

# Investment Guide



Representing the cities of Colonial Heights, Emporia, Hopewell and Petersburg, and the counties of Brunswick, Dinwiddie, Greensville, Prince George and Sussex.

# A Message from Our Leaders

**Virginia's Gateway Region is experiencing powerful momentum. Across our communities, transformative investments are fueling innovation, creating jobs and strengthening the local economy for long-term prosperity. From advanced manufacturing and logistics to data centers and energy, our region is ready for the next wave of growth.**

Our shared goal across public and private sectors is to enhance economic well-being and quality of life by increasing productivity, creating jobs, fostering innovation and building a strong, stable tax base.

As a nonprofit organization, we rely on public and private partners like you to provide funding support to achieve our objectives. As investors, you delivered in a remarkable way on our last five-year plan which concluded in 2025. During the previous five-year period Virginia's Gateway Region made impressive gains, including the addition of more than 2,900 jobs and \$903 million in capital investment.

Cumulative total economic impact in the past five years equaled \$2.9 billion, supporting 9,018 jobs. Every dollar deployed by VGR resulted in \$393 of economic impact.<sup>1</sup>

Marketing the Gateway Region as a world-class business location generated 18 announcements between 2021 and 2025. With every location and expansion came direct and indirect job creation and tax and payroll benefits for the regional economy.

This progress is made possible by our dedicated partners and investors – leaders who believe in the strength of regional collaboration. Together, we're shaping a vibrant economic future and positioning the Gateway Region as a place where industries can succeed and communities can flourish.

Now is the time to invest in Virginia's Gateway Region. We invite you to join us as we build on this success and continue driving opportunities for the people and industries that call our region home.



**Keith Boswell**  
**President and CEO**

A handwritten signature in black ink, appearing to read "KB", written over a white background.



**Rex Davis**  
**Board Chairman**

A handwritten signature in black ink, appearing to read "Rex Davis", written over a white background.

<sup>1</sup> Chmura Economics & Analytics

# Who We Are

**Virginia's Gateway Region (VGR) is a private, nonprofit 501c3 economic development organization advancing business growth and job creation across the cities of Colonial Heights, Emporia, Hopewell and Petersburg, and the counties of Brunswick, Dinwiddie, Greenville, Prince George and Sussex.**



For more than 65 years, VGR has positioned the region from Colonial Heights to the North Carolina line as a prime destination for business investment.

Eight of our nine localities are identified as double-distressed, facing both higher-than-average unemployment and poverty rates. Our average unemployment rate is 4.0% (2024) and average poverty rate is 18.2% (2023), compared to Virginia's state averages of 2.9% and 10.2%, respectively.

These challenges drive our mission to improve the economic well-being and quality of life for our communities by creating jobs, fostering innovation and building a stable tax base. VGR welcomes partners and investors who share our commitment in building stronger communities and creating lasting prosperity through meaningful investment.

## Our Values

Stewardship • Authenticity • Respect • Vision-Casting

# Strategic Plan

As leaders of Virginia’s Gateway Region representing business, industry, higher education, government and economic development, we are honored to present our investment strategy for our five-year strategic plan.



VGR’s strategic planning process was rooted in appreciation – of our communities, our existing businesses and our Board. We discussed historical points of success and had lively conversations about how we can increase that success to truly embody our VGR Vision Statement – “uniting our region for economic prosperity.”

VGR plans to build prosperity through three pillars – business growth, partnerships and delivering innovative resources. The Board has reviewed and blessed the strategic plan and given insight into key performance measures for VGR staff to ensure that the plan is a useful strategic tool for all.

Our region is diverse and is not dependent on a single industry. VGR’s business development activities will focus on six core industries where we have proven to have a competitive value proposition: Advanced Manufacturing, Logistics & Distribution, Future Technology, Cold Storage, Energy & the Energy Supply Chain and Wood Products.

**Business Growth • Partnerships • Resources**

# Investment Levels

## Chairman's Council

- Inclusion in special engagements with site location consultants and economic development partners throughout the year
- Eligible for nomination for VGR Board of Directors
- Opportunity to guide strategy and direction of organization
- Company logo featured on select VGR correspondence

\$25,000

## Director's Council

- Eligible for nomination for an Advisory seat on VGR Board of Directors
- Sponsor of VGR Annual Meeting
- Reserved table at VGR Annual Meeting
- Feature article on your company and its commitment to the region, published on all VGR channels with ability to share
- Opportunity to assist VGR with business development efforts to help land new companies in the region or assist in their expansion as appropriate

\$20,000

## Executive Council

- Four tickets to VGR Annual Meeting
- Social media spotlight once per year
- Opportunity to host Business Council events
- Ability to provide speaker and shape content for events

\$10,000

## Ambassador Council

- Company logo featured on VGR website
- Company information included in VGR preferred vendor list
- Two tickets to VGR Annual Meeting
- Company logo featured in VGR Annual Report

\$7,500

## Corporate Council

- Annual Review of VGR work with VGR executive staff
- Business Council Membership
- Monthly VGR Newsletter
- Bi-monthly VGR Investor Insider

\$5,000

# Investment Benefits

**Investing in Virginia's Gateway Region connects your organization to the region's most engaged business and industry leaders while giving you meaningful insight into the forces shaping our economic future.**



From *VGR Investor Insider* updates to exclusive briefings and private events, investors receive timely intelligence on project activity, industry trends and regional priorities. This level of access strengthens your ability to anticipate opportunities, build partnerships and stay ahead in a competitive landscape.

Your investment also elevates your organization's visibility and influence. Benefits range from recognition on the VGR website and at signature events to opportunities to help guide VGR's strategy and direction through advisory or board involvement. Most importantly, your support directly fuels the work that attracts jobs, strengthens our local economy and builds long-term prosperity across the Gateway Region. Together, we're creating a more competitive, resilient and vibrant future for our communities.



# THANK YOU TO OUR PARTNERS

## Accounting & Finance

Davenport & Co.  
Milestone Financial Group

## Architecture & Engineering

GuernseyTingle  
Timmons Group

## Banks & Credit Unions

Atlantic Union  
Bank of America  
Blue Ridge Bank  
C&F Bank  
First Bank  
Homebase Credit Union  
Peoples Advantage Credit Union  
The Bank of Southside Virginia  
TowneBank  
Virginia Credit Union

## Chambers of Commerce

Hopewell/Prince George  
SOVA  
Sussex

## Construction & Technical Service

Atlantic Constructors, Inc.  
Brinkmann Constructors  
Clancy & Theys Construction Company  
DPR Construction  
Mark Turner Construction  
Hourigan  
SW Funk Industrial Contractors, Inc.  
W.E. Bowman Construction Inc.

## Education

Brightpoint Community College  
Virginia State University

## Foundations

The Cameron Foundation

## Healthcare

Southside Medical Center  
Tri-Cities Hospital

## Hospitality

Hotel Petersburg

## Individuals

Pamela Martin Comstock  
Rex Davis  
Jeffrey Geisz  
Nicholas Walker  
Robert Walker

## Manufacturing

Atlantic Strategic Minerals

## Professional Services

AdvantaStaff, Inc.

## Real Estate Development

Roslyn Farm Corporation

## Transportation & Logistics

Hillcrest Transportation  
Norfolk Southern  
Virginia Port Authority

## Utilities

Columbia Gas of Virginia  
Dominion Energy  
Old Dominion Electric Cooperative  
Prince George Electric Cooperative  
Southside Electric Cooperative



# GOVERNANCE & OVERSIGHT

Virginia's Gateway Region is governed by a Board of Directors which sets the direction for the organization. The board has equal representation for each of the nine member communities, as well as corporate leaders representing the private sector. The board provides oversight, as well as guidance in creating opportunities and partnerships that will benefit the region. Virginia's Gateway Region is a registered 501(c)(3) non-profit organization. Brown Edwards, Certified Public Accountants, performs annual audit services.



@VAGatewayRegion



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GatewayRegion.com



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804.732.8971  
256 East Ellerslie Ave, Suite D  
Colonial Heights, VA 23834

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