing **Transformative Growth** in the region.

As we head into 2021, I'm confident in VGR's ability to continue this growth, as I saw how well-rooted in appreciation the latest strategic planning process was for our communities, our existing businesses and industries, our Board, and the citizens of our beloved Gateway Region. VGR's new and inaugural Vision Statement has truly been embodied through the team's efforts that have been made to discuss historical points of success and the lively conversations held about strategies for moving that success into increased prosperity.

VGR's plans to build this prosperity are outlined in **three pillars: business growth, partnerships, and delivering innovative resources**. The Board Members have reviewed and blessed VGR's new strategic plan, providing the staff with insight into key performance measures to ensure the plan is a useful strategic tool for all.

A unified team is what has made the Gateway Region great in the past and throughout the never-imagined 2020, and it's what will continue to make this region prosperous and attractive to the ideal types of investment that will better its quality of life, workforce, and economy in 2021 and beyond.

Sincerely,

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The iconic Benjamin Harrison Bridge.
Photo by Departure Point Films.

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LETTER FROM THE PRESIDENT & CEO

BETTER TOGETHER



KEITH T. BOSWELL

As I write this letter at the turn of the new year, words simply cannot express my feelings about the year 2020. It started strong as the VGR Team was traveling nationwide, hosting community stakeholders and meeting often with our colleagues at the Virginia Economic Development Partnership (VEDP). Then in mid-March, as all of you know, our country was literally locked down due to the spread of a contagious virus.

Through these pages, you will see how we pivoted. We shifted our focus throughout the Spring, serving as the messenger between our community partners and the many local, state, and federal entities to do anything and everything to support our existing businesses. We formed a COVID Task Force that was the glue for these partners as the region and business community navigated uncharted waters.

We spent valuable time on virtual ZOOM calls creating our new five-year strategic plan, **Vision 2025**. We were fortunate to kick off that effort with our local partners in November 2019 **in-person** with lots of valuable interactive discussions. We created organizational values for the first time. We then collaborated with our Board to create a new Vision for the organization: **"Uniting our region for economic prosperity."**

Despite the year's challenges, marketing the Gateway Region as a world-class business location generated three announcements in 2020. With every new business location and expansion came direct and indirect job creation as well as tax and payroll benefits for the regional economy. We celebrated an exciting groundbreaking in one of our rural communities and witnessed an unprecedented pharmaceutical project develop in one of our urban cores.

We believe VGR is ready to facilitate even more growth in the coming years. We are better when we partner together, and last year proved it. We want to see more economic prosperity for each of our communities—the Cities of Colonial Heights, Hopewell, and Petersburg and the Counties of Dinwiddie, Prince George, Sussex, and Surry. Each have different needs, and the region benefits from a collaborative economic development strategy.

Thank you for your support and enthusiasm as we work toward a thriving 2021.

Sincerely,

"We believe VGR is ready to facilitate even more growth in the coming years."

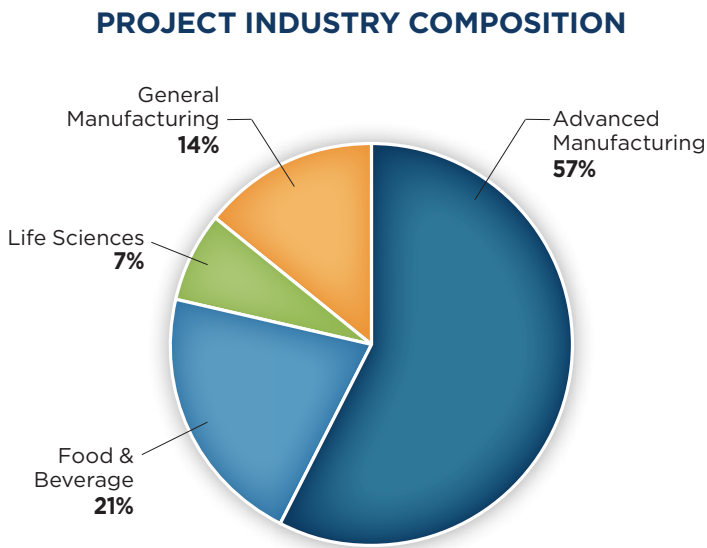
—Keith Boswell

OUR POTENTIAL

46
NEW PROJECTS

33
PROJECT PROPOSALS
(RFIs) AND INFORMATION
SUBMITTED

5,604
COMPANIES RESEARCHED



**LEAD
GENERATION**

48
BUSINESS
ATTRACTION
MEETINGS

6
BUSINESS
ATTRACTION
PROGRAMS

**SITE
SELECTION**

7
PROSPECT VISITS

20
PROPERTIES
SUBMITTED

6
PROPERTIES
VISITED

**REGIONAL AMBASSADORS
VIRTUALLY VISITED**

8 <u>STATES</u> CALIFORNIA FLORIDA GEORGIA MARYLAND MASSACHUSSETTS MICHIGAN NEW YORK TEXAS	7 <u>COUNTRIES</u> CANADA FRANCE GERMANY ITALY PORTUGAL TURKEY UNITED KINGDOM
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NEW GROWTH

Three economic development announcements were made from a wide range of businesses within Virginia's Gateway Region in 2020.



85
JOBS CREATED

With the \$7.45M investment from **Mount-It!**, a leading distributor of more than 500 types of mounting solutions, the company chose Prince George County as its first East Coast establishment. The new operation will give the distribution company strategic access to its largest customer base via VGR's close proximity to a multitude of major transportation infrastructure, bringing 85 new jobs to the Gateway Region.



MOUNT-IT!

798,000
SQ.-FOOT FACILITY

The announcement to open a new fulfillment center in a 798,000-square-foot facility in Prince George County by **Amazon** for its "Basics Line" will add up to 150 brand new, well-paying jobs to the Gateway Region, strengthening VGR's distribution and logistics sector by joining its two additional fulfillment centers in Dinwiddie and Chesterfield counties. The company will continue to benefit from the region's proximity to major U.S. markets, logistics capabilities, and dedicated workforce.



amazon

\$75M
INVESTMENT

In modernizing its manufacturing and technology presence, **DuPont**—a global provider of technology-based materials, ingredients, and solutions—announced it is investing more than \$75M in its Spruance site in Chesterfield County, which is the company's largest manufacturing facility, creating roughly 60 new jobs.

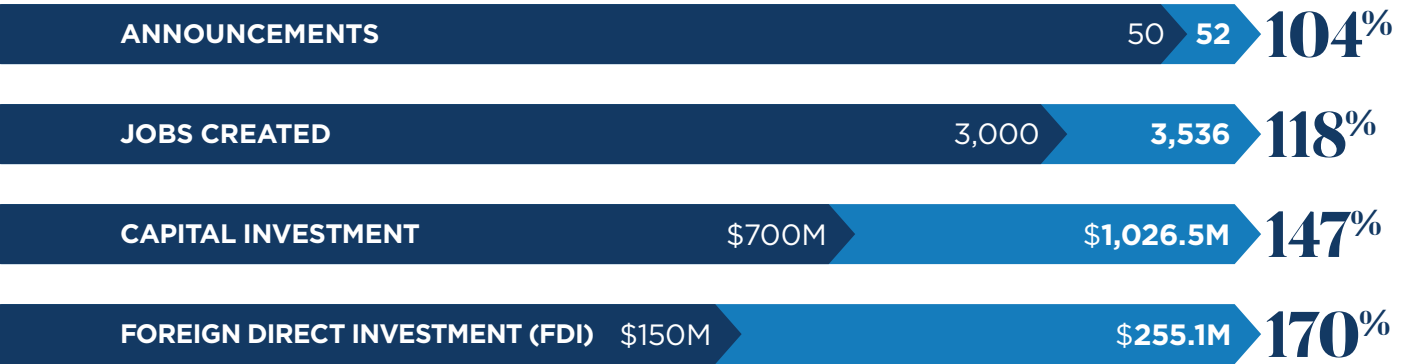


DUPONT

EXCEEDING EXPECTATIONS

2020 marked the completion of our Global 3.0 Strategic Plan. The Global 3.0 Activity Report below shows VGR exceeded partner expectations. The plan's goals included:

- 50 announcements
- Creation of 3,000 new jobs
- New Capital Investments of \$700 million
- Foreign Direct Investments of \$150 million



Goal
Completed

REGIONAL ECONOMIC OUTPUT

Based on a recent study by Mangum Economics reviewing 2016–2020, there has been a \$1.9 billion increase in regional output due to the annual operation of VGR's announced projects in the five-year period. This constitutes a 4.1 percent increase in total output to the region. The same study also produced the following regional economic impacts in the five-year period.

The \$1.4 billion total direct output reflects an almost 20% increase in the 36 industries where jobs were directly created. The same study also produced regional increases of total output in the following sectors:



Output Definition: Output is the result of an economic process that has used inputs to produce a product or service that is available for sale or use somewhere else.

Putting it in our context: VGR has positively impacted activities, actions, and operations around the region that involve production and sale of goods and services.

Placing a finer point: Generally speaking, when production and sale of goods and services increase, it indicates economic prosperity (part of our vision statement)

BUSINESS EXPANSION



A REFRESHED IDENTITY

In 2020, VGR stepped back to review its brand and identity. As a result, we launched a fresh, more modern logo, along with new signage, business cards and collateral marketing pieces. You will see the new look across all digital channels including gatewayregion.com, LinkedIn, Twitter, Facebook, and YouTube. Even with COVID-19 restrictions in place, the team oversaw the production of a new Brand Anthem video. The film highlights the major companies that call the Gateway Region home featuring its natural beauty, strategic location and key connections to land, rail, air, and waterways. Visit the VGR YouTube channel to view the video that will be used for virtual site tours, prospect calls, and marketing missions.

VGR HOSTED BUSINESS COUNCIL

The VGR Team hosted several local business leaders on January 30th at the beautiful Ashton Creek Winery in Chesterfield County. Networking and refreshments were enjoyed, and VGR sought input into key focus areas for its next five-year strategic plan.



FORT LEE, A REGIONAL ECONOMIC ENGINE

VGR partnered with the Crater Planning District Commission to conduct an Economic Impact Analysis of Fort Lee which was completed in August. This study showed that Fort Lee accounts for 10.1% of the GDP in the Tri-Cities Area while generating \$127M annually in state and local tax revenue. The average wage for the estimated 5,150 civilians working on the installation is \$57,600, while

the region's annual wage is \$46,250. Overall, Fort Lee supports almost 23,500 jobs within the region. GO ARMY!

VGR AND CCWA CREATE UNIQUE WORKFORCE POSITION



Michelle Rogers was named Director of Workforce Development in July. This new joint position between VGR and the Community College Workforce Alliance (CCWA) is the first time a regional economic development

organization and a community college have partnered on such a venture. With over 15 years of economic development experience in the Commonwealth, Michelle is more than ready to bridge the growing gaps between area community colleges, workforce demand, and local businesses in the Gateway Region. *Virginia Business Magazine* included Michelle in its "100 People to Meet: Rainmakers" 2020 edition for the newly created, first-of-its-kind dual position. CCWA is a partnership of John Tyler Community College focused on workforce development.

VGR COLLABORATES WITH VEDP

Building strong relationships with VEDP's staff is important and educating them about the region can be helpful to future projects. In February 2020, the team hosted a Lunch & Learn at the Berkeley Hotel in Richmond with special guests from the VGR Board of Directors—Dr. Ted Raspiller of John Tyler Community College, Nick Walker of Roslyn Farm Corporation, and Craig Richards of *The Progress-Index*. VGR President & CEO Keith Boswell and COO Ajay Sujnani welcomed Antje Abshoff, VEDP Managing Director (Europe) to the region. Based in Germany, Antje works with Virginia communities to bring European companies to the state.



TOURING THE TALLEY WORKFORCE CENTER

In September, Chairman of VGR's Board of Directors and President of John Tyler Community College, Dr. Ted Raspiller, gave President & CEO Keith Boswell and the City of Petersburg's Economic Development team a tour of JTCC's **William H. Talley, III Center for Workforce Development**. Dr. Raspiller explained to those who attended the tour how the community college wants to be the workforce resource for the Gateway Region. And that's exactly why the Community College Workforce Alliance (CCWA) and VGR co-hired Michelle Rogers as Director of Workforce Development. "That's how important this is to us," said Dr. Raspiller. The community college's workforce center is operated by CCWA.

SOUTHPOINT BUILDING CONSTRUCTED FROM THE GROUND UP

Much progress transpired on the speculative building in Southpoint Business Park in Prince George County. The nearly 200,000-square-foot building sitting on 20 acres of industrial-zoned land was completed at the end of 2020 by The Hollingsworth Companies. The site is attracting many leads, from distribution and logistics to advanced manufacturing—as a company can easily conform a speculative site to suit their operations.



STRONG BEFORE COVID— EVEN STRONGER NOW



For a year certainly to go down in American history, all eight localities in VGR continued to prosper, grow, and thrive—even if it meant pivoting how their economic development efforts were carried out. Together, every locality did its part to remain strong throughout the chaos.

VGR formed a COVID-19 Quick Response Team made up of key regional stakeholders. The team regularly heard from key local, state, and federal agencies. VGR collaborated with the Petersburg Area Regional Tourism group to get the word out about which restaurants in the region were open for takeout and delivery. As a major transportation and logistics hub, the region saw new needs emerge during the pandemic—with job openings at some of the major distribution centers such as Walmart and Food Lion.

During June, VGR, in partnership with ForwardRVA, a coalition of the region's business, community, and government leaders, coordinated a small business relaunch plan providing toolkits and reopening resources with support of the Petersburg and Colonial Heights Chambers of Commerce. Volunteers from VGR and its communities distributed personal protective equipment (PPE) such as hand sanitizer, face masks, and latex gloves. In addition to the PPE, the Gateway Region's businesses also received decals and signage to place inside and outside of their stores to indicate their establishments complied with the U.S. Center for Disease Control's safety guidelines. During this campaign, VGR handed out 250 PPE toolkits to local small businesses.

In September, VGR organized a presentation by Chris Lloyd, a Senior Vice President and Director of Economic Development and Infrastructure at McGuireWoods Consulting and Vice Chairman of the Site Selectors Guild. Chris shared key insights about future site selection trends in light of the

APRIL 27, 2020 A13

RICHMOND TIMES-DISPATCH

BETTER TOGETHER Regionalism during a crisis

For the past three years, I have had the honor of serving on the board of directors for Virginia's Gateway Region. As I assume the role of chair in the midst of the COVID-19 outbreak, all regional economic development groups in the commonwealth have needed to pivot their work from recruiting new business to our cities and counties, to serving their local governments and existing businesses.

Virginia's Gateway Region (VGR) is made up of the counties of Chesterfield, Dinwiddie, Prince George, Surry and Sussex and the cities of Colonial Heights, Hopewell and Petersburg. Through history, this region has experienced its share of economic vitality as well as downturns.

In the past decade, the region has landed heavy hitters such as Amazon and Rolls-Royce, and has seen homegrown expansion by AdvanSix and others.

A worker operated a machine at the Rolls-Royce North America factory in Prince George in July 2016. Virginia's Gateway Region holds weekly calls during the COVID-19 pandemic to report updates and discuss needs.

Lee; the Crater Regional Workforce Development Board; the Crater Planning District Commission; the Hopewell/Prince George, Colonial Heights and Petersburg chambers of commerce; Richard Bland College; Virginia State University; and John Tyler Community College (JTCC) and its Community College Workforce Alliance (CCWA).

VGR is collaborating with the Petersburg Area Regional Tourism (PART) group to get the word out about which restaurants in the region are open for takeout and delivery.

ters like Walmart and Food Lion. To support the health care industry's response to COVID-19, CCWA is developing and implementing fast-track training programs for nurse aide, patient care assistant, pharmacy care assistant, and medical coding and billing positions; and JTCC continues to educate and prepare students for jobs as certified nursing assistants, nurses, emergency medical technicians and paramedics. JTCC also hosted a successful Red Cross blood drive at its Chester campus on April 7.

Virginia's Gateway Region is a vibrant area of its localities.

VGR President & CEO Keith Boswell and Chris Lloyd, a Senior Vice President/Director of Economic Development and Infrastructure with McGuireWoods Consulting and a Vice Chairman of the Site Selectors Guild, speak about the future trends of site selection that could take root as a result of the COVID-19 pandemic at The Boathouse restaurant in Hopewell in September 2020.



COVID-19 pandemic. The biggest takeaway was that suburbs and mid-sized cities will be the next winners for corporate location projects. Smaller cities and suburban areas, university cities, and

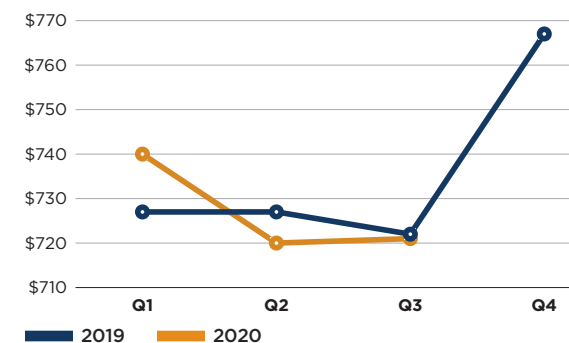
secondary cities like the Tri-Cities are predicted to gain workforce.

Moreover, VGR hosted in-person site tours for business prospects who travelled to the Gateway Region in 2020, but once COVID was in full swing, VGR pivoted our typical means of meeting with domestic and international prospects to virtual meetings for the rest of the calendar year.

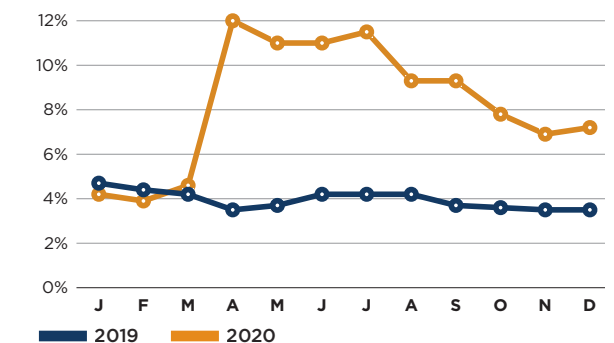
VGR had a leadership role in the GO Virginia Pharmaceutical Cluster that is progressing in the region. A lot of positive activity is already happening at the Petersburg-based AMPAC site and VGR team members have been heavily immersed in the planning and development to make the regional pharmaceutical cluster a reality.

VGR commissioned a study to explore the full effects of COVID-19, and the following analysis is a snapshot of how our Region's businesses did in 2020 compared to 2019. The results showed that wages fell, but the unemployment picture sent mixed messages. While unemployment rose overall, VGR's signature industries of advanced manufacturing and logistics and distribution were remarkably resilient.

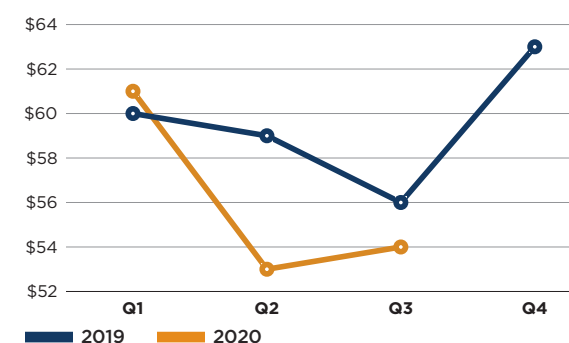
ALL INDUSTRIES: WAGES



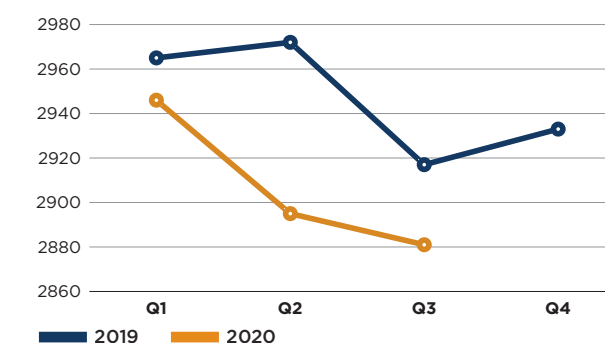
ALL INDUSTRIES: UNEMPLOYMENT



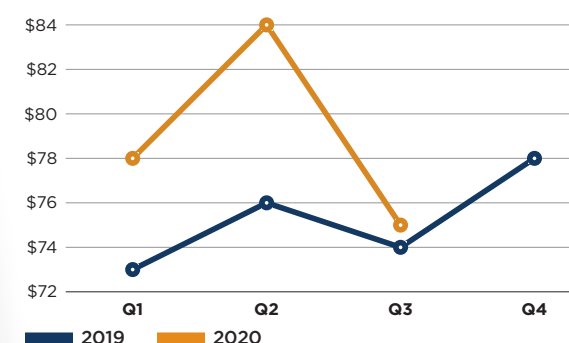
ADVANCED MANUFACTURING: TOTAL WAGES



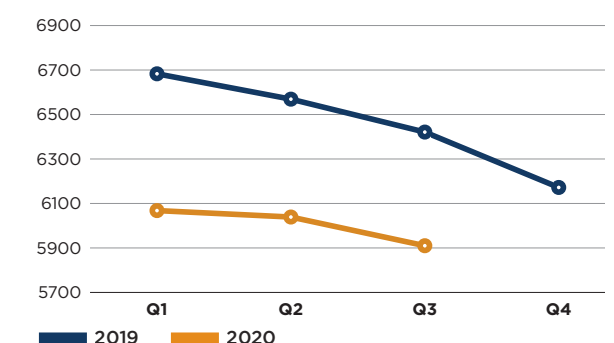
ADVANCED MANUFACTURING: EMPLOYMENT



GLOBAL LOGISTICS & DISTRIBUTION: WAGES



GLOBAL LOGISTICS & DISTRIBUTION: EMPLOYMENT



Sources: JobsEQ by Chmura's 2019 and 2020 wages and unemployment data for all industries as well as by sector for advanced manufacturing and global logistics and distribution.

COMMUNITY IMPACT

CHESTERFIELD COUNTY

In 2020, Chesterfield County progressed with improving the locality's economic development in all aspects, and the pandemic didn't hold the local government back. The County's biggest economic development achievement in 2020 was the announcement of DuPont De Nemours, Inc. (DuPont) to modernize and expand its manufacturing and technology presence in Chesterfield, with an investment of more than \$75M into its Spruance site in Bensley. Not only is the manufacturing company one of the largest employers in the County, the Spruance site is DuPont's

single largest manufacturing site, employing more than 2,000 people—its latest expansion in the locality will create 60 new jobs for the Gateway Region's workforce. Supporting the business community and promoting economic development remained a top priority for the County, including the grand opening of the Residence Inn and the opening of Winterfield Crossing's new location in Midlothian. Finally, to support a changing workforce environment, Gather®—a coworking space for shared offices—was constructed in Midlothian.



DuPont



DINWIDDIE COUNTY

Dinwiddie County persevered through the economic hardships brought on in 2020 by the COVID-19 pandemic—even celebrating two ribbon-cutting ceremonies. The County's largest economic development achievement in the turn of the decade was the Dinwiddie County Airport and Industrial Authority's announcement of four, brand-new Executive hangars at the terminal building's front row, giving access to taxiway and runway. Each 60- by 60-foot hangar includes a private bathroom, large electric doors, LED lighting, and night exterior lighting, making them ideal for

single and multi-aircraft fleets. This strong asset will positively impact economic development in Dinwiddie and the region, offering unique corporate hangar space to existing businesses and prospective companies and will be an attractive option for corporate jets, allowing the County to meet growing needs of the corporate community. Richlands Creamery celebrated its one-year anniversary in June with a ribbon-cutting ceremony. While an impressive investment, its impact on Dinwiddie's community in a single year has been far greater, becoming a gathering place for families and a destination for tourists.

CITY OF COLONIAL HEIGHTS

The City of Colonial Heights ended 2020 with its biggest economic development highlight—the announcement of Rebkee, a commercial real estate and investment firm, acquiring a former Kroger site. This important investment

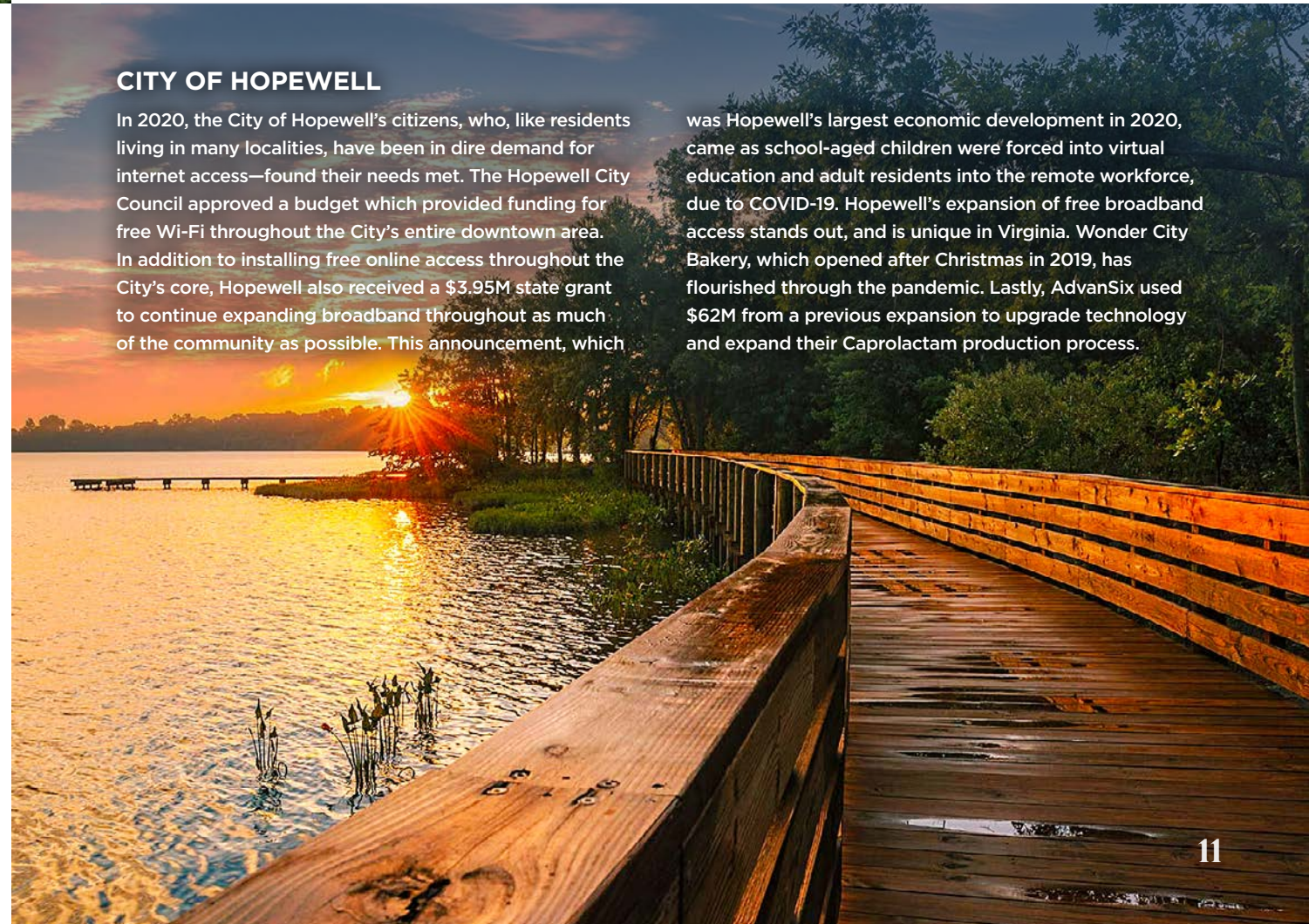
for the City will result in a vacant facility being put into active use. The Colonial Heights Economic Development Authority will be providing a \$1.6M incentive over seven years for the project, which is expected to begin site development in 2021. Colonial Heights also welcomed five new restaurants, including: Boil Bay, Volcano Crab, Marco's Pizza, WNB Factory, and the Keystone Grille. In other news, Boot Barn is nearing the completion of an 8,500 square foot facility and the Extended Stay America® hotel officially opened its doors in April. Additionally, the Economic Development Department worked on a capital improvement project through the VEDP to advance a City-owned site on Charles Dimmock Parkway from a Tier 2 to a Tier 3 site that will be zoned industrial/commercial; Colonial Heights has been proactively working with different engineers to continue progress on the site.



CITY OF HOPEWELL

In 2020, the City of Hopewell's citizens, who, like residents living in many localities, have been in dire demand for internet access—found their needs met. The Hopewell City Council approved a budget which provided funding for free Wi-Fi throughout the City's entire downtown area. In addition to installing free online access throughout the City's core, Hopewell also received a \$3.95M state grant to continue expanding broadband throughout as much of the community as possible. This announcement, which

was Hopewell's largest economic development in 2020, came as school-aged children were forced into virtual education and adult residents into the remote workforce, due to COVID-19. Hopewell's expansion of free broadband access stands out, and is unique in Virginia. Wonder City Bakery, which opened after Christmas in 2019, has flourished through the pandemic. Lastly, AdvanSix used \$62M from a previous expansion to upgrade technology and expand their Caprolactam production process.



CITY OF PETERSBURG

In 2020, the City of Petersburg saw what could be the beginning of a pharmaceutical cluster in the region. Phlow Corporation announced its partnership with Petersburg-based AMPAC Fine Chemicals through a \$354 million federal government fund for advanced manufacturing and rapid production of America's most essential medicines that are at risk of shortage, including pandemic-response pharmaceutical ingredients. The facility specializes in process development, scale-up, and production from kilograms to multi-ton quantities. Phlow and the federal government's agreement will rapidly respond to an immediate need for specific pharmaceuticals manufactured to combat COVID-19 and will bring to life a continuous long-term infrastructure ecosystem, manufacturing home-grown, essential drug components for American consumption.

Also, Old Towne Petersburg saw new small business growth, including Sweet Bliss Cafe and Ta Bon Fry and Southern Eats. Lastly, the Petersburg Public Library expanded 6,400 square feet for a conference and event center—a \$2.5M groundbreaking investment.



SURRY COUNTY

Surry County marked 2020 with a major economic development milestone. Surry Marketplace, located in the Town of Surry, is approximately 20% complete. Soon, citizens can spend tax dollars in their own locality, closing a gap to a reality long sought for. The OBICI Healthcare Foundation's "Healthy Behaviors Funding Initiative" matched a \$300,000 grant in late 2020, establishing a permanent market. Grocery is considered an "anchor" or primary development that supports existence of accessory development, such as: pharmacy, laundry, dry cleaning, and smaller retail. Projected to open in 2021, the store's insertion could potentially

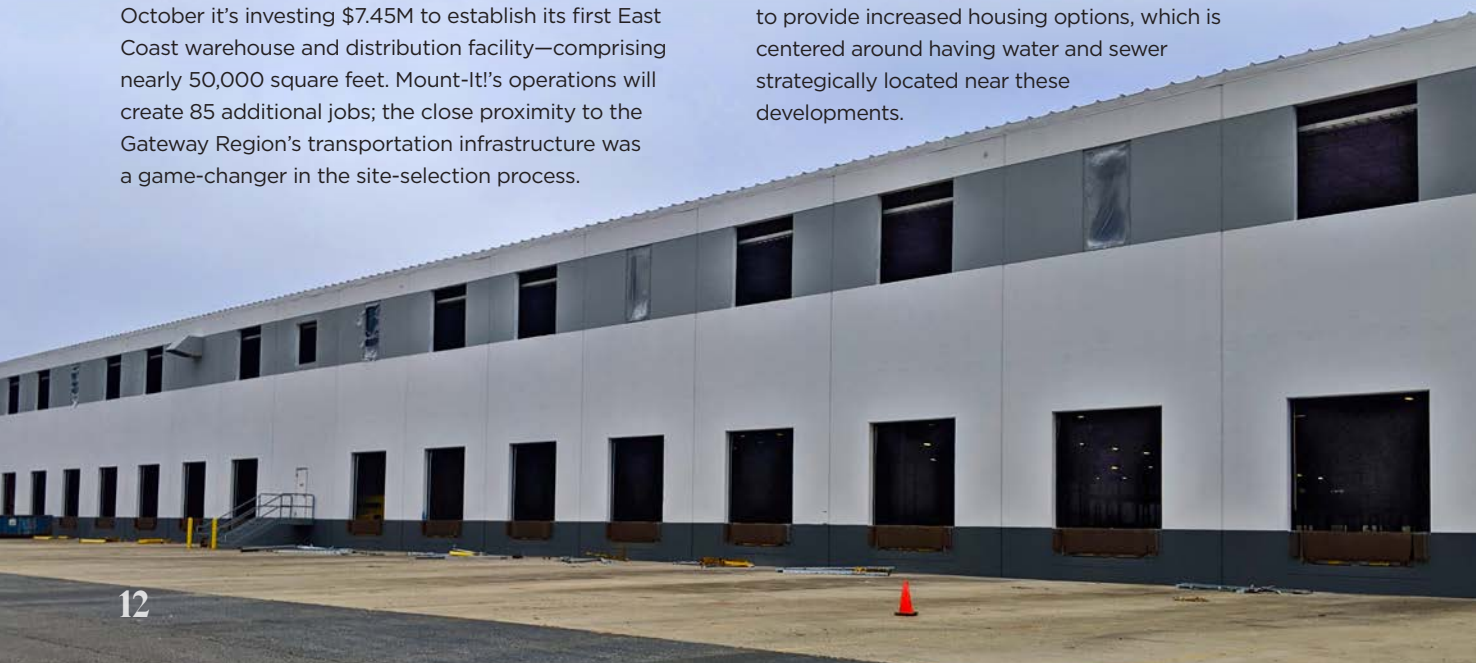
transform Surry into a walkable, incorporated town with quality conveniences. Another transformative initiative continuing is Prince George Electric Cooperative's partnership with Dominion Energy, extending broadband and capacity in Surry. Dominion's "Rural Broadband Pilot Project" is the first time an investor-owned utility has joined with electric cooperatives to expand broadband access to rural, unserved areas. Lastly, the Virginia Scenic Rivers Program recognized Gray's Creek, a James River tributary, putting its shoreline and new 6-mile trail on the map.



PRINCE GEORGE COUNTY

Prince George County had major economic development announcements in 2020, with two large distribution operations, Amazon and Mount-It!, investing to locate in existing infrastructure. In August, Amazon announced it is leasing a 798,000-square-foot facility, adding up to 150 new jobs to the region. Finding the locality's close proximity to two major national interstate highways appealing—I-295 and I-95—Mount-It! announced in October it's investing \$7.45M to establish its first East Coast warehouse and distribution facility—comprising nearly 50,000 square feet. Mount-It!'s operations will create 85 additional jobs; the close proximity to the Gateway Region's transportation infrastructure was a game-changer in the site-selection process.

The County also had a new Dollar General open its doors in 2020, directly off State Route 10 near Garysville. Furthermore, the locality's economic developers attended MODEX—one of the largest supply chain trade shows in the nation—in Atlanta, Ga. Lastly, Prince George continued conforming its strategic plan, focusing on water and sewage infrastructure and possibilities to establish its own wastewater treatment plant; the County plans to provide increased housing options, which is centered around having water and sewer strategically located near these developments.



SUSSEX COUNTY

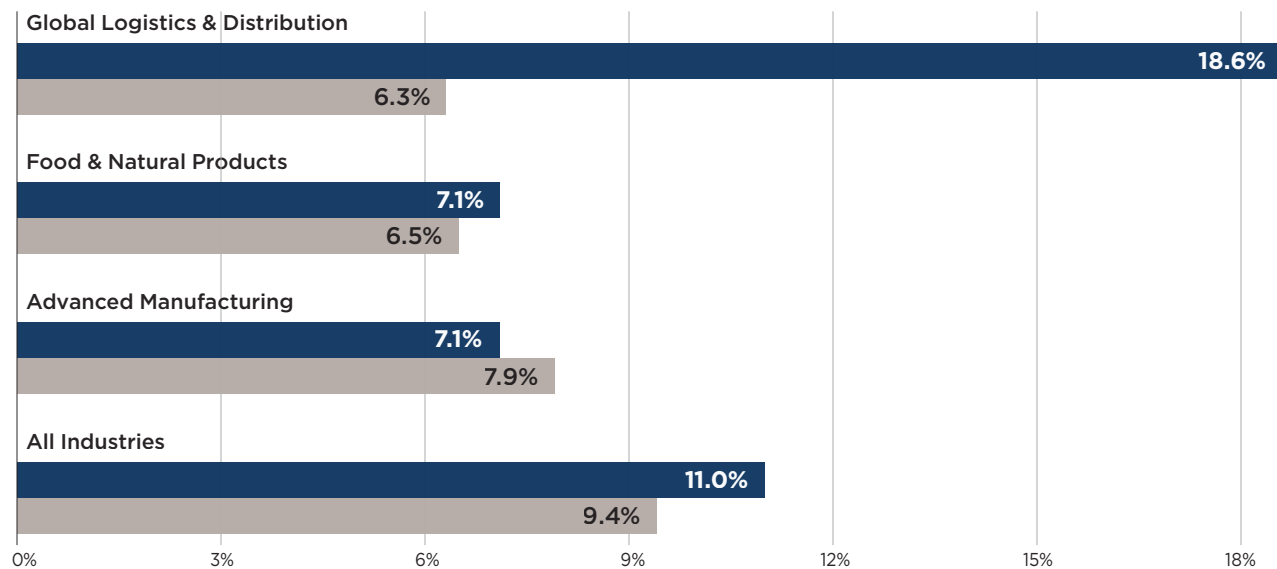
Sussex County ended 2020 with its largest economic development achievement being a groundbreaking ceremony for an indoor, industrial-hemp growing facility located on Cabin Point Road right outside of the Town of Waverly's corporate limits. A startup company and applied biotechnology leader that produces premium quality, specialty cannabinoids for health and wellness products, Gro52, purchased a 22.5-acre parcel of land for a first-of-its kind pilot project to construct a 17,000-square-foot facility. Pilot projects like this encourage development in new markets for farmers in Sussex County and the Gateway Region. This important project will continue the potential for creating new job opportunities and economic vibrancy to the Waverly area and the

entire locality. The company plans to add high-value crop production to the County's assets and great ag-tech jobs to its workforce. VGR's rural, industrial business portfolio is growing, and this innovative pilot project underway in Waverly will help strengthen the region's rural localities' assets by taking advantage of all the opportunities this revolutionary industry has to offer.



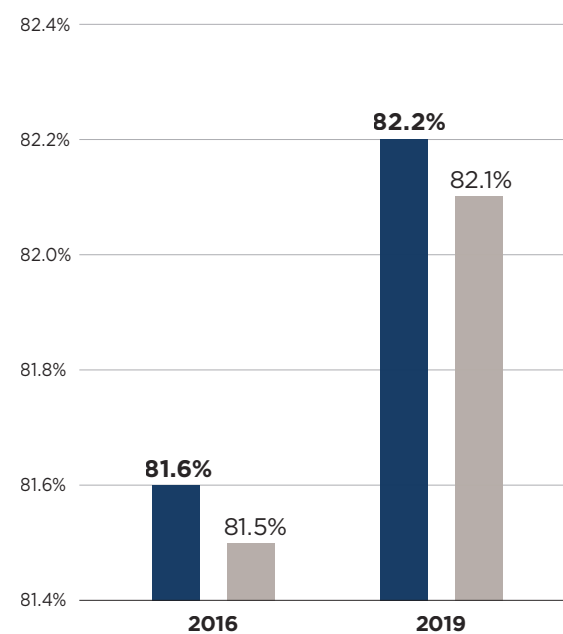
VGR ECONOMIC DASHBOARD

WAGE GROWTH SINCE 2016



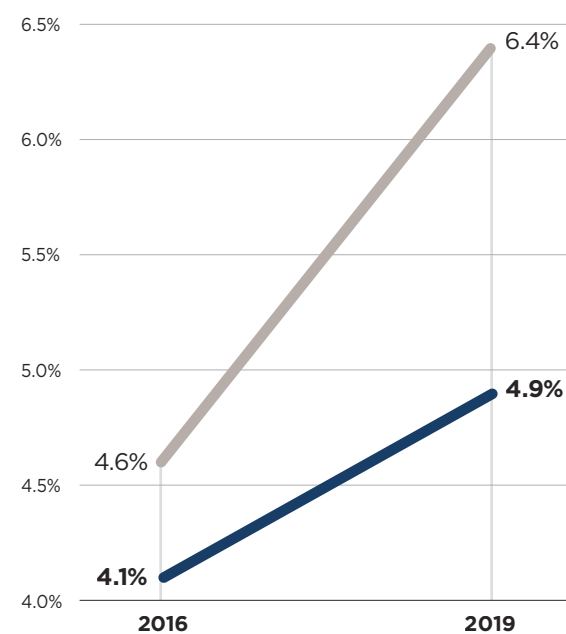
Source: Chmura and U.S. Bureau of Labor Statistics' Quarterly Census of Employment and Wages, data as of the second quarter of 2020. Note: Data are based on a four-quarter average, preliminary data are excluded. Comparisons are made for the period starting in the second quarter of 2016 and ending in the second quarter of 2020.

PARTICIPATION RATE OF PRIME-AGE LABOR FORCE

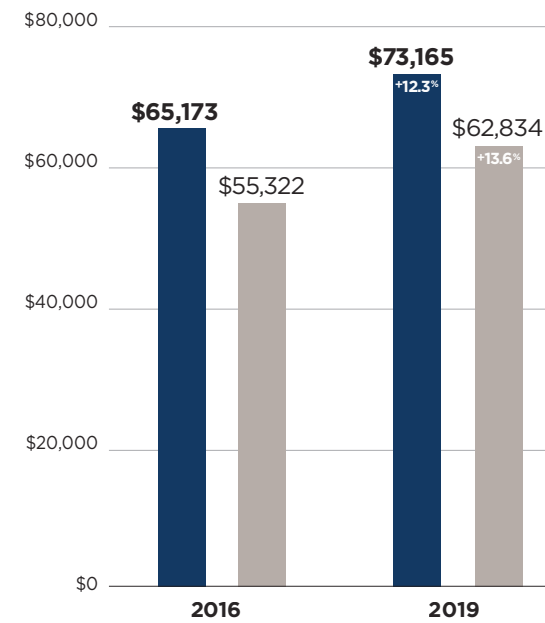


Sources: Chmura and U.S. Census Bureau's 2016 and 2019 American Community Survey 5-Year Estimates for Labor Force Participation Rate and U.S. Bureau of Labor Statistics' Local Area Unemployment Statistics and Current Population Survey (2016 and 2019 annual data, not seasonally-adjusted data) for unemployment rate data. Notes: the prime-age labor force refers to the civilian population aged between 25 years-old and 54 years-old who are working or looking for work.

UNEMPLOYMENT RATE

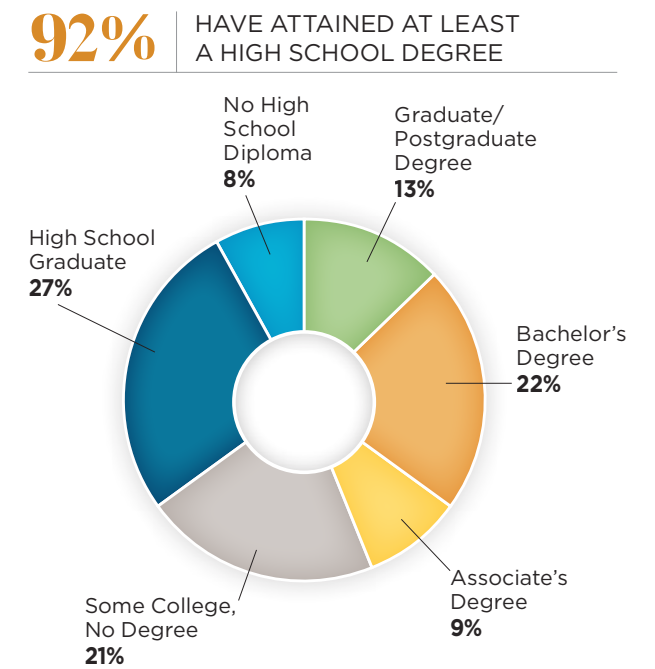


MEDIAN HOUSEHOLD INCOME

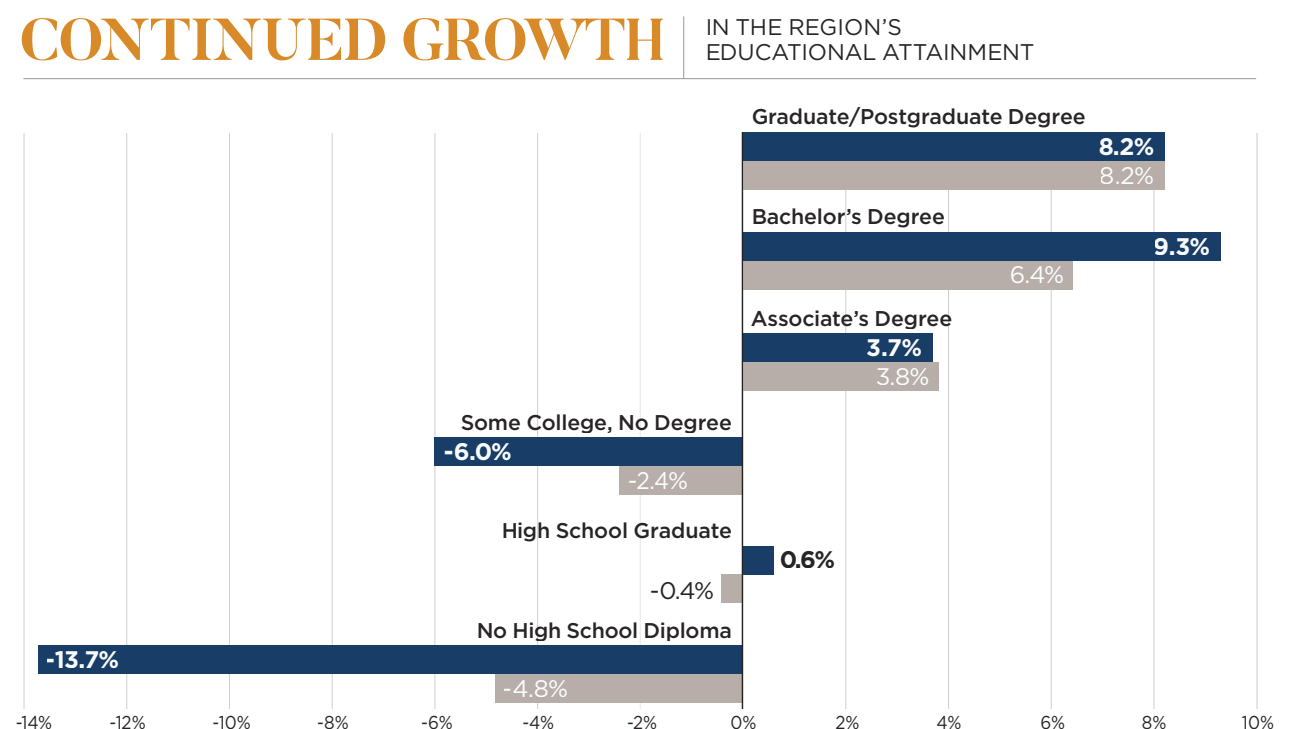


Sources: Chmura and U.S. Census Bureau's 2016 and 2019 American Community Survey 5-Year Estimates for Median Household Income. 2019 American Community Survey 5-Year Estimates. Note: Educational attainment data are for the population aged between 25 years-old and 64 years-old.

EDUCATIONAL ATTAINMENT 2019



CHANGE IN EDUCATIONAL ATTAINMENT SINCE 2016



Sources: U.S. Census Bureau's 2016 and 2019 American Community Survey 5-Year Estimates. Note: Educational attainment data are for the population aged between 25 years-old and 64 years-old.

STAFF AND BOARD

STAFF

Keith Boswell
President and CEO

Ajay Sujanani
Chief Operating Officer

Mario Camardella
Vice President, Director of Business Development

Amy Everett
Director of Customer Experience

Jill Vaughan
Marketing and Communications Consultant

Joshua Vaughan
Office Manager

Michelle Rogers
Director of Workforce Development

Logan Barry
Communications Specialist

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Nick Walker

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Robert Walker



PARTNERS

ARCHITECTURE & ENGINEERING, CONSTRUCTION & TECHNICAL SERVICE

Atlantic Constructors, Inc.
Gilbert C. Martin Co.
Harlan Construction Co., Inc.
The Hollingsworth Companies
S.B. Cox, Inc.
SW Funk Industrial Contractors, Inc.
Timmons Group

BANKS & CREDIT UNIONS

Bank of America
Touchstone Bank
The Bank of Southside Virginia
BB&T
Fort Lee Federal Credit Union
Peoples Advantage Federal Credit Union
Sonabank
TowneBank
Village Bank
Virginia Commonwealth Bank
Virginia Credit Union
Wells Fargo

CHAMBER OF COMMERCE

Chesterfield County
Colonial Heights
Dinwiddie County
Hopewell/Prince George
Petersburg

COMMUNITIES

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

EDUCATION & TRAINING

John Tyler Community College
Virginia State University

ENTERTAINMENT, RETAIL AND HOSPITALITY

Carter Myers Automotive
Leete Tire & Auto
M.L. Davis Oil Company

ECONOMIC DEVELOPMENT

Virginia Economic Development Partnership (VEDP)

FINANCE & INSURANCE

Edward Jones Investments
Ernst & Young
Mitchell, Wiggins & Company
Sanford Holshouser
William H. Talley & Son, Inc.

FOUNDATIONS & ORGANIZATIONS

The Cameron Foundation

HEALTH CARE

Anthem Blue Cross Blue Shield
Southside Regional Medical Center

INDIVIDUALS

Victor K. Branch
John E. Burchell, Jr.
Christine Chandler
Pamela Martin Comstock
Jeffrey Geisz
John Seward
Nicholas Walker
Robert Walker
Wayne Walton
Milton Hargrave

MANUFACTURING & DISTRIBUTION

AdvanSix
Boar's Head Provisions
Emerson Companies
Evonik Industries
Goya Foods
Wauford Group

PROFESSIONAL SERVICES

AdvantaStaff, Inc.
J.T. Morriss & Son, Inc.

REAL ESTATE DEVELOPMENT, SALES & LEASING

Ford Agency, Inc.
GrayCo
Longest & Daniels Realtors
Roslyn Farm Corporation
Waukeshaw Development
Whittle & Roper Inc., Realtors

UTILITIES

Columbia Gas of Virginia
Old Dominion Electric Cooperative
Prince George Electric Cooperative
Southside Electric Cooperative
Dominion Resource Services





VISION

Uniting our region for economic prosperity

MISSION

VGR fosters regional prosperity through business growth, powerful partnerships and delivering innovative resources to its communities.

VALUES

STEWARDSHIP

Serving the people and property of the region responsibly is at the core of our team's philosophy. Our local governments and businesses have entrusted us with their resources, both financial and physical, and we want to provide a valuable return on investment.

AUTHENTIC

VGR reflects the past with an eye toward the future. Our dedicated hard-working citizens know the value of living here, whether in an urban center or on a large farm. We are a region that takes pride in our history of traditional industries and we also want to support entrepreneurship, while staying true to our business roots..

RESPECTFUL

Reflecting a diverse collection of communities, businesses, and people, VGR will honor the differences and perspectives within our own team as well as the many stakeholders we partner with and the citizens we serve.

VISIONARY

As an economic development team, we want to be known as an innovative leader, and a connector of many groups to move the region forward. This means trying new initiatives, being creative, and sometimes thinking differently about traditional economic development practices.

804.732.8971
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