

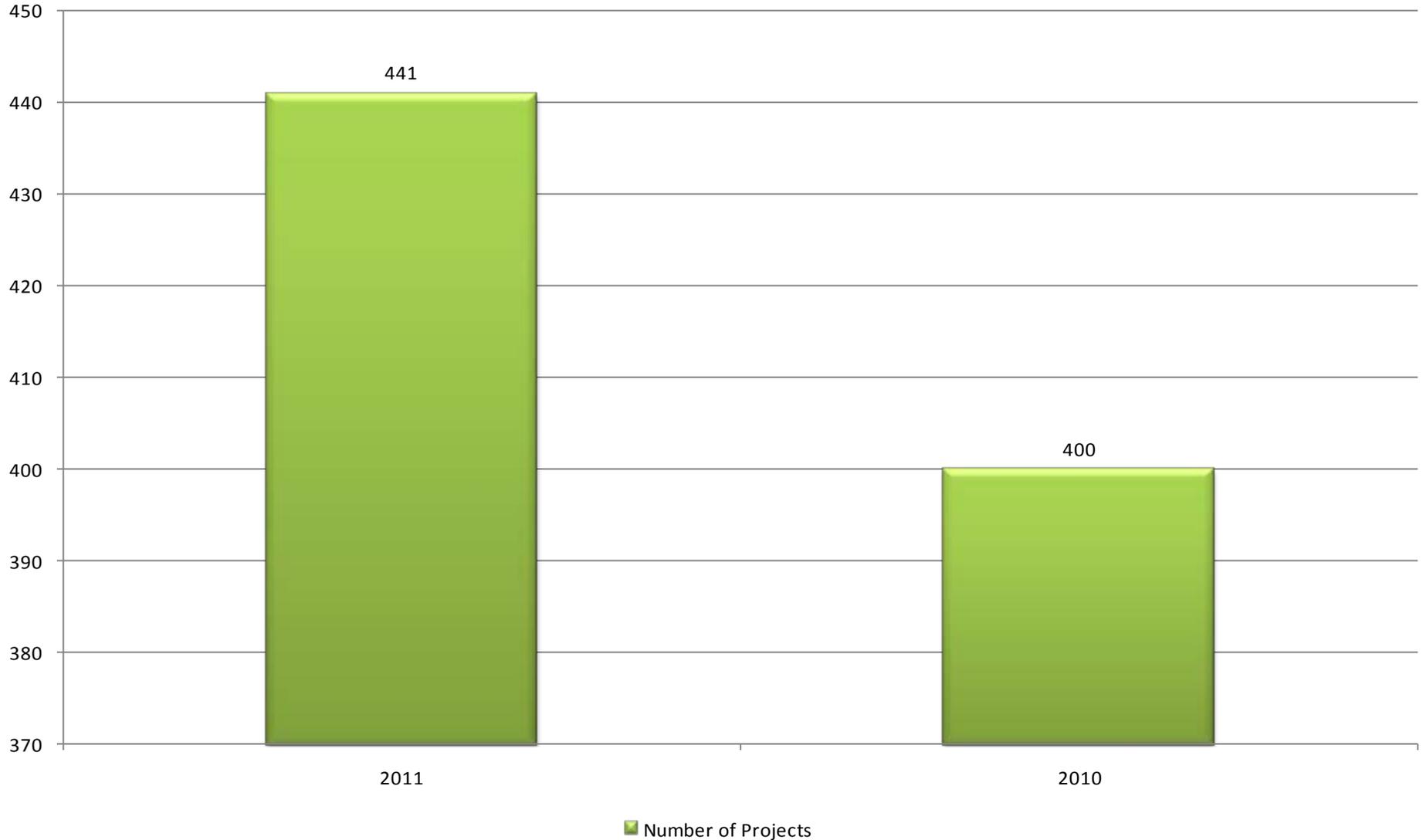


BUSINESS DEVELOPMENT DIVISION

PARTNERS IN VIRGINIA'S ECONOMIC DEVELOPMENT SUCCESS

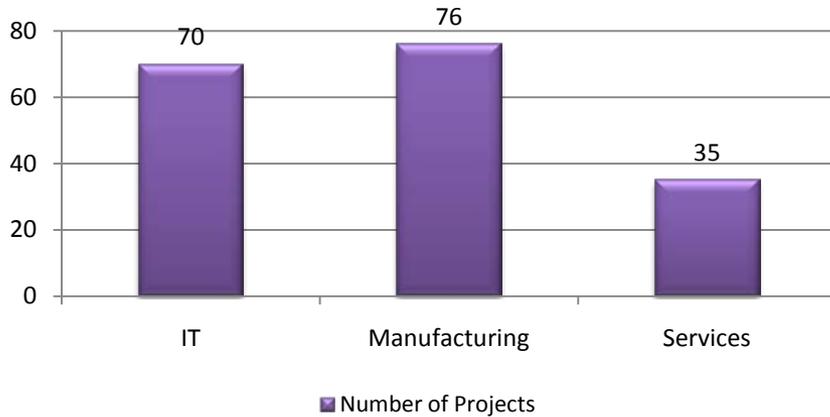
	FY Goal	FY Attained	% of Goal
Announced Jobs	12,500	14,426	115.41
Announced \$MM	\$2,380	\$1,707.68	71.75
New Actives	230	246	106.96

ACTIVITY PIPELINE COMPARISON JULY – MAY 2011 FROM JULY – MAY 2010

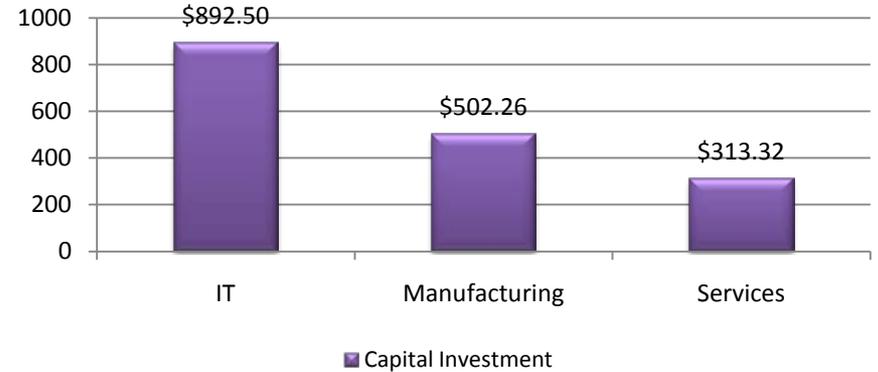


FY 11 DECISIONS FOR VIRGINIA BY SECTOR

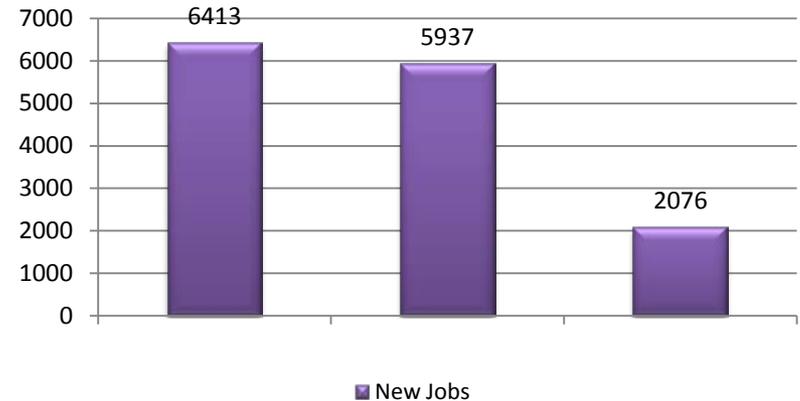
Announced Projects



Announced Capital Investment



Announced Jobs

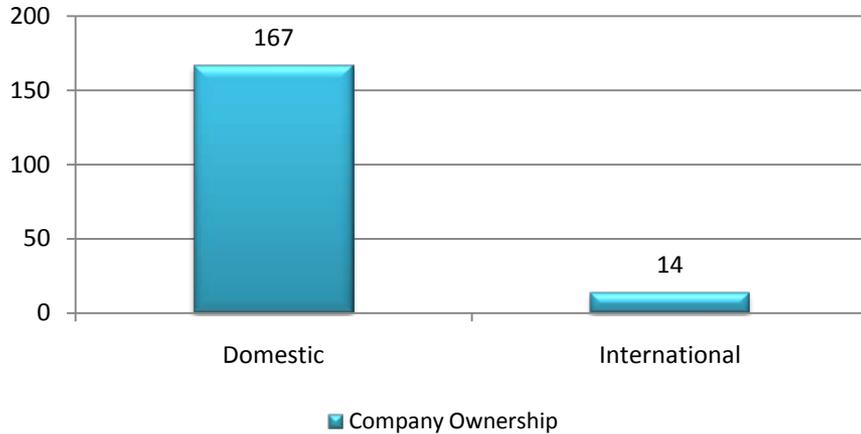


- For the Period July 1, 2010 – May 31, 2011
- VEDP-Assisted

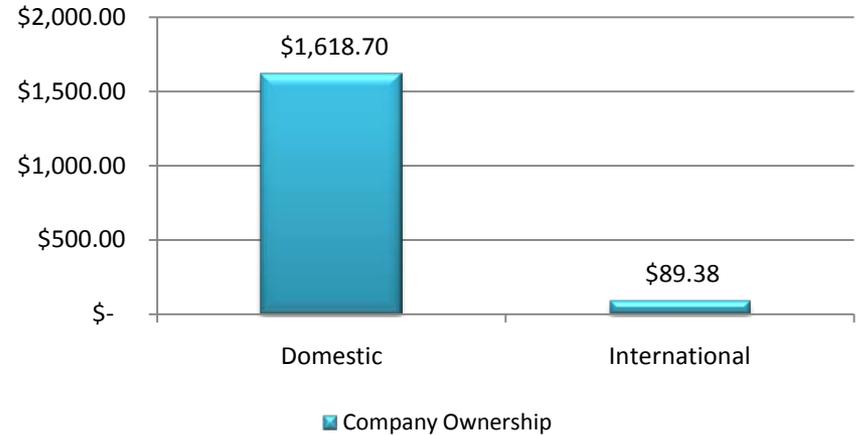
181 decisions
 \$1.7 billion announced capital investment
 14,426 announced new jobs

FY 11 YTD DECISIONS FOR VIRGINIA BY HEADQUARTERS LOCATION

Decisions by Headquarters Location



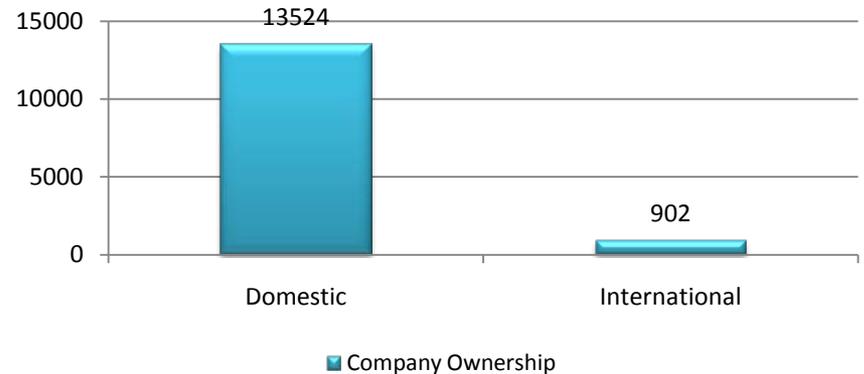
Cap Ex by Headquarters Location



- For the Period July 1, 2010 – May 31, 2011
- VEDP-Assisted

181 decisions
 \$1.7 announced billion capital investment
 14,426 announced new jobs

Jobs by Headquarters Location





HIGHLIGHTED DECISIONS FOR VIRGINIA FY 11 YTD

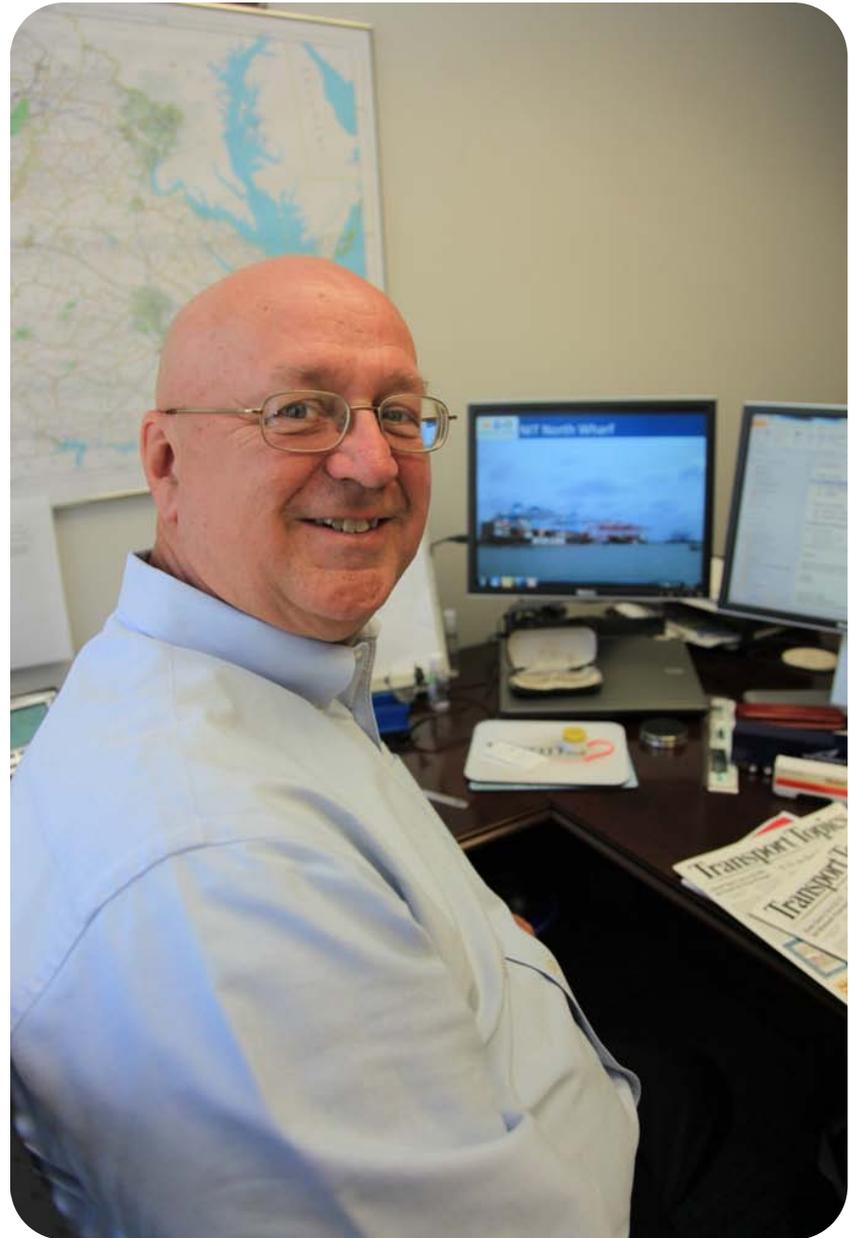
Project	Location	Cap Ex	New Jobs
PD, Inc.	Henrico	\$28.00	190
ICF Consulting	Henry	\$15.00	539
Health Diagnostics Laboratories	Richmond	\$4.20	213
Solution Matrix	Franklin	\$2.20	80
Katoen Natie	Norfolk	\$1.50	225
Intersections	Campbell	n/a	200
Modea	Montgomery	\$10.00	200
GE	Henrico	\$5.00	200
Dynax America	Botetourt	\$15.66	95
Genesis Products	Charlotte	\$2.50	150
McKesson	Caroline	\$50.00	150
Ashland	Hopewell	\$39.20	50
J. Crew	Lynchburg	\$14.10	177
Microsoft	Mecklenburg	\$500.00	50
Phoenix Packaging	Pulaski	\$17.50	100
United Health	City of Roanoke	\$7.00	125
Scholle	Smyth	\$1.50	25
Guardian Industries	Galax	\$2.10	40
International Paper	Isle of Wight	\$83.00	213
Safety Technologies, Inc.	Lunenburg	\$5.89	46
Cadence, Inc.	Staunton	\$15.90	65

- Offshore Wind Strategy (Giles)
 - Partners Network Established
 - Gamesa Offshore Wind Technology Center, Chesapeake
- Site Selection Consultants Strategy (Sheffler)
 - Business case presentations reached over 50 consultants
 - End-of-year upswing in consultant leads
- Federal Outreach Strategy (Boswell)
 - Business case presentations to key federal and brokerage targets
 - Network of Virginia communities identified
- Strategic Properties Strategy (Lehmkuhler)
 - State agency partner network engaged
 - Pilot sites identified and localities/regions engaged

- Increase percentage of pipeline and decisions for Virginia from VEDP-initiated networks and marketing strategies
- Continue asset development strategy
 - Strategic properties, Executive Pulse, Federal focus, VEDP Rural & Urban Committee strategies
- Innovate traditional marketing strategies to increase results in target sectors including energy, IT, Advanced Manufacturing:
 - Marketing missions – geographic, *virtual, sector*
 - Conferences/shows – *sponsorships, speakers, host venues*
 - Governor's Business Outreach – *direct calls, follow-up contact*
 - *RMO Partnership marketing – positioning regional assets to market needs*
- *Implement Life Science Strategy*

Networks, not Hierarchy

It's All About the People.....









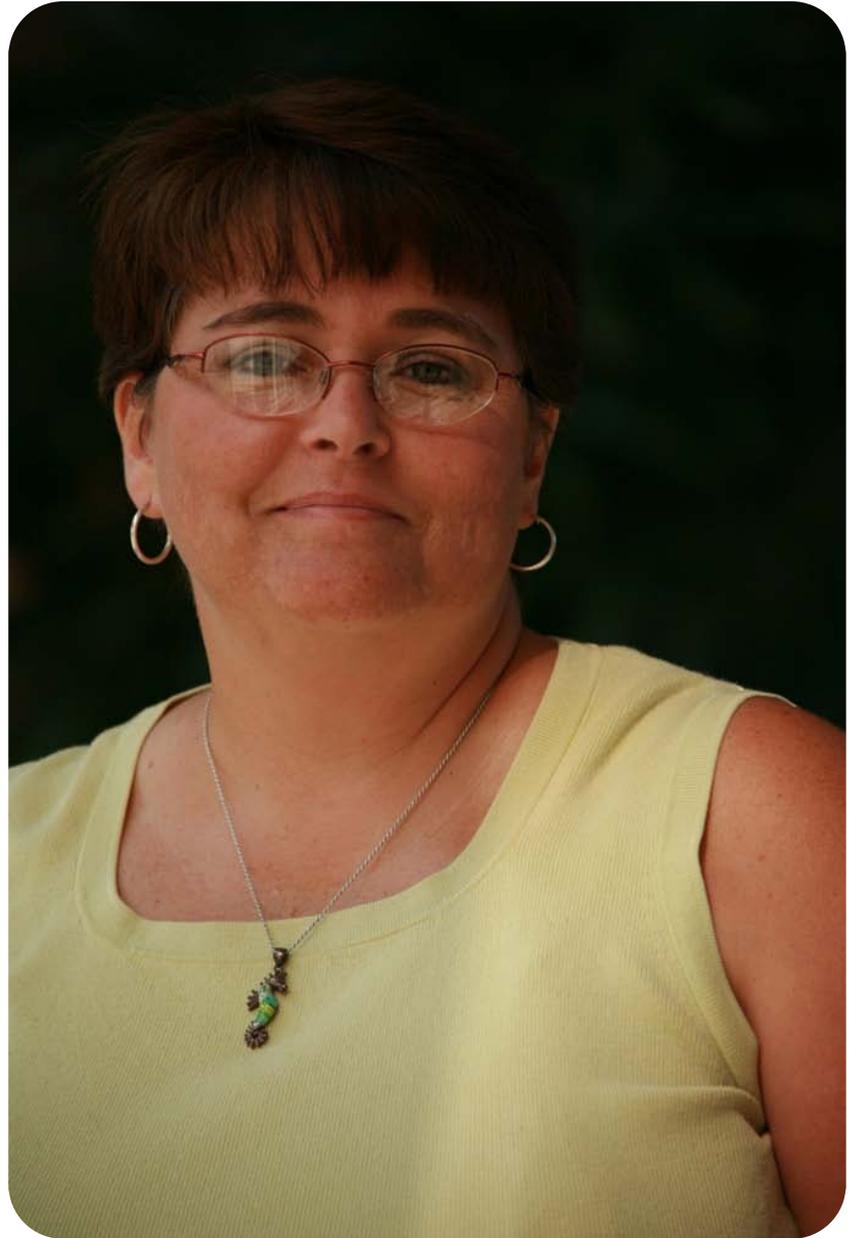


































The Business Development Division