



Virginia
YesVirginia.org
BEST STATE FOR BUSINESS

GLOBAL LOGISTICS FORUM

MARTIN BRILEY
CEO, VEDP
DECEMBER 7, 2011

To enhance the quality of life and raise the standard of living for all Virginians, in collaboration with Virginia communities, through aggressive business recruitment, expansion assistance, and trade development, thereby building the tax base and creating higher income employment opportunities.



BOARD OF DIRECTORS

Stephen R. Adkins
Chief, Chickahominy Tribe

G. William Beale
President and CEO
Union Bankshares Corporation

Edie M. Bowles
Executive Director
Bay Rivers Telehealth Alliance

R. B. Clark
Charlotte County Administrator

Mark D. Heath
President and CEO
Martinsville-Henry Economic Development
Corporation

David Hudgins
Director, Member & External Relations
Old Dominion Electric Cooperative

Hugh D. Keogh

Chris A. Lumsden
CEO, Halifax Regional Health System

Stuart S. Malawer
Distinguished Professor of Law and
International Trade
George Mason University

John F. Malbon
President and CEO, PAPCO, Inc.

David Oliver
President, Oliver Cleaning Service



BOARD OF DIRECTORS

Julien G. Patterson
Chairman
OMNIPLEX World Services Corporation

Dan M. Pleasant
Chief Operating Officer, Dewberry

A. Carole Pratt, D.D.S.

Ruth A. Sandoval
CEO, BusinessconX

Samuel A. Schreiber
Regional Executive, Mid-Atlantic
Wells Fargo

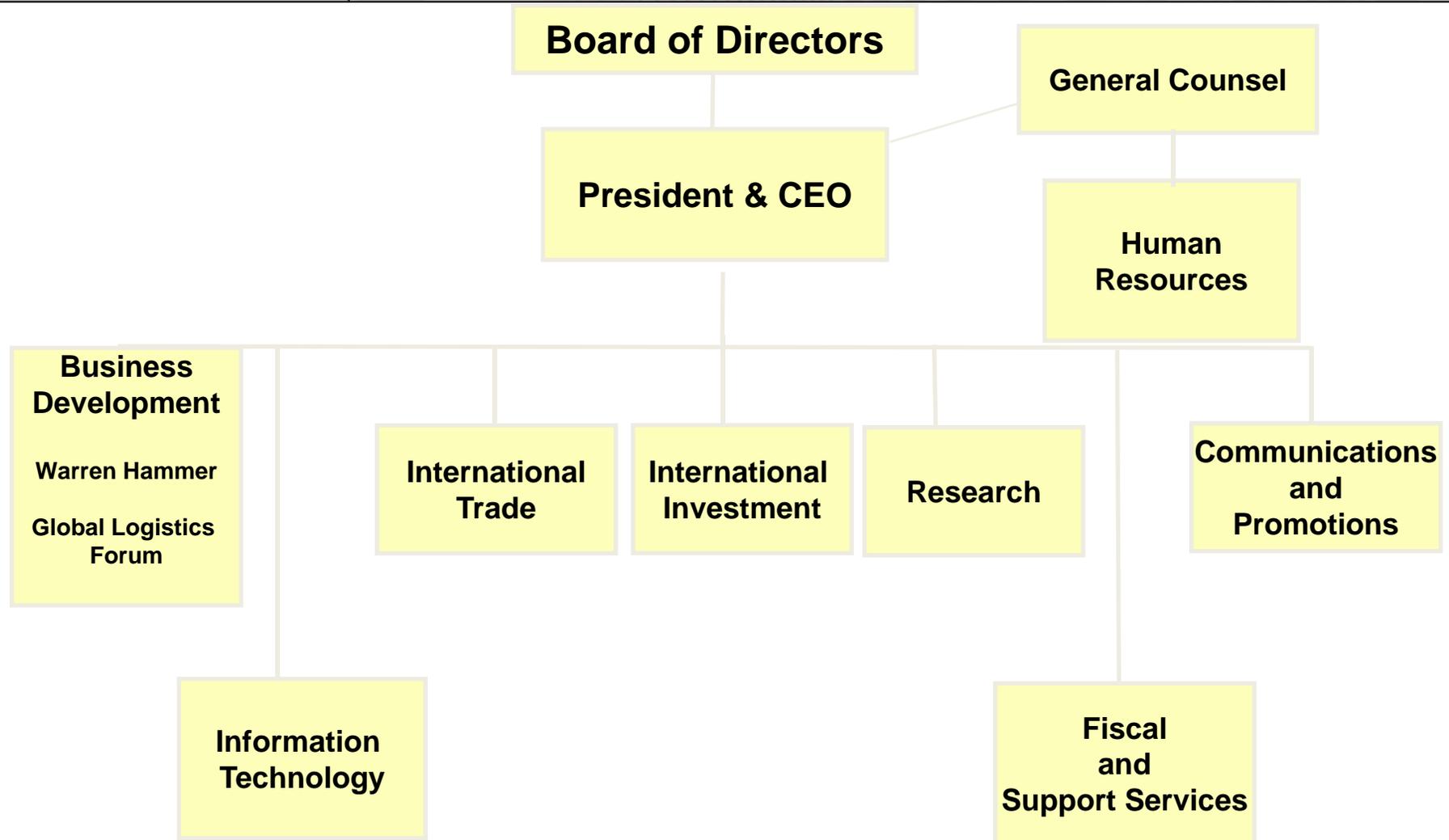
Donald W. Seale
Executive Vice President & CMO
Norfolk Southern Corporation

James E. Ukrop
Chairman, Ukrop's Dress Express

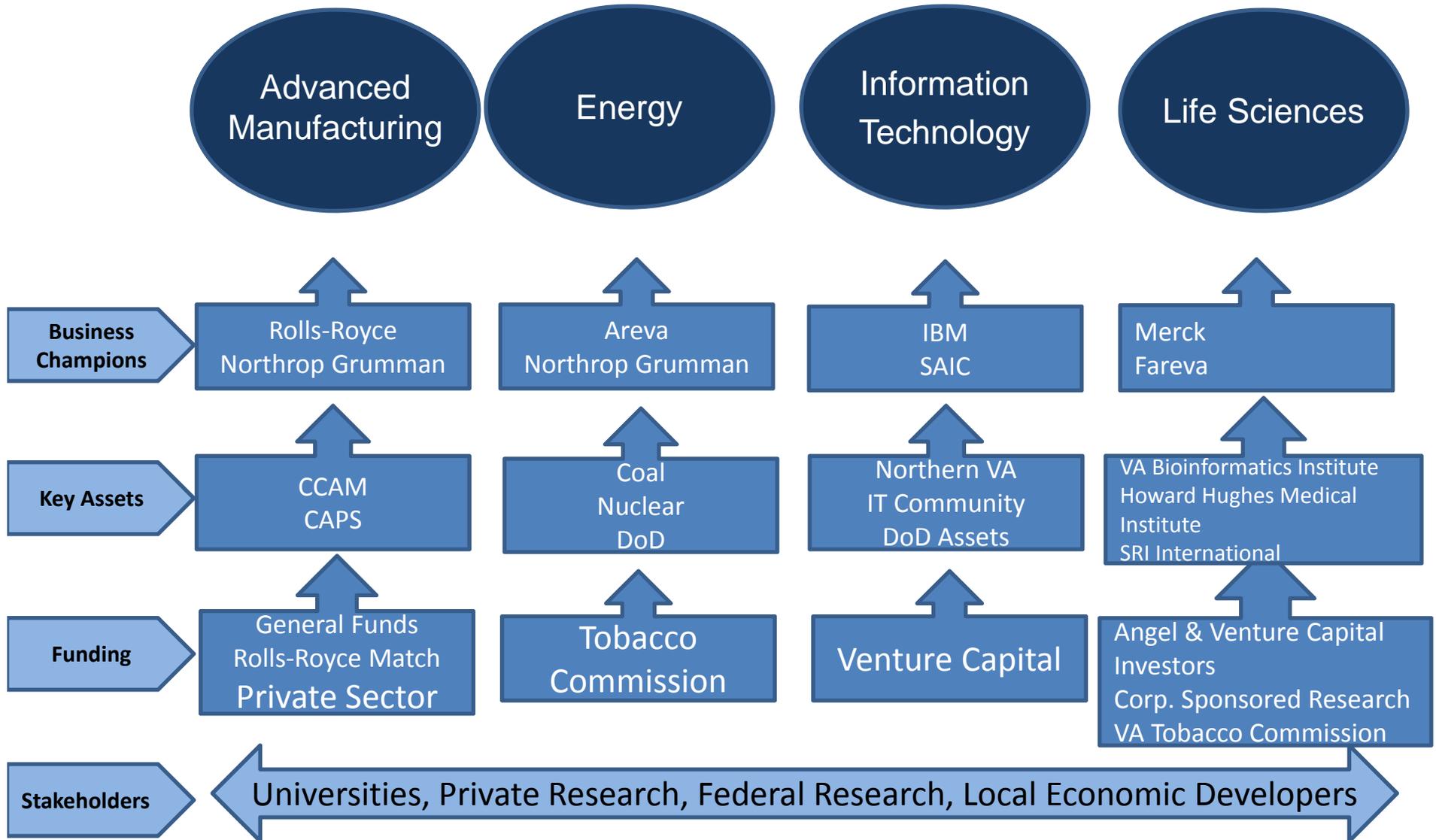
Neil D. Wilkin, Jr.
President and CEO
Optical Cable Corporation

Ex-Officio:
William T. Bolling
Richard D. Brown
James S. Cheng
Glenn DuBois

ORGANIZATIONAL CHART



VIRGINIA CENTERS OF EXCELLENCE



Advanced Manufacturing

- *Food processing*
- Pharmaceuticals
- Chemicals
- Natural Resources

Security & Services

- *Federal Security Agencies & Providers*
- *Information Technology*
- Finance, Insurance, HQ
- Professional & Business Services

Science & Research

- *Clean Energy*
- *Biotechnology/R&D*
- Emerging Industries
- Medical/Federal Labs

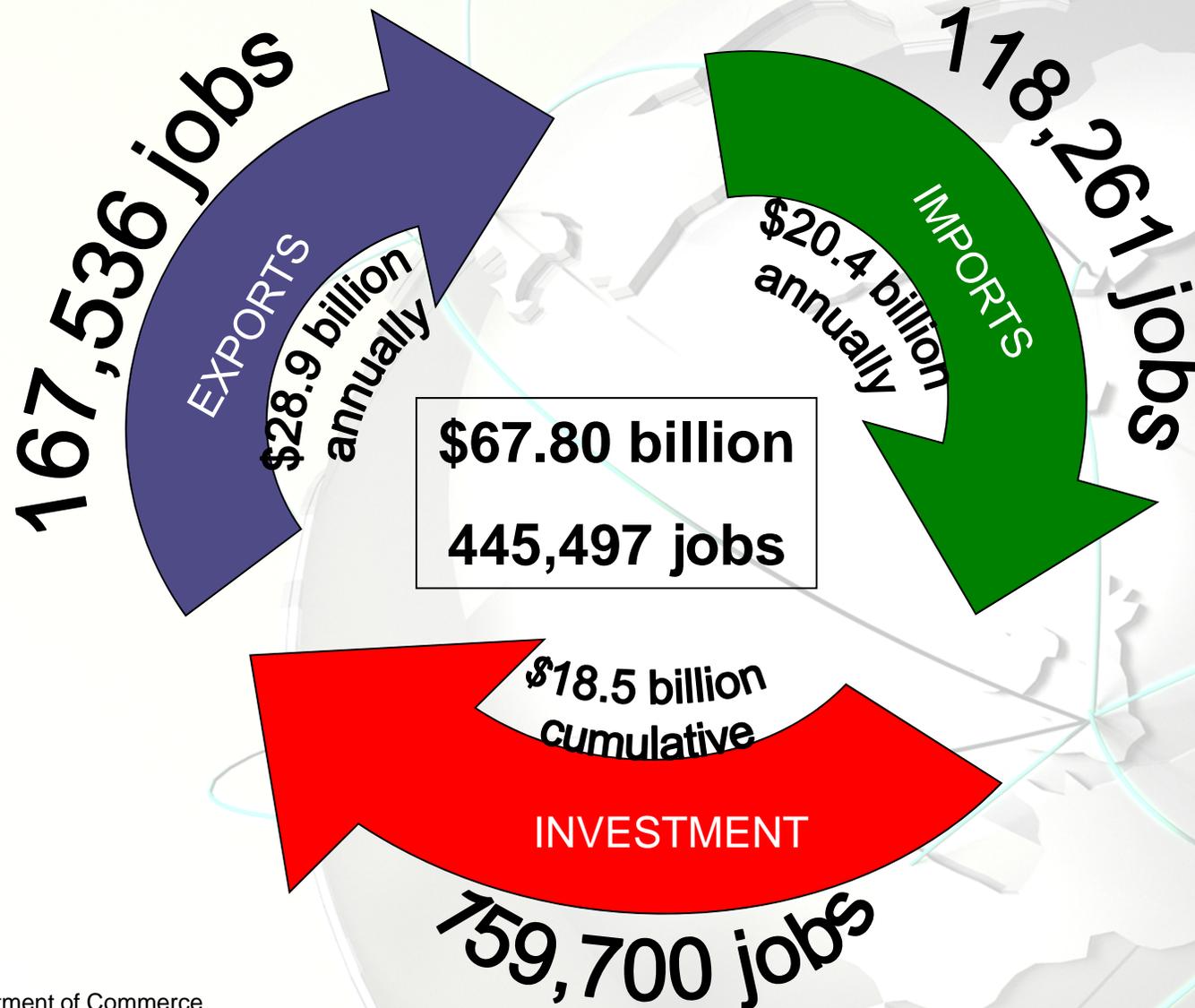
Transportation

- *Aerospace*
- *Global Logistics*
- Automotive
- Distribution

- Capture teams focused on the seven targeted sectors
 - Empower marketing
 - Deploy flexibility to adapt resources to align with markets delivering opportunities
- Emphasis on personal interaction with decision-makers and influencers
- Strategy includes more than 100 domestic and international marketing events, including:
 - Governor-led Marketing Missions
 - Geographic, Sector, and Virtual Marketing Missions
 - Industry Executive Conferences
 - Corporate One-on-One Meetings (includes monthly outreach to federal targets)
 - Familiarization Events

- Governor McDonnell:
 - Netherlands, UK, Germany July, 2010
 - Japan, China, Korea May, 2011
 - France July, 2011
 - Israel, India November 2011
- New representatives marketing Virginia:
 - United Kingdom March, 2011
 - China May, 2011
 - India November, 2011

THE GLOBAL ECONOMY IN VIRGINIA - 2010

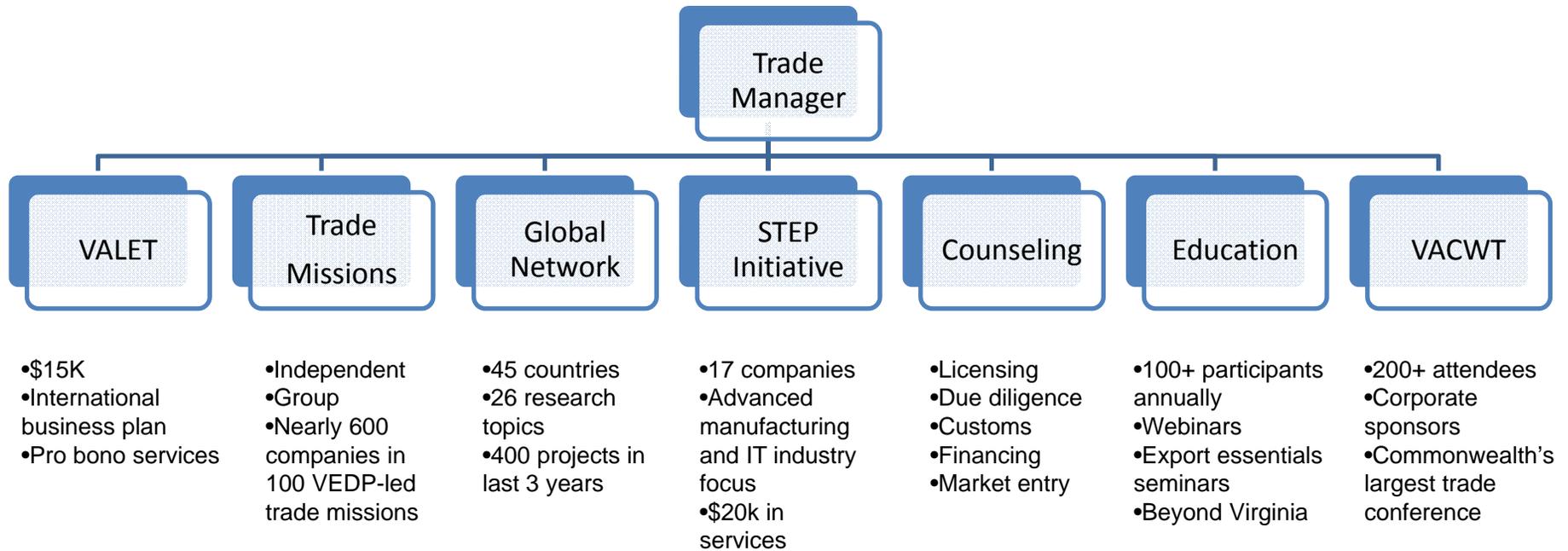




VEDP INTERNATIONAL TRADE

Virginia's Existing Business Program

INTERNATIONAL TRADE PROGRAMS AND SERVICES



Easy Access to Domestic and Global Markets

- Virginia offers unparalleled transportation opportunities to get you anywhere in the world with ease.
- Centrally located on the U.S. East Coast, our integrated transportation system of highways, railroads, airports and seaports ensures that you can reach every one of your markets and get shipments from suppliers more efficiently.

LOCAL AND STATE PARTNERS

DMME

DEQ

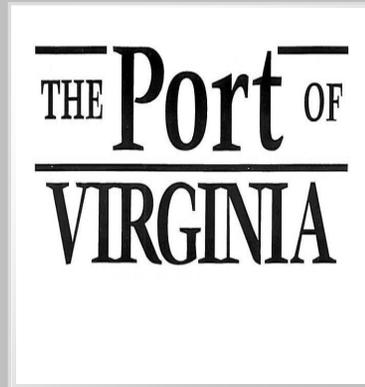
DBA

Virginia's
Community
Colleges

VDOT

- **The Port of Virginia**
 - **APM Terminal**
 - **Norfolk International Terminals**
 - **Portsmouth Marine Terminal**
 - **Newport News Marine Terminal**
 - **Virginia Inland Port**
- **Virginia Department of Rail and Public Transportation**
- **Norfolk Southern**
- **CSX**
- **Metro Washington Airport Authority, Dulles International Airport**
- **Local and Regional Economic Development Allies**
- **Private business and industry**

EXAMPLES OF RELEVANT CORPORATE CLUSTERS/PEERS IN VIRGINIA



6m+ sq ft warehouse space in Virginia

Over 3m sq ft warehouse space in Virginia

Import logistics & regional distribution center

Headquarters & distribution center

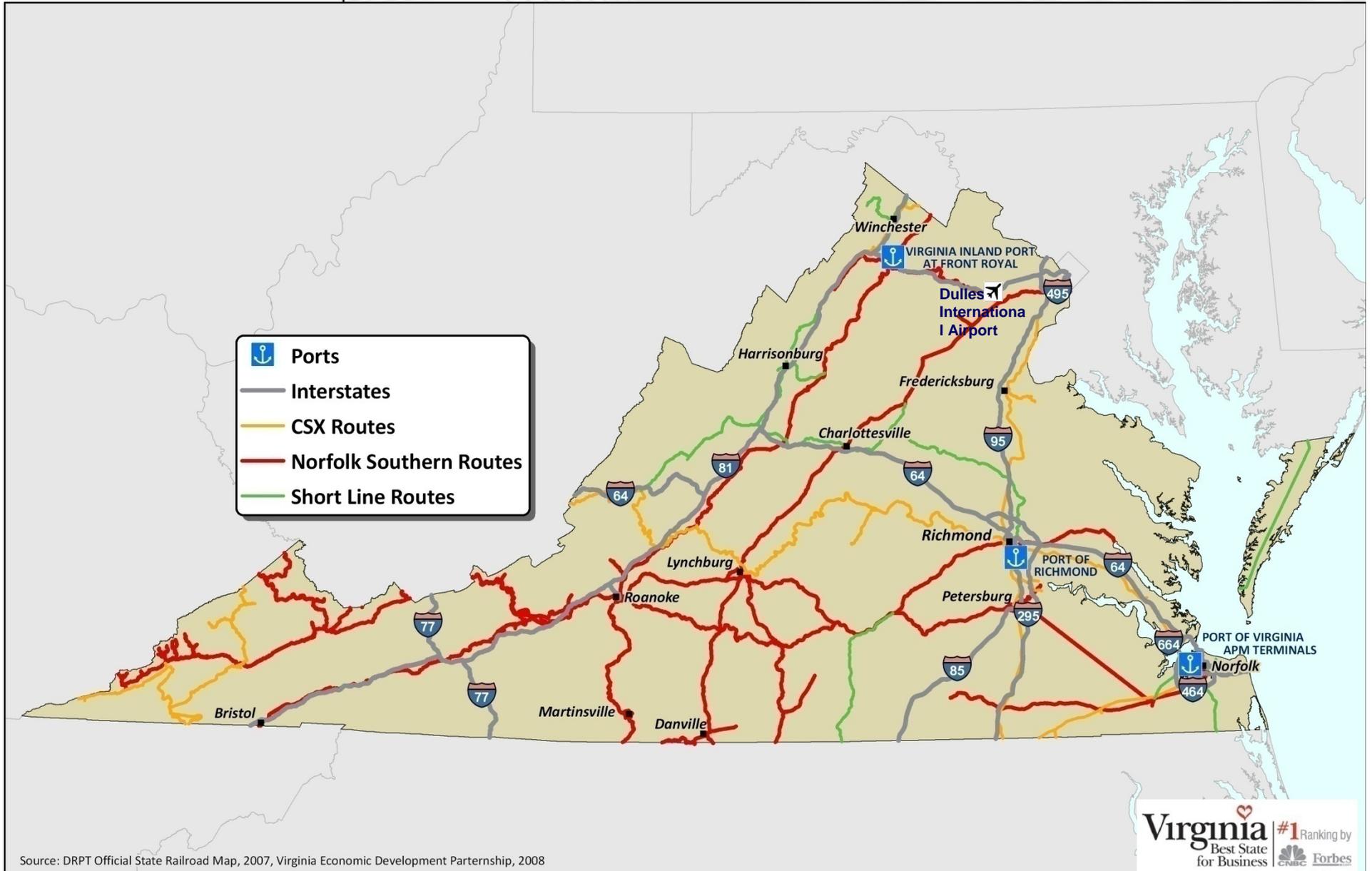
Dollar Tree Family Dollar and Dollar General

Martin Brauer Reinhardt Food Services

THE PORT OF VIRGINIA



INTERMODAL VIRGINIA



Source: DRPT Official State Railroad Map, 2007, Virginia Economic Development Partnership, 2008

SECTOR OPERATIONAL ADVANTAGES

Unemployment Insurance Tax/Employee (2010)*



Worker's Compensation Rate for Code 8292-Warehousing NOC (4.1.11)**



*Unemployment Insurance per employee is a product of the average unemployment insurance tax as a percentage of taxable wages and the taxable wage base (preliminary)

**DE and PA – Code id 0813 – Warehousing Rates effective, 8/1/11 and 7/1/11 respectively

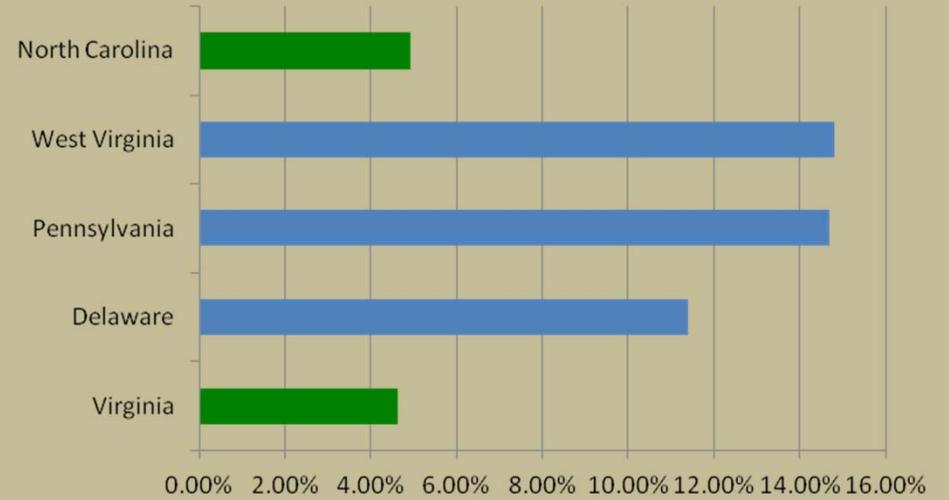
SECTOR OPERATIONAL ADVANTAGES

No **Right-to-Work Law**
Yes **2011**
S

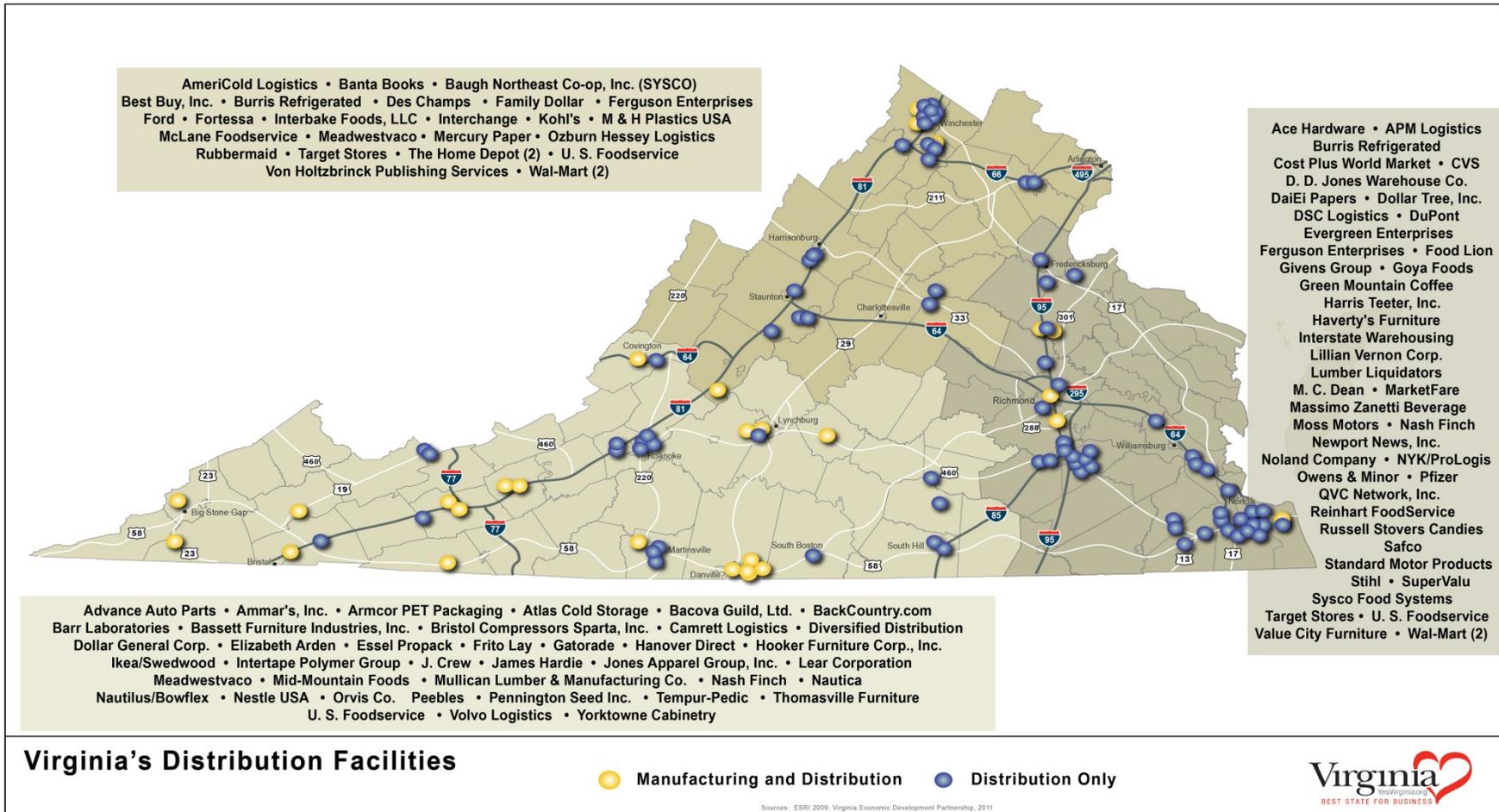
Average Annual Cost Paid by Employers for Health Premiums for Family Coverage



Percent of Workers Union Members



VIRGINIA'S DISTRIBUTION FACILITIES



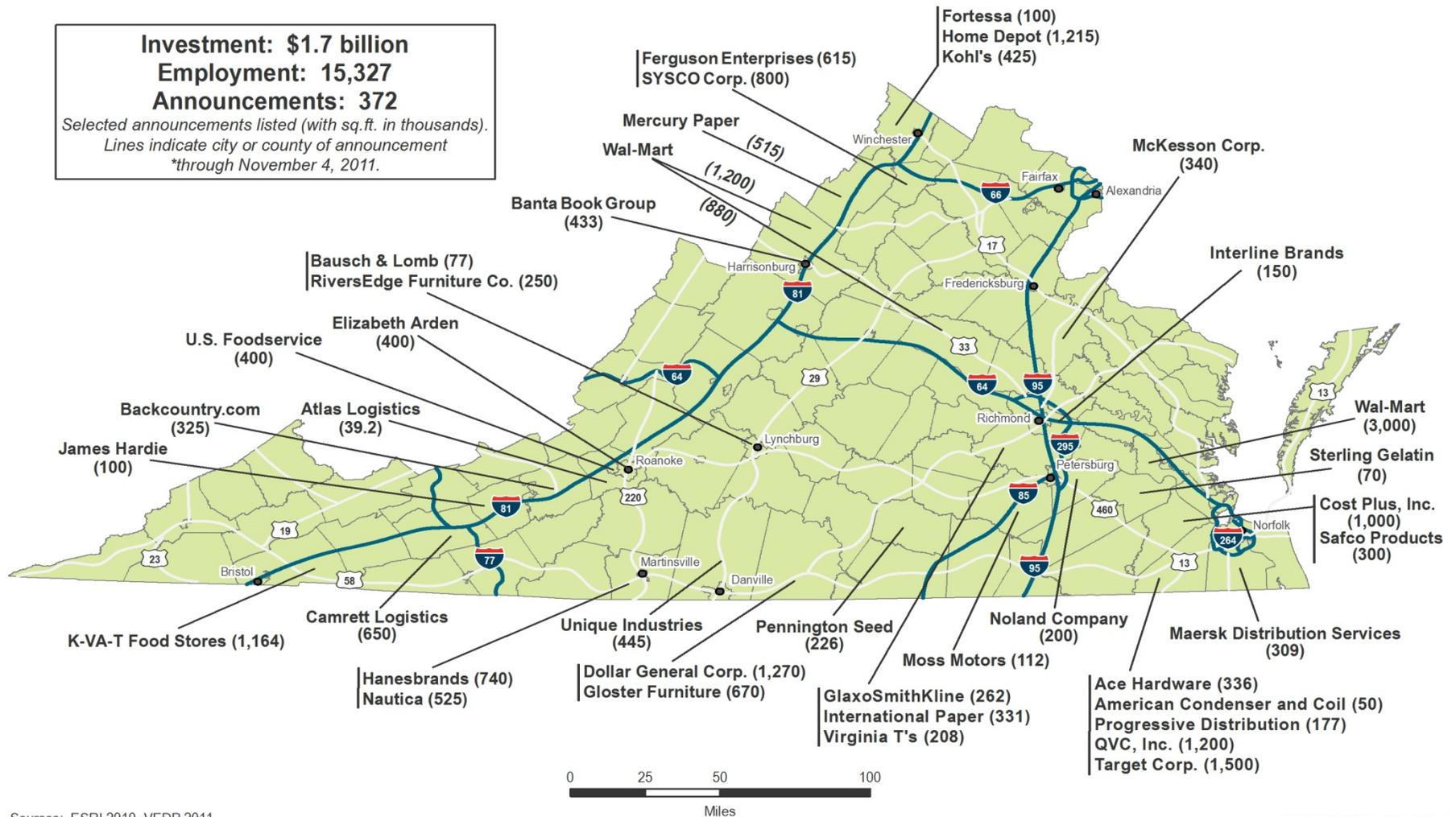
Virginia's Distribution Facilities

● Manufacturing and Distribution ● Distribution Only

DISTRIBUTION CENTER ANNOUNCEMENTS

DISTRIBUTION CENTER ANNOUNCEMENTS 2002 - 2011*

Investment: \$1.7 billion
Employment: 15,327
Announcements: 372
*Selected announcements listed (with sq.ft. in thousands).
 Lines indicate city or county of announcement
 through November 4, 2011.



- Involve us early with clients or projects
- What is important to us is understanding:
 - Jobs and wages
 - Total investment
 - Site and building requirements
 - Workforce
- Confidential projects and Non-Disclosure Agreements
- Relationships!