# STATE AND LOCAL SITE SELECTION ASSISTANCE

## COUNCIL OF SUPPLY CHAIN MANAGEMENT PROFESSIONALS

WARREN HAMMER
GLOBAL LOGISTICS BUSINESS DEVELOPMENT
VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP

Virginia
YesVirginia.org
BEST STATE FOR BUSINESS

# GOOGLE SEARCH FOR "ECONOMIC DEVELOPMENT"

economic development - Google Search - Windows Internet Explorer

http://www.google.com/search?q=economic+development&rls=com.microsoft:en-us:IE-SearchBox&ie=UTF-8&oe=UTF-8&s

File Edit View Favorites Tools Help

economic development - Google Search

Page Tools

Web Images Maps News Video Gmail more ▼ Sign in

Google economic development Search Advanced Search Preferences

Web Show options... Results 1 - 10 of about 104,000,000 for economic development. (0.18 seconds)

**Economic development** - Wikipedia, the free encyclopedia
**Economic development** is the **development** of **economic** wealth of countries or regions for the well-being of their inhabitants. It is the process by which a ...
en.wikipedia.org/wiki/**Economic_development** - 73k - Cached - Similar pages

**Economic Development** Administration
Established under the Public Works and **Economic Development** Act of 1965 to generate jobs, help retain existing jobs, and stimulate industrial and commercial ...
www.eda.gov/ - 17k - Cached - Similar pages

**Economic Development** - HUD
If you're interested in applying for HUD's **economic development** programs, ... **Economic development** is an important part of strengthening communities by ...
www.hud.gov/**economicdevelopment**/index.cfm - 37k - Cached - Similar pages

Virginia **Economic Development** Partnership - Business Location and ...
The professionals at the Virginia **Economic Development** Partnership (VEDP) understand the complicated demands of the site selection process and offer years ...
www.yesvirginia.org/ - 101k - Cached - Similar pages

International **Economic Development** Council
The International **Economic Development** Council (IEDC) is dedicated to helping **economic development** professionals improve the quality of life in their ...
www.iedconline.org/ - 23k - Cached - Similar pages

The **Economic Development** Directory
Directory of **economic development** websites of over 2000 **economic development** agencies

Sponsored Links

Baton Rouge Area Chamber
Be a part of Louisiana's rapidly growing economy in Baton Rogue.
www.BRAC.org

Ideal Business Location
Expand your business to the Greater Beloit Region
www.greaterbeloitworks.com

SC Sites and Buildings
Industrial Parks and Sites in SC
Search South Carolina Sites
www.scprimesite.com

MSc **Economic Development**
World class taught programmes: UK leading **development** studies centre
www.Gla.ac.uk/**economics**

**Economic Development**
OP Eco Dev has info on upscale suburbun KC office park incentives
www.OPEDC.org/

Internet 100%

## Who We Are

- Commonwealth of Virginia Authority
- Virginia's Welcome Center for Business
- Global Gateway
- Revenue Generator
- Community Ally
- Business and Industry Ally

## Virginia's Economic Development Team

- 134 Cities/Counties
- 14 Regional Economic Development Marketing Organizations
- Utilities
- Colleges/Universities
- Federal agencies
- Other state agencies

2009 was noteworthy that for the fourth year in a row Forbes.com named Virginia "the Best State for Business."

Special Report

**The Best States For Business**

Kurt Badenhausen, 09.23.09, 06:00 PM EDT

**The recession hit everywhere, but Virginia is booming compared with the rest of America.**

**No. 1: Virginia**

| | |
|---|---|
| 2008 RANK | 1 |
| BUSINESS COSTS RANK | 20 |
| LABOR RANK | 3 |
| REGULATORY ENVIRONMENT | 2 |
| ECONOMIC CLIMATE | 18 |
| GROWTH PROSPECTS | 12 |
| QUALITY OF LIFE | 1 |

© Getty Images

Sources: Moody's Economy.com; Pollina Corporate Real Estate; Pacific Research Institute; Tax Foundation; Sperling's Best Places; Census Bureau; SBA; FBI; Dept. of Education; *Forbes*.

Virginia
YesVirginia.org
BEST STATE FOR BUSINESS

# ACCOLADES

CQ Virginia Commerce Quarterly

A Publication of the Virginia Economic Development Partnership
Fall 2009, Vol.14, Issue 4

## Virginia makes Business History

No other state has held the Forbes.com "Best State for Business" title for four straight years, and no other state has achieved top business rankings by three major business organizations at one time.
Until now.

(Story continued on page 3)

Virginia Economic Development Partnership • Riverfront Plaza • 901 East Byrd Street • Richmond, Virginia 23219 • 804-545-5600 • www.YesVirginia.org

A **BEST STATE** FOR BUSINESS

Forbes.com

A **TOP STATE** FOR BUSINESS

CNBC

**BEST** GOVERNED STATE

— *Governing Magazine*

A **TOP** PRO-BUSINESS **STATE**

Pollina
Corporate Real Estate, Inc.

## Available Information Online

- Sites
- Buildings (Industrial & Office)
- Library of resources
- Community information (local, regional, MSA)
- Current news

# TWO WAYS TO ACCESS VIRGINIASCAN ON YESVIRGINIA.ORG

Virginia
YesVirginia.org
BEST STATE FOR BUSINESS

Governor of Virginia | News Center | Library | Site Map | Contact Us

Google™ Custom Search GO

WHY VIRGINIA | EXPAND A BUSINESS | LOCATE A BUSINESS | START A SMALL BUSINESS | BUSINESS SECTORS | INTERNATIO | SITE SELECTION | COMMUNITY PROFILES | RESOURCE CENTER | ABOUT US

INTERNATIONAL INVESTMENT

Virginia: The State of Education

**In the News**
January 21, 2009

GOVERNOR ANNOUNCES 60 JOBS FOR GRAYSON COUNTY >>

GOVERNOR KAINE ANNOUNCES 318 NEW JOBS FOR NEWPORT NEWS >>

Governor Kaine Announces Renew Virginia Initiative >>

More News >>

PRESIDENTIAL "E STAR" AWARD

Click Here >>

Home

Only a few locations can guarantee the right combination of resources that are crucial to your business's success. Virginia is one of those locations. The Commonwealth of Virginia's unique combination of assets has encouraged businesses to prosper here for more than 400 years. Like you, they searched the world over for that convergence of resources that would help ensure their prosperity. For them, their search ended here. Chances are yours will too.

Please review our website to learn why Virginia is ranked T[illegible] for Business by Forbes.com and a Top State for Business by CN[illegible]

**Virginia's Business Location & Site Selection Experts are Yours**
The professionals at the Virginia Economic Development Partnership (VEDP) understand the complicated demands of the site selection process and offer years of experience to help make your site selection process simpler. And for those businesses located in Virginia, the Partnership provides expert,

**Site Selection**
One of the country's most advanced, on-line site selection search tools, VirginiaScan allows you to search for the best location for your business based on workforce needs, sites & buildings specifications and business locations.

VirginiaScan

**Virginia Economic Development Partnership**
901 East Byrd Street
P.O. Box 798
Richmond, VA 23218-0798
USA
Get Directions

Inquiries:
(804) 545-5700 (Domestic)

# SEARCH FEATURE

Virginia
YesVirginia.org
BEST STATE FOR BUSINESS

Governor of Virginia | News Center | Blog | Library | Site Map | Contact Us

Google™ Custom Search GO

WHY VIRGINIA | EXPAND A BUSINESS | LOCATE A BUSINESS | START A SMALL BUSINESS | BUSINESS SECTORS | INTERNATIONAL | SITE SELECTION | COMMUNITY PROFILES | RESOURCE CENTER | ABOUT US

Search Properties
Featured Properties

TIONAL INVESTMENT

PRESIDENTIAL "E STAR" AWARD
Click Here >>

Home

Only a few locations can guarantee the right combination of resources that are crucial to your business's success. Virginia is one of those locations. The Commonwealth of Virginia's unique combination of assets has encouraged businesses to prosper here for more than 400 years. Like you, they searched the world over for that convergence of resources that would help ensure their prosperity. For them, their search ended here. Chances are yours will too.

Please review our website to learn why Virginia is ranked America's Top State for Business by CNBC and the Best State for Business by *Forbes.com.*

CNBC | NEWS | BLOGS | VIDEO

LIVE

**In the News**
August 27, 2009

Lynchburg Company Selected to Participate in Virginia's VALET Program >>

Harrisonburg Company Selected to Participate in Virginia's VALET Program >>

Troy Company Selected to Participate in Virginia's VALET Program >>

More News >>

**Business Blog**

A place for news, opinions, and information regarding the Virginia Economic Development Partnership >>

Site Selection
One of the country's most advanced, on-

VirginiaScan

Virginia Economic Development Partnership
901 East Byrd Street
P.O. Box 798
Richmond, VA 23218-0798
USA
Get Directions

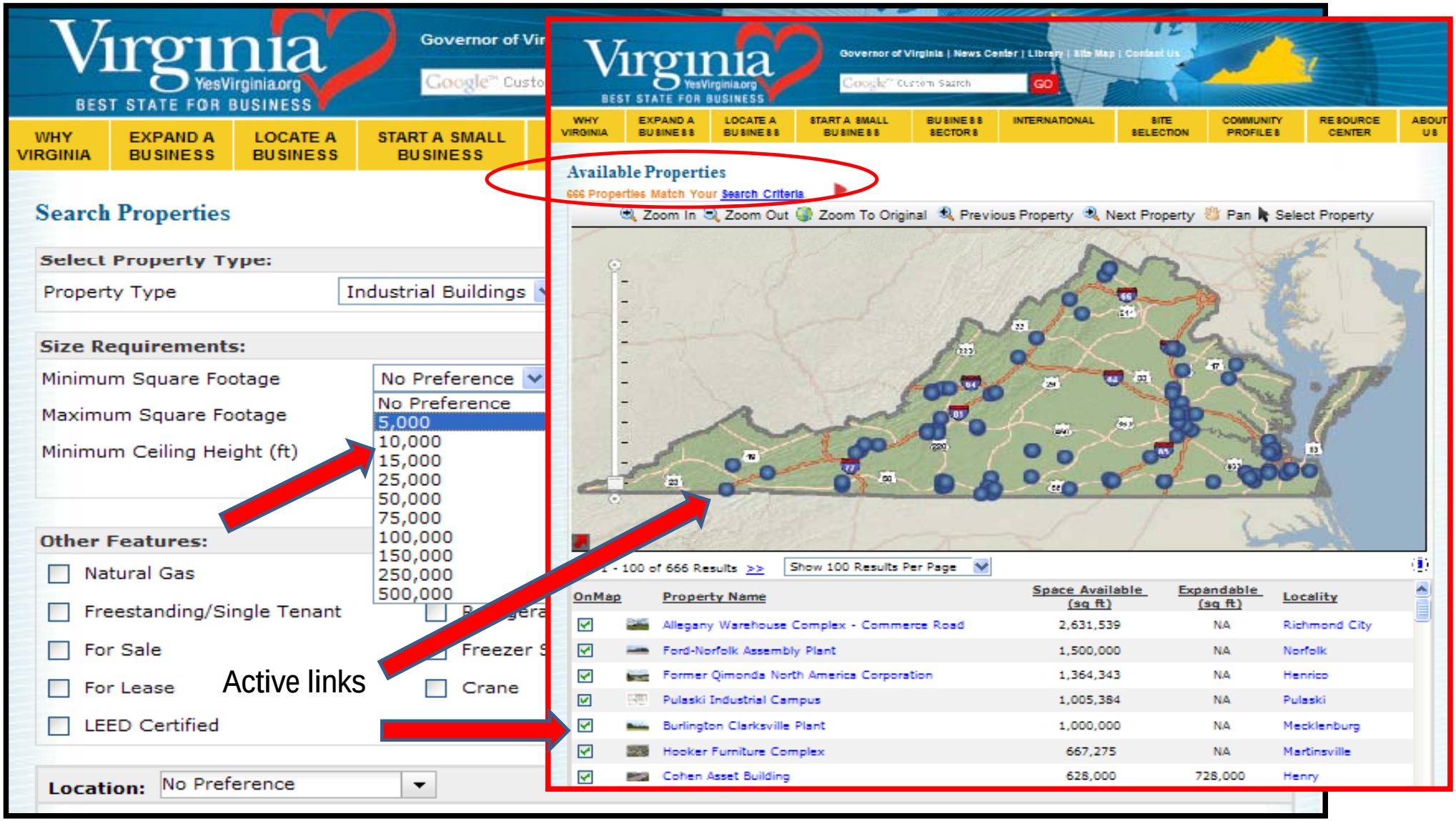
Inquiries:
(804) 545-5700 (Domestic)

# DROP DOWN BOX FOR PROPERTY TYPE

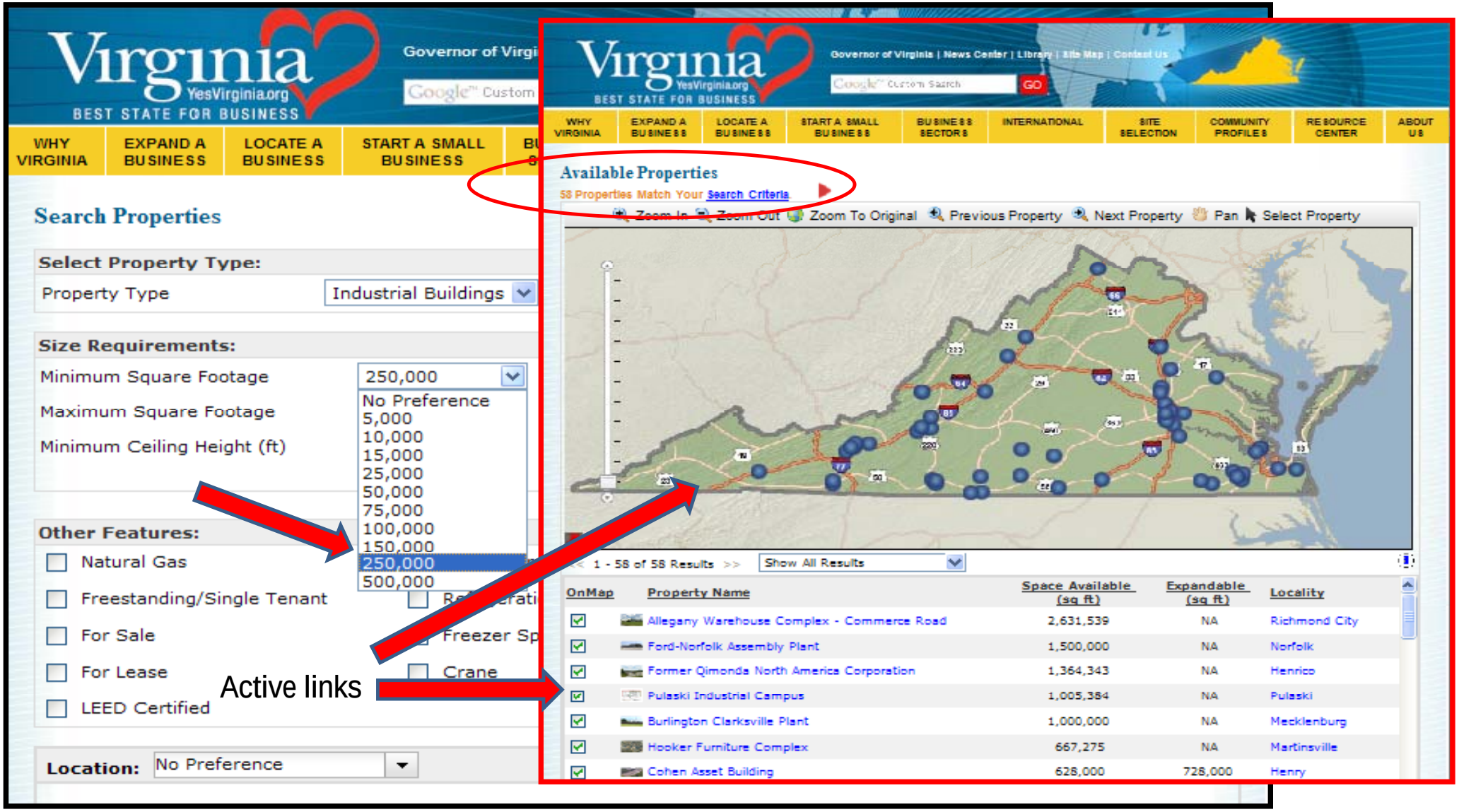
# AVAILABLE BUILDINGS

- Buildings from 5,000 sq ft to 1 million sq ft
- Building requirement
- Pictures and maps
- Search by locality, region or state

I chose to search for a 5,000 square foot industrial building. By not clicking on a locality or region, I can search statewide. There are 666 properties that are a minimum of 5,000 square feet.



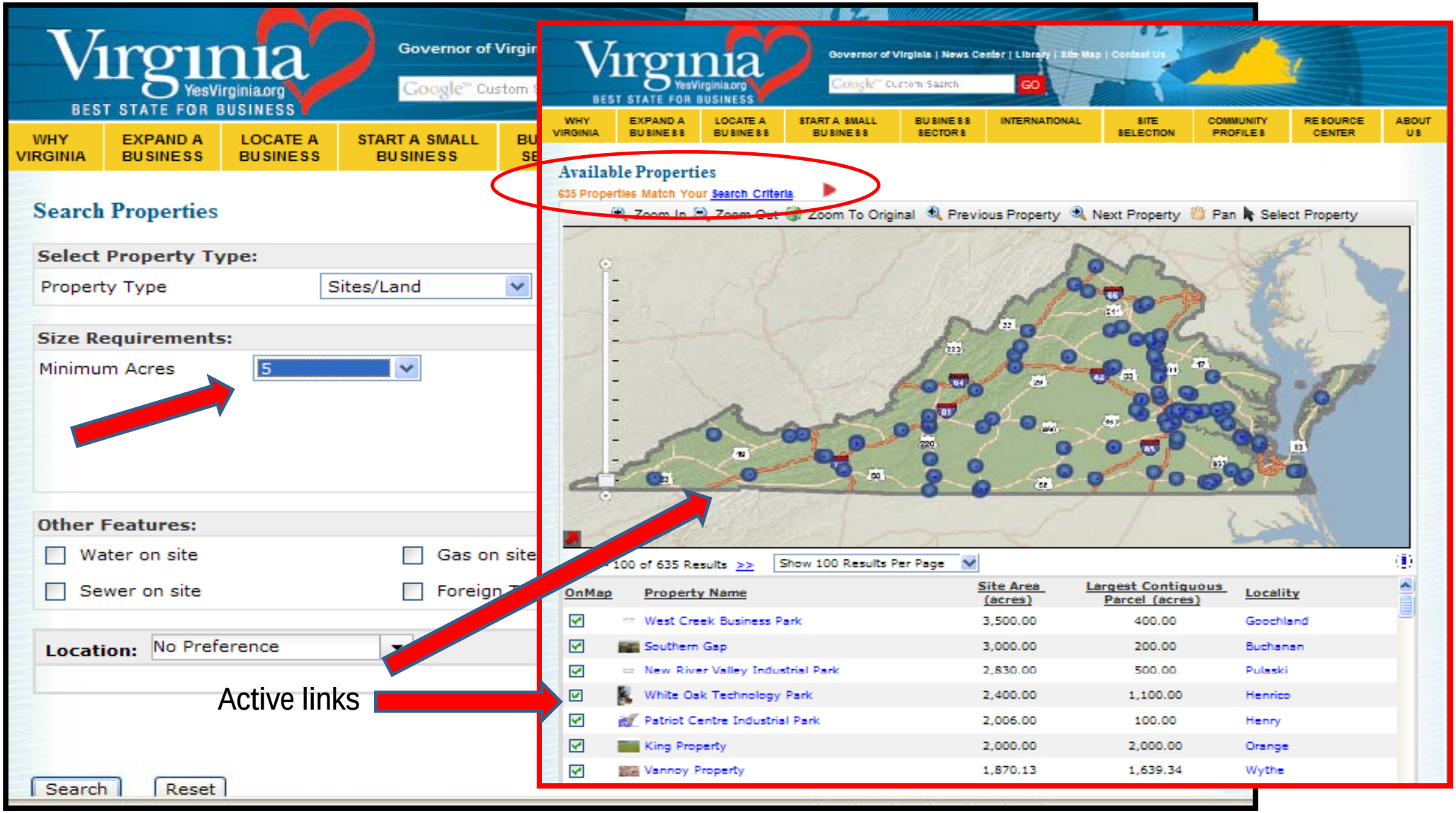
I chose to search for a 250,000 square foot industrial building. By not clicking on a locality or region, I can search statewide. There are 58 properties that are a minimum of 250,000 square feet.



# AVAILABLE SITES

- Sites from 5 acres to Mega Sites
- Raw acreage to industrial park ready
- Pictures and maps
- Search by locality, region or state

I chose to search for a 5-acre site. By not clicking on a locality or region, I can search statewide. There are 635 properties that are a minimum of 5 acres.



25 sites match a query for a site that is a minimum of 500 acres

Virginia
YesVirginia.org
BEST STATE FOR BUSINESS

Governor of Virgi

Google™ Custom

WHY VIRGINIA | EXPAND A BUSINESS | LOCATE A BUSINESS | START A SMALL BUSINESS | BU S

## Search Properties

**Select Property Type:**

Property Type: Sites/Land

**Size Requirements:**

Minimum Acres: 500

**Other Features:**

- Water on site
- Gas on site
- Sewer on site
- Foreign Tra

**Location:** No Preference

Active links

Search | Reset

Virginia
YesVirginia.org
BEST STATE FOR BUSINESS

Governor of Virginia | News Center | Library | Site Map | Contact Us

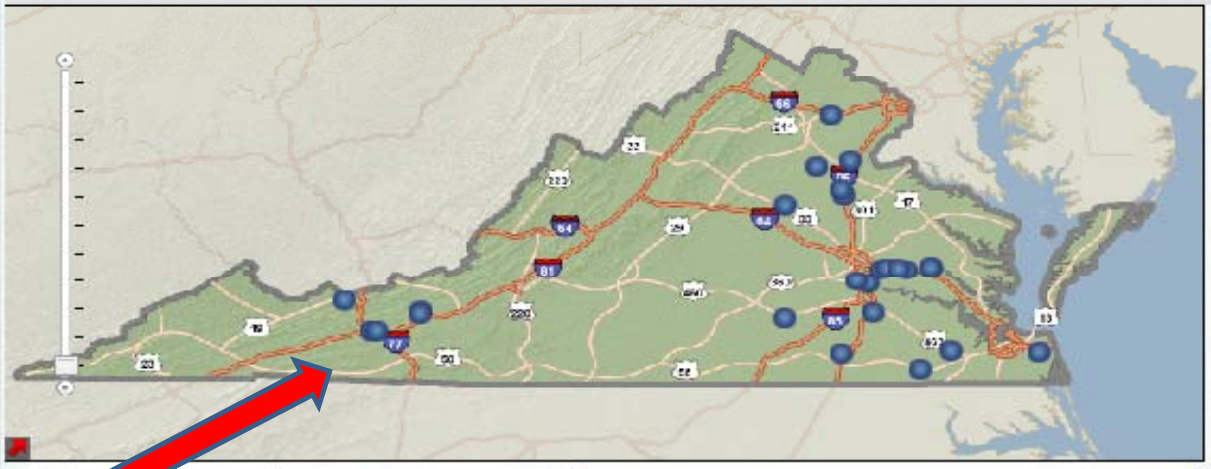
Google™ Custom Search | GO

WHY VIRGINIA | EXPAND A BUSINESS | LOCATE A BUSINESS | START A SMALL BUSINESS | BUSINESS SECTORS | INTERNATIONAL | SITE SELECTION | COMMUNITY PROFILES | RESOURCE CENTER | ABOUT US

## Available Properties

25 Properties Match Your Search Criteria

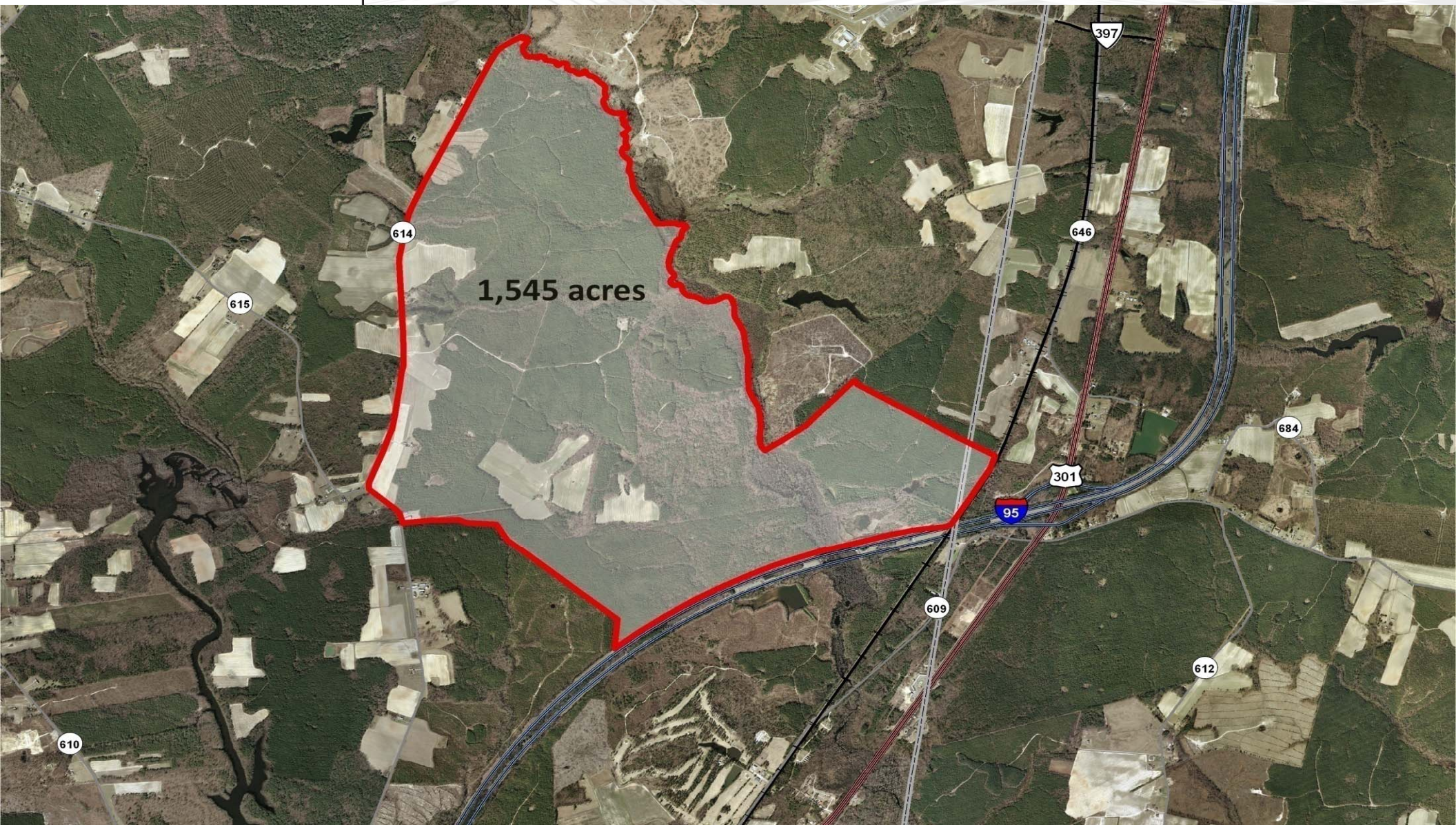
Zoom In | Zoom Out | Zoom To Original | Previous Property | Next Property | Pan | Select Property



<< 1 - 7 Results >> Show All Results

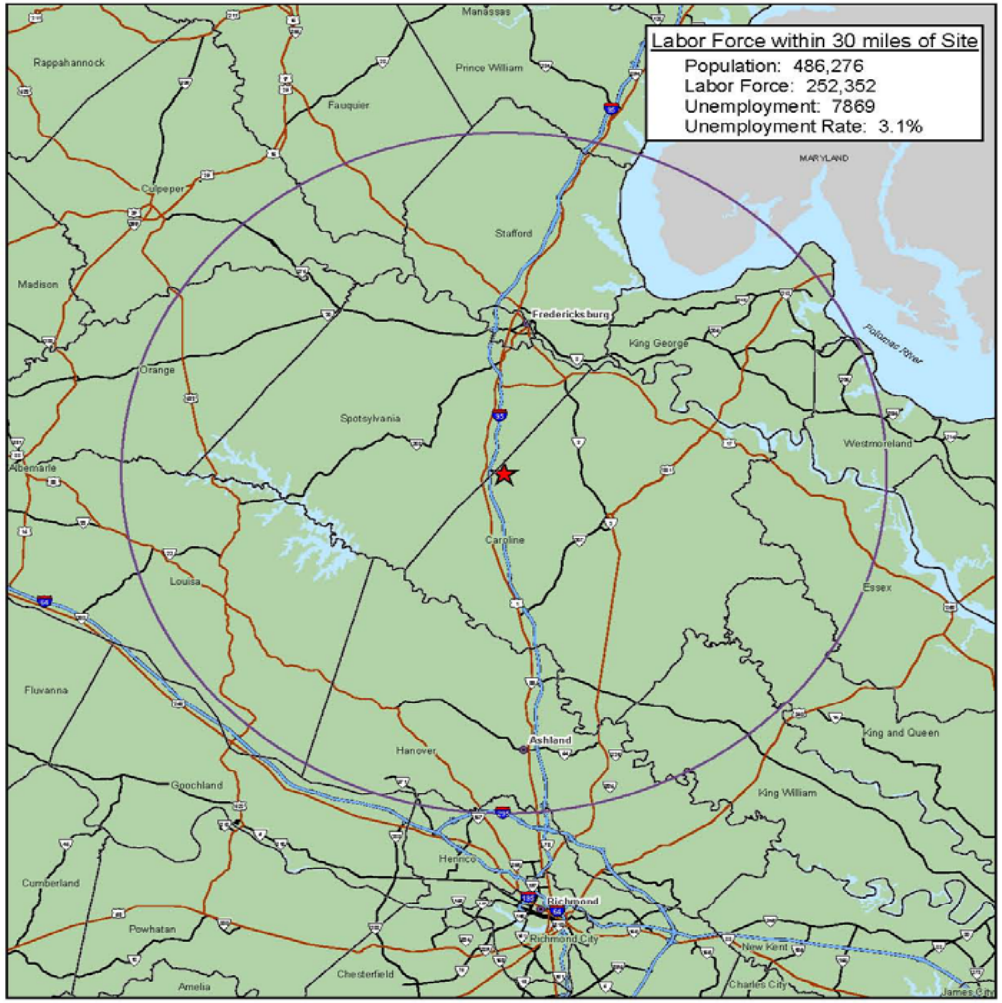
| Map | Property Name | Site Area (acres) | Largest Contiguous Parcel (acres) | Locality |
|---|---|---|---|---|
| ✓ | New River Valley Industrial Park | 2,830.00 | 500.00 | Pulaski |
| ✓ | White Oak Technology Park | 2,400.00 | 1,100.00 | Henrico |
| ✓ | King Property | 2,000.00 | 2,000.00 | Orange |
| ✓ | Vannoy Property | 1,870.13 | 1,639.34 | Wythe |
| ✓ | Shaia Site | 1,832.01 | 1,735.13 | New Kent |
| ✓ | Pickett Park (Right Now Site ?) | 1,695.00 | 700.00 | Nottoway |

# GIS AERIAL SITE MAP

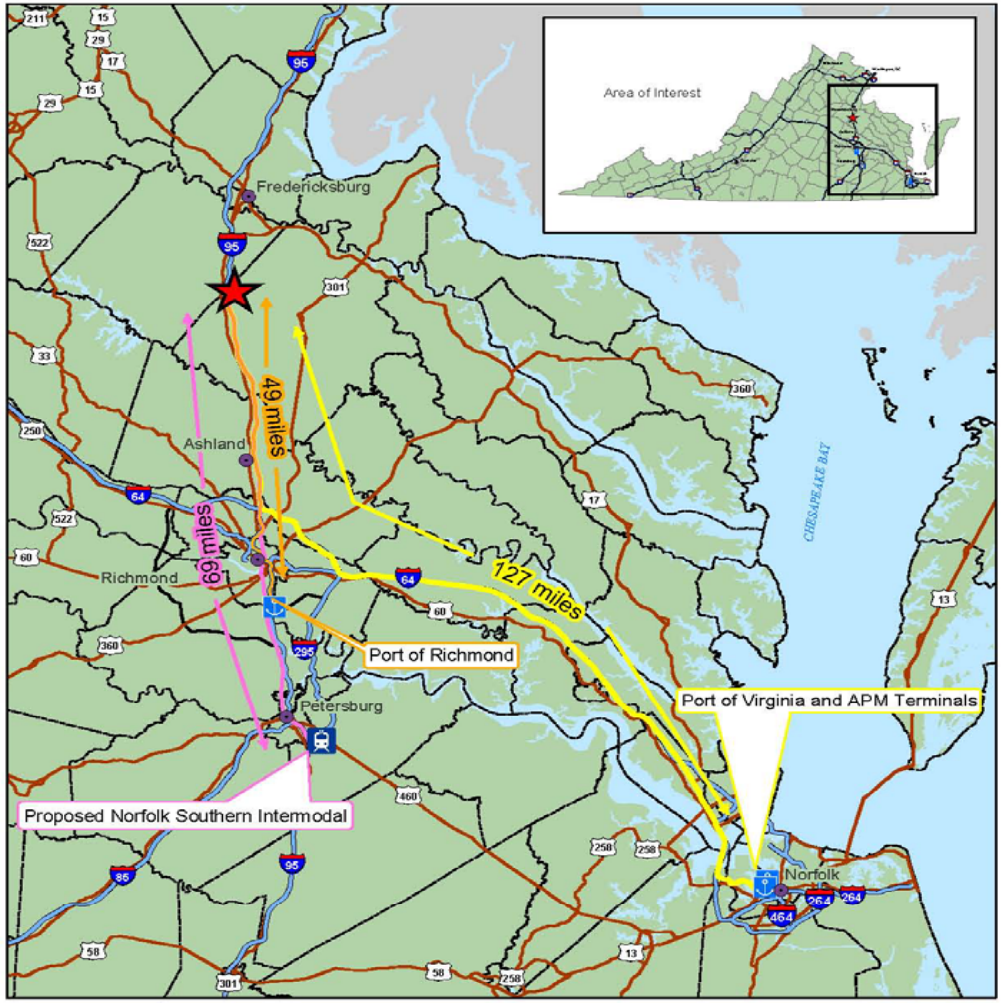


# ORROCK FARM SITE

## 30-Mile Radius from Site




## Access to Ports

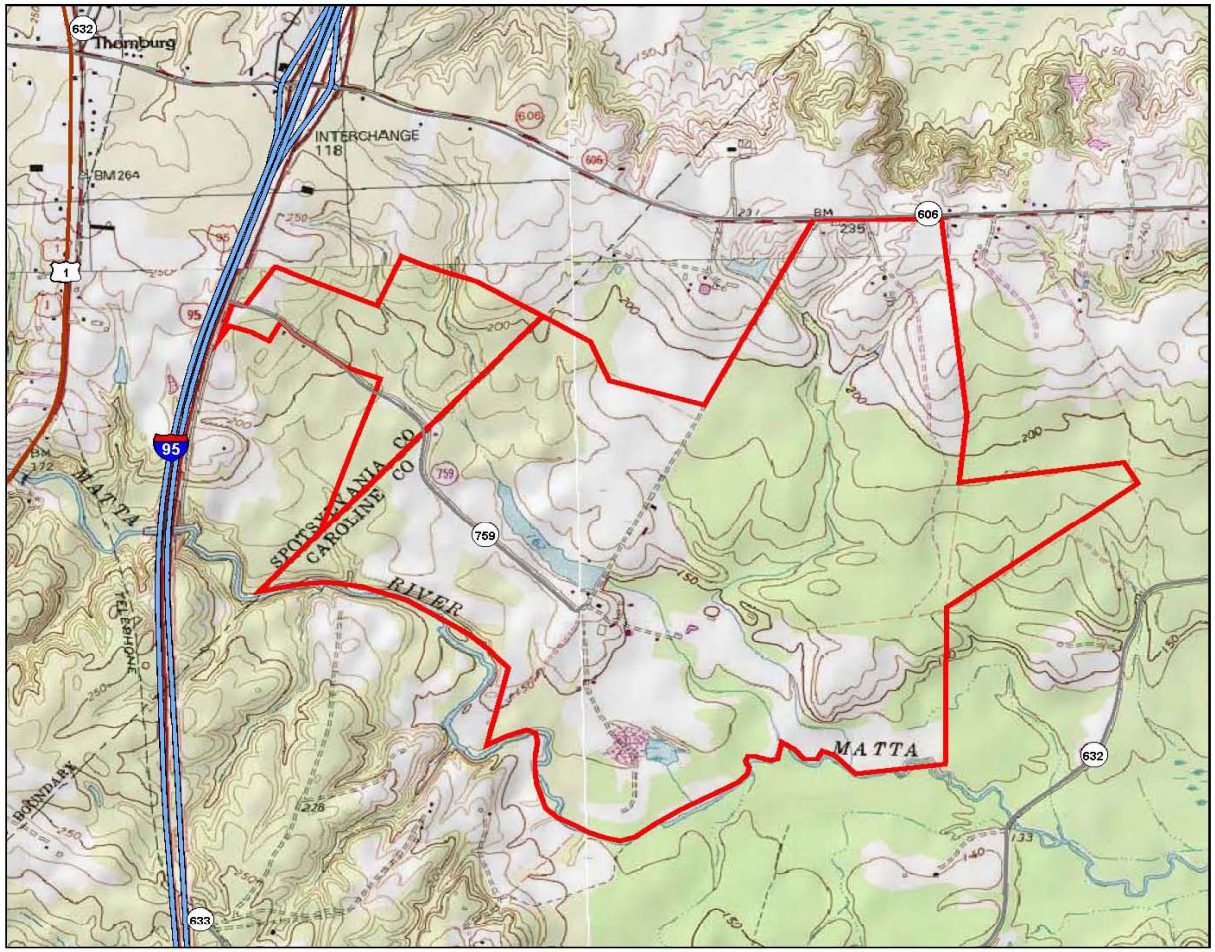



30 Mile Radius | County Boundary | Interstate | US Highway | VA Primary Highway | Site | City | Port | Intermodal Terminal

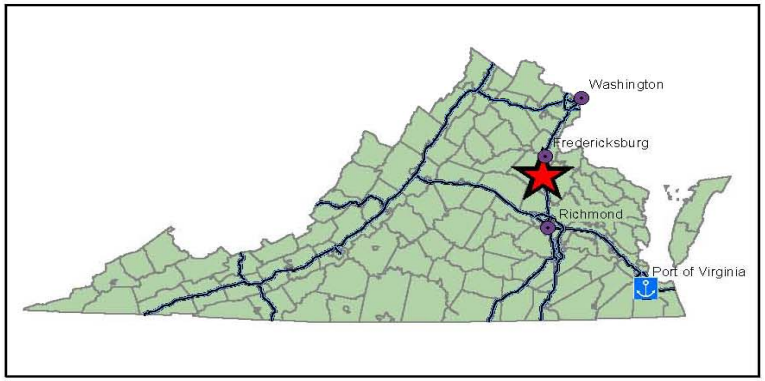
Sources: ESRI 2007, NHD 2006, USBLS 2007, VDOT 2007, VEDP 2008
(W:\projects\WHammer\developer\orrock_farm2.mxd)

© VEDP 2008

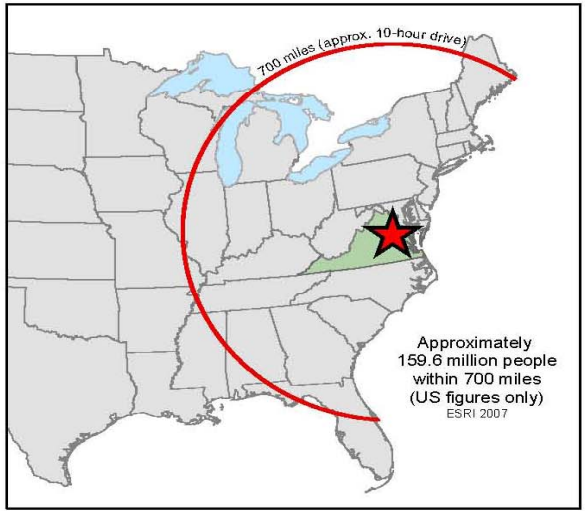
# ORROCK FARM SITE




Site




Location in Virginia



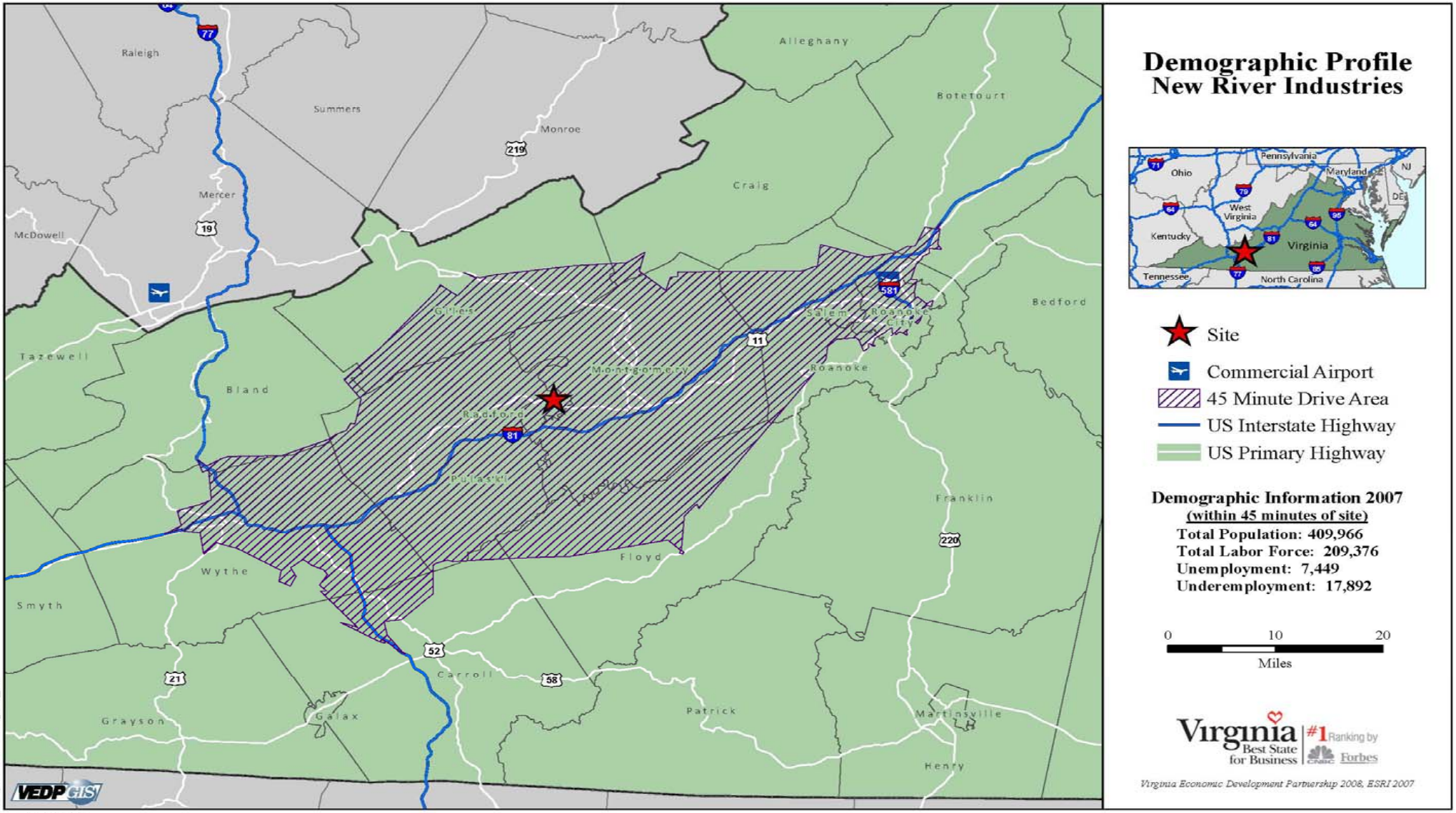

Location on U.S. east coast

Sources: ESRI 2007, National Geographic 2000, VDOT 2007, VEDP 2008
(W:\projects\WHammer\developer\orrock_farm.mxd)

© VEDP 2008

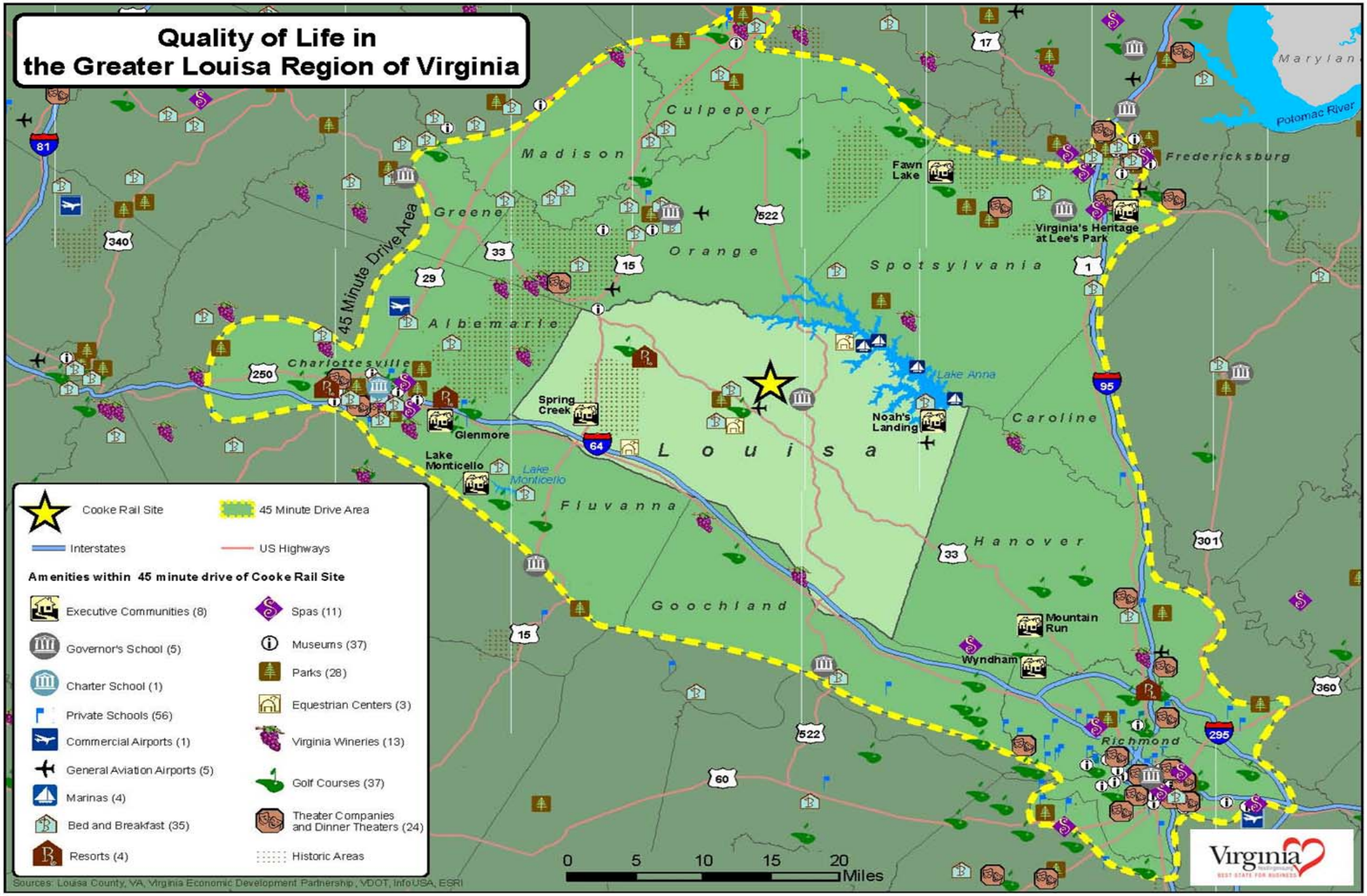
Virginia
YesVirginia.org
BEST STATE FOR BUSINESS

# 45 MINUTE DRIVE TIME REGION

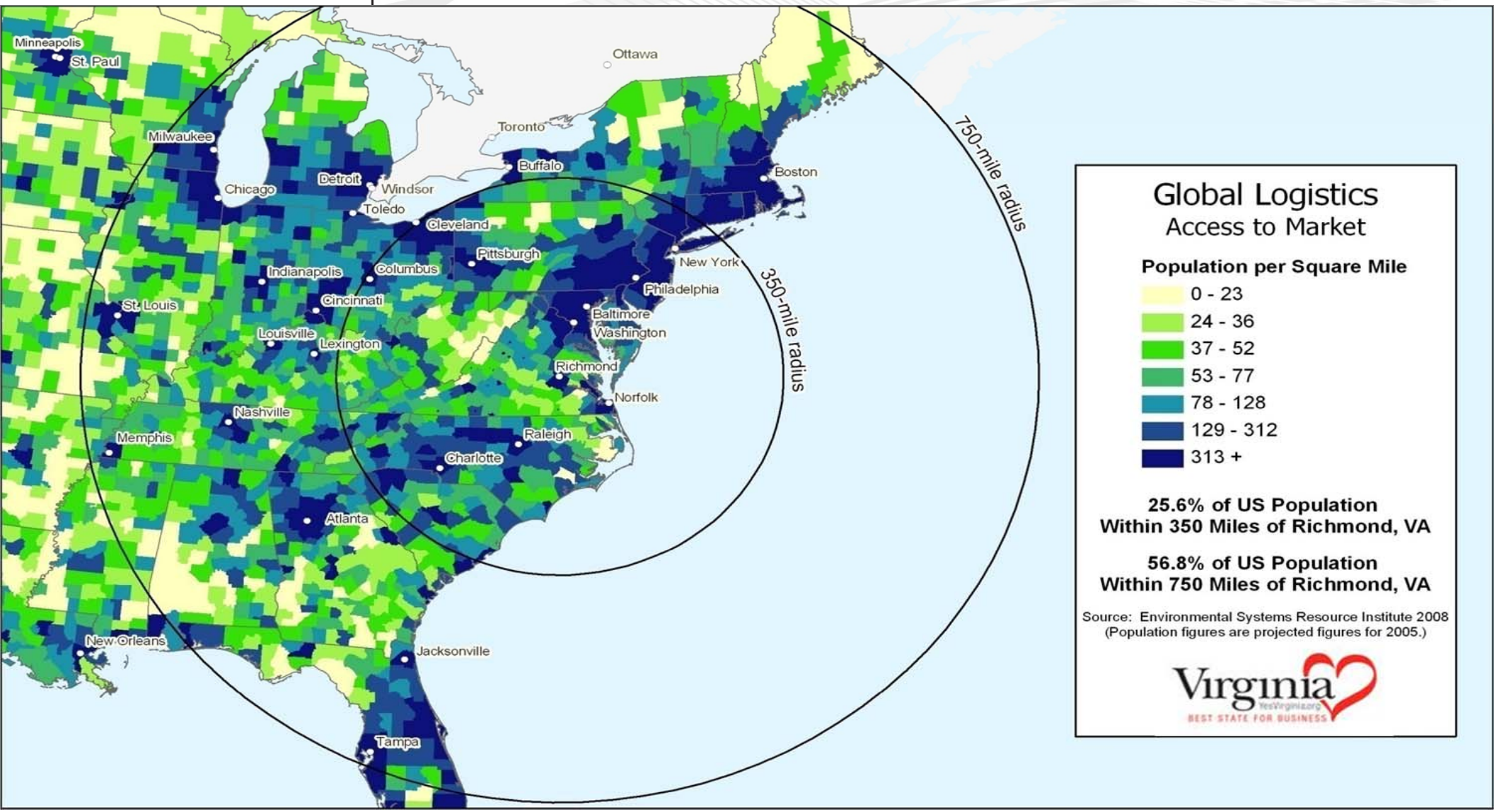



VEDP © 2008

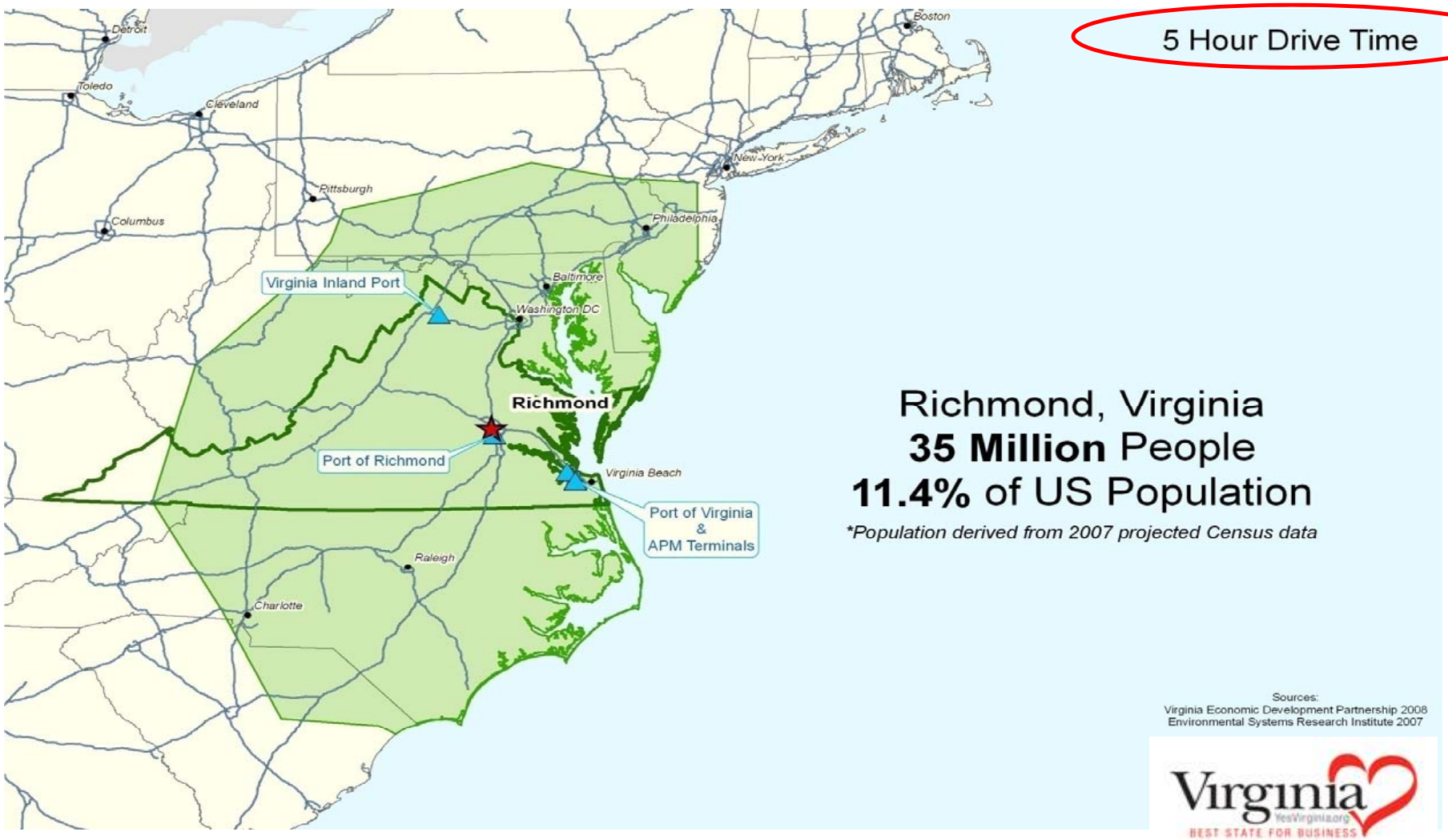
# Quality of Life in the Greater Louisa Region of Virginia



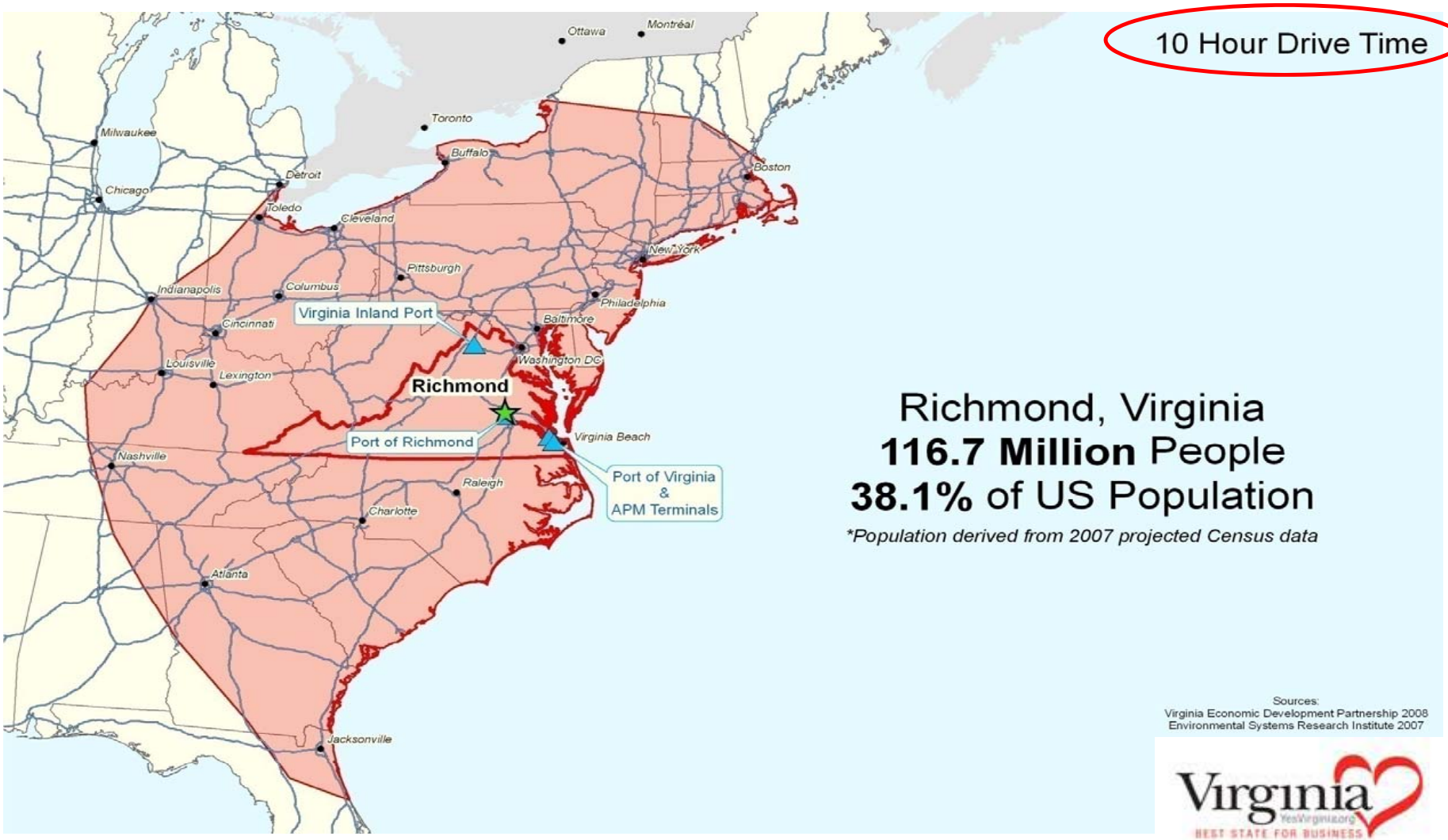
# POPULATION AND DRIVE TIME

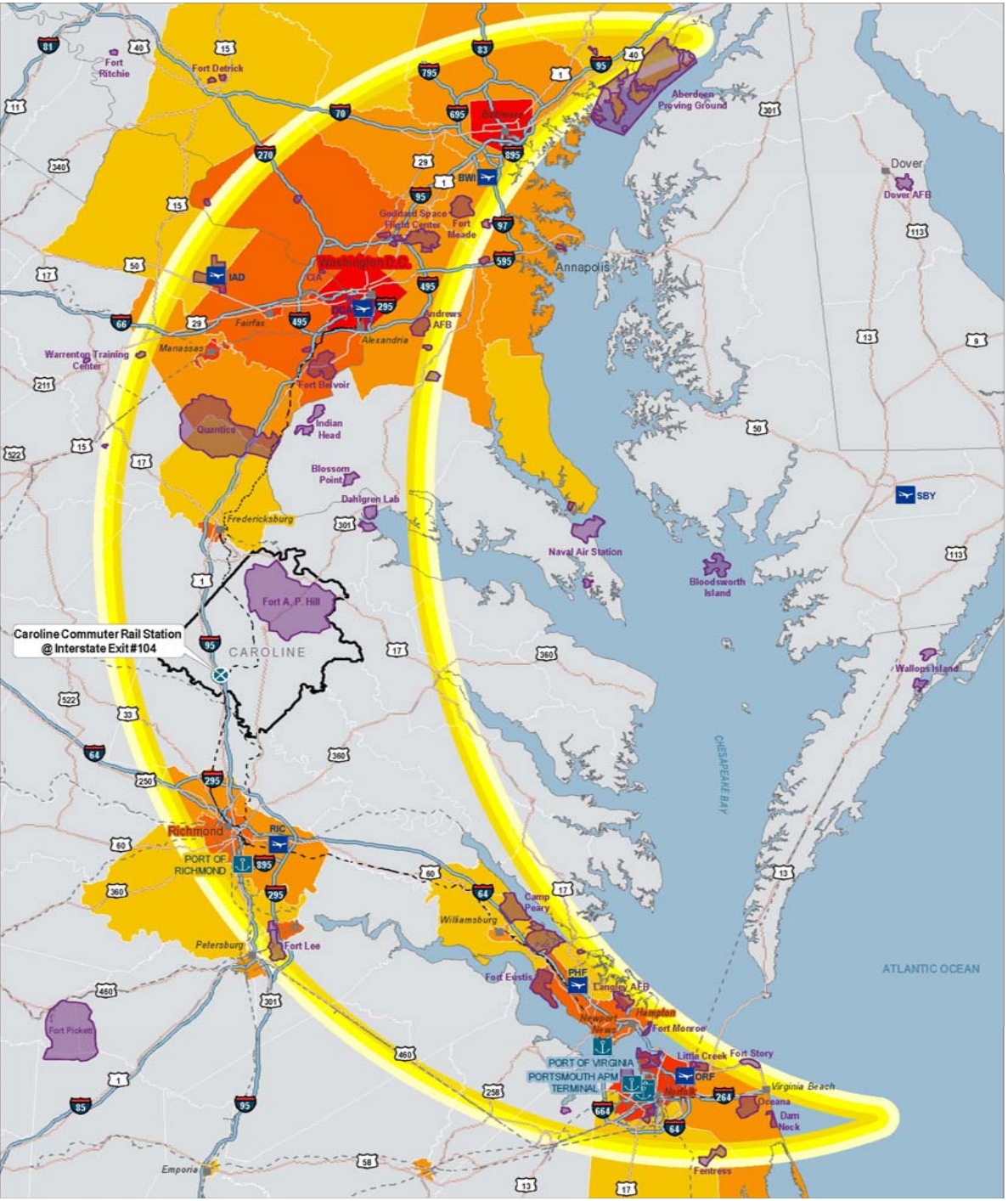


# MID-ATLANTIC DRIVE TIME REGION - RICHMOND



# EAST COAST DRIVE TIME - RICHMOND






# CAROLINE COUNTY, VIRGINIA: CENTRAL LOCATION IN THE GOLDEN CRESCENT FOR COMMUTER RAIL

## 8.5 MILLION PEOPLE

POPULATION PER SQ. MILE

- +330
- +910
- +1,800
- +3,200
- +5,700

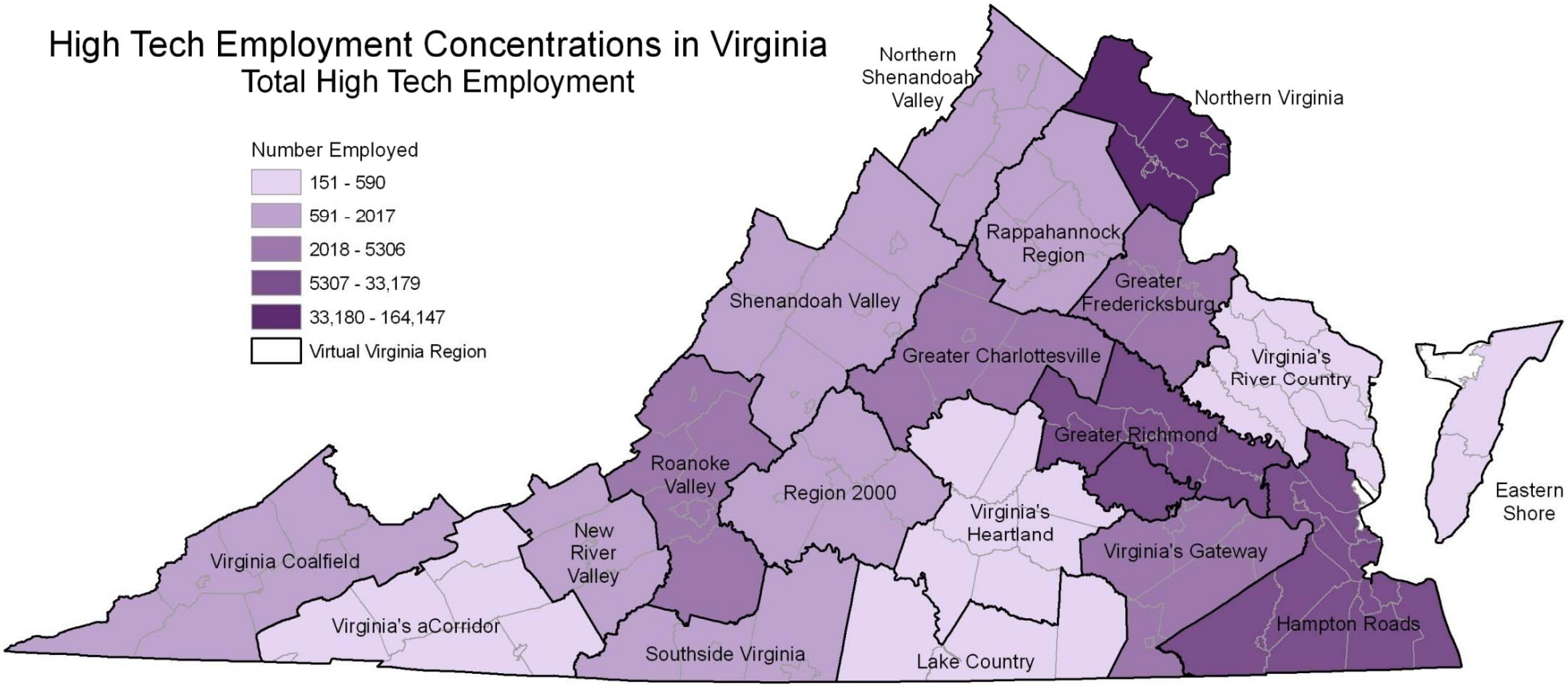
- COMMERCIAL AIRPORT
- VIRGINIA PORT
- DOD LAND
- CITY

- RAILROAD
- HIGHWAY
- INTERSTATE
- COUNTY BOUNDARY

0 12.5 25 50
Miles

*Sources:*
*Environmental Systems Research Institute 2008*
*Virginia Economic Development Partnership 2009*

# HIGH TECH WORKFORCE

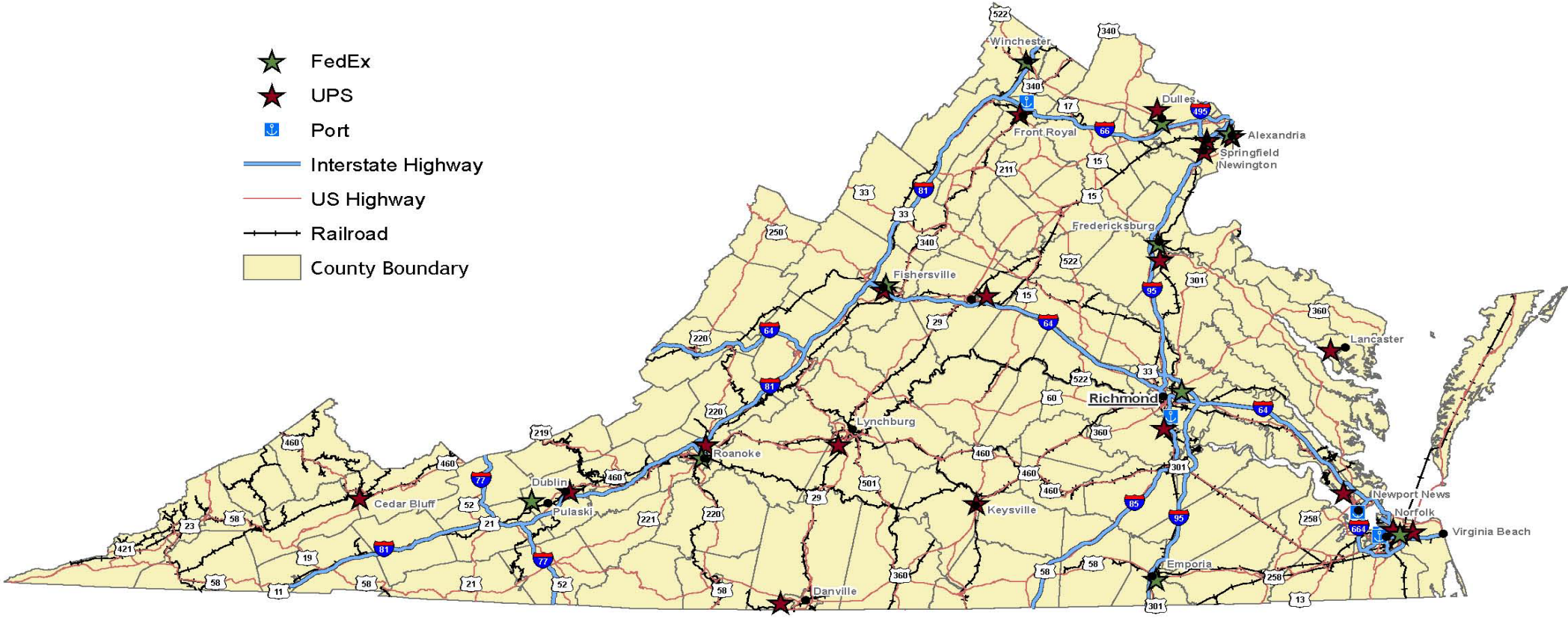



Source: VEDP 2008

Virginia
YesVirginia.org
BEST STATE FOR BUSINESS

# SMALL PACKAGE DELIVERY SERVICE

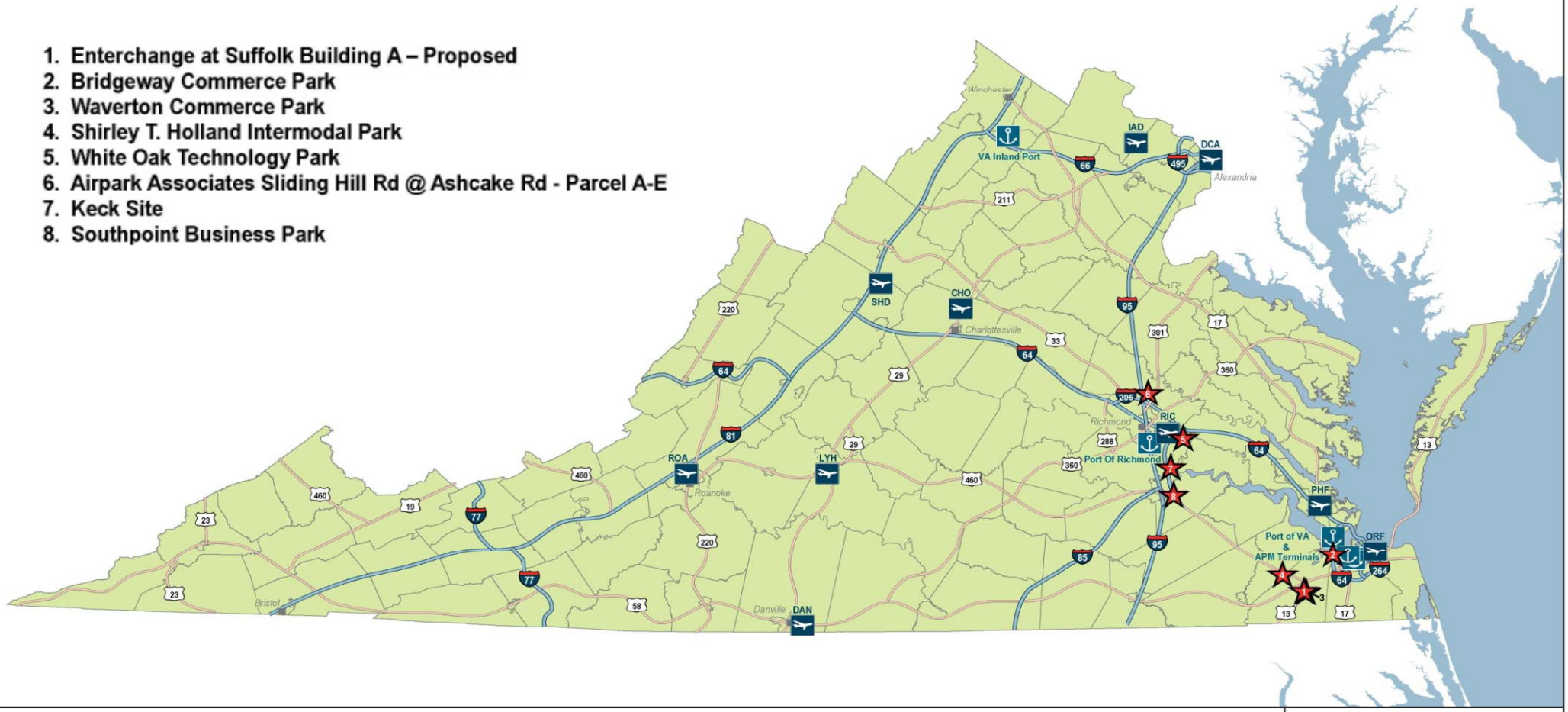
## UPS and FedEx Distribution Center Locations




Sources
Environmental Systems Research Institute 2006
Virginia Department of Transportation 2006
Virginia Economic Development Partnership 2006

# PROJECT SITE AND BUILDING LOCATIONS

1. Enterchange at Suffolk Building A – Proposed
2. Bridgeway Commerce Park
3. Waverton Commerce Park
4. Shirley T. Holland Intermodal Park
5. White Oak Technology Park
6. Airpark Associates Sliding Hill Rd @ Ashcake Rd - Parcel A-E
7. Keck Site
8. Southpoint Business Park

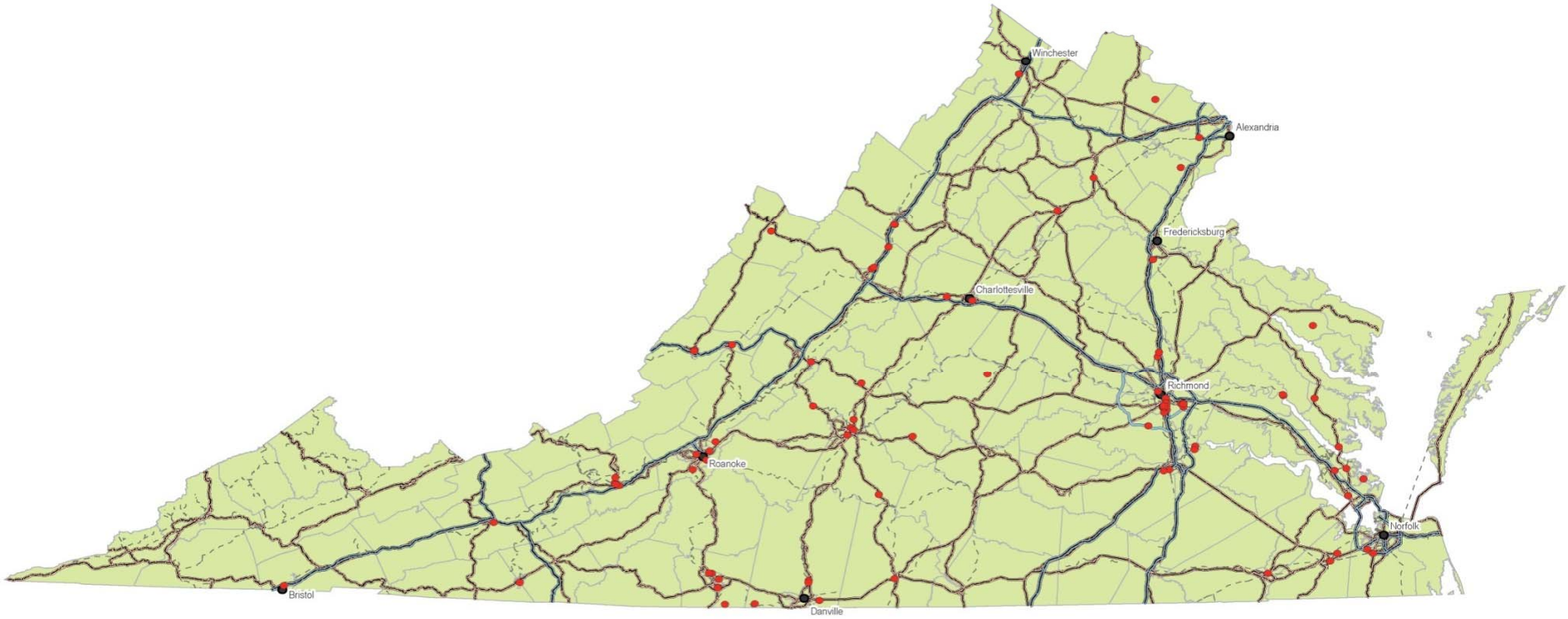



Property
COMMERCIAL AIRPORT
PORT
CITY
INTERSTATE
HIGHWAY

0 25 50 100
Miles

Sources:
Environmental Systems Research Institute 2009
Virginia Economic Development Partnership 2009

# PRODUCT SUPPLIER NETWORK




**CARDBOARD & PAPER RECYCLING COMPANIES**

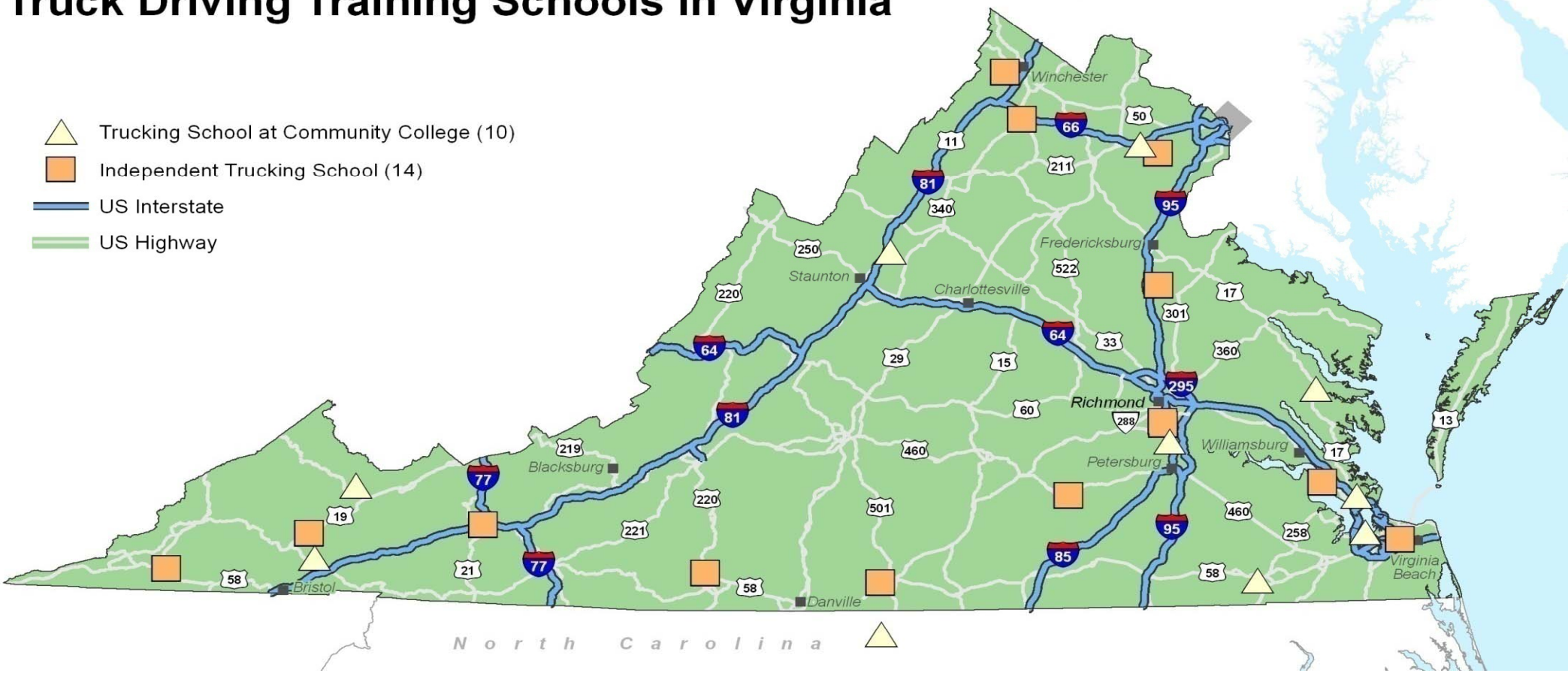
- RECYCLING COMPANY
- CITY
- INTERSTATE
- US HIGHWAY
- RAILROAD
- COUNTY BOUNDARY

0 25 50 100
Miles

Sources: VEC 2009, VEDP 2009, VDOT 2008, VGIN 2006

# COMMERCIAL DRIVERS LICENSE (CDL) LOCATIONS

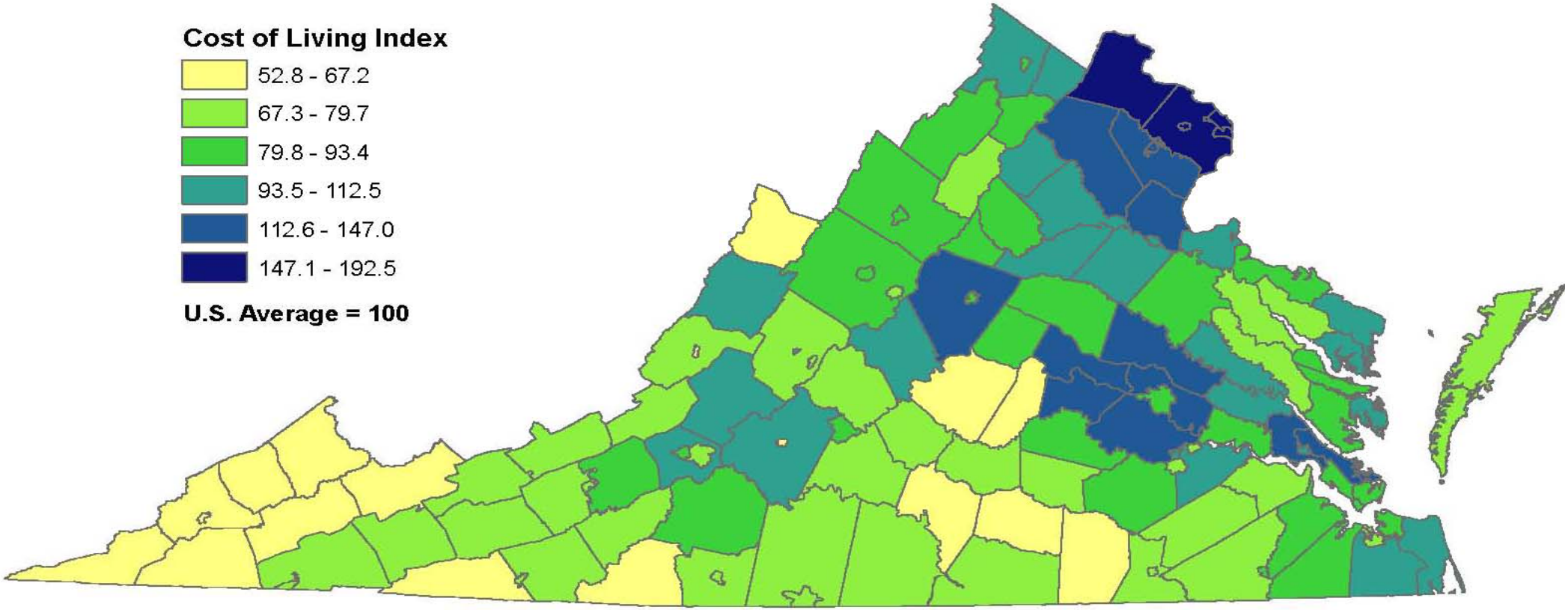
## Truck Driving Training Schools in Virginia



# VIRGINIA'S COST OF LIVING OVERVIEW

## Virginia Counties and Cities Cost of Living Indices

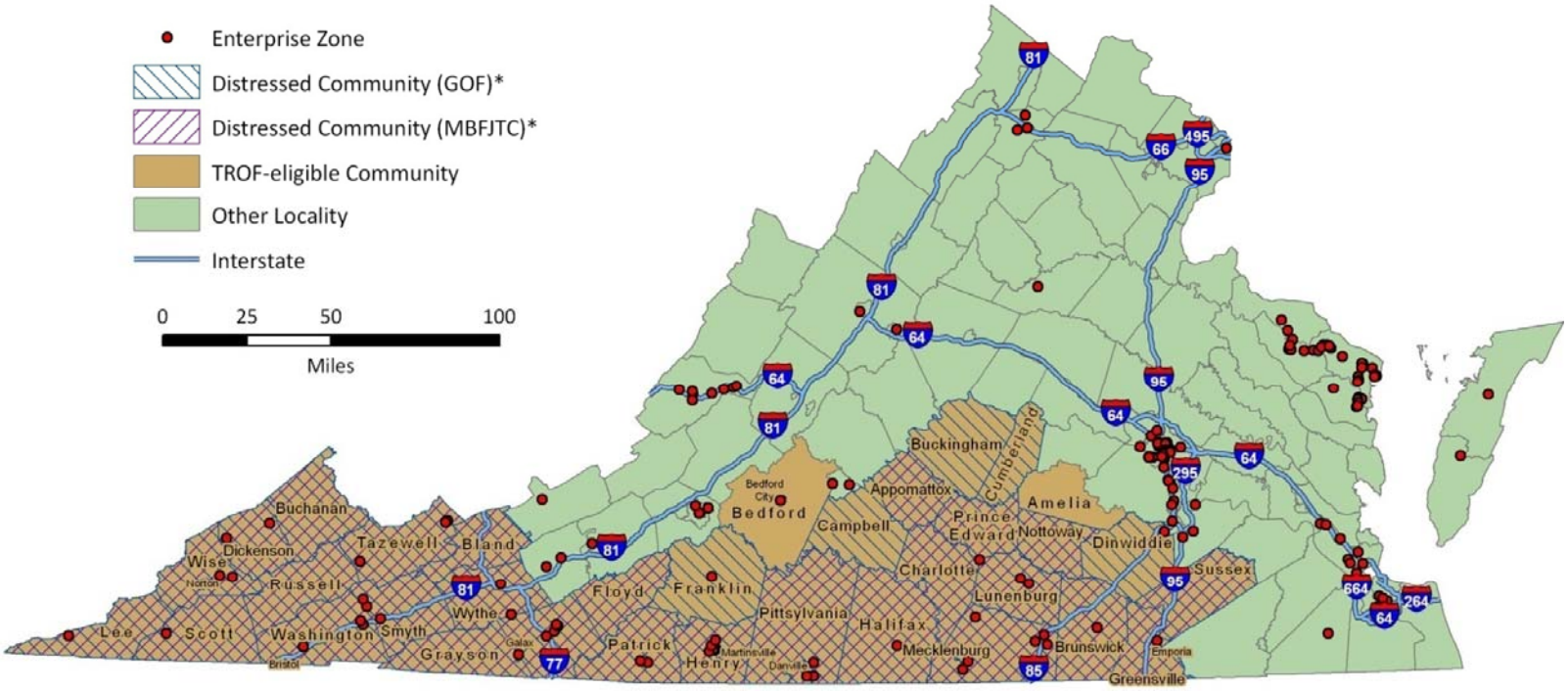
Sources: Environmental Systems Research Institute 2005
Virginia Economic Development Partnership 2006




Map created by Virginia Economic Development Partnership, June 2006.

# INCENTIVES-AIDED COMMUNITIES

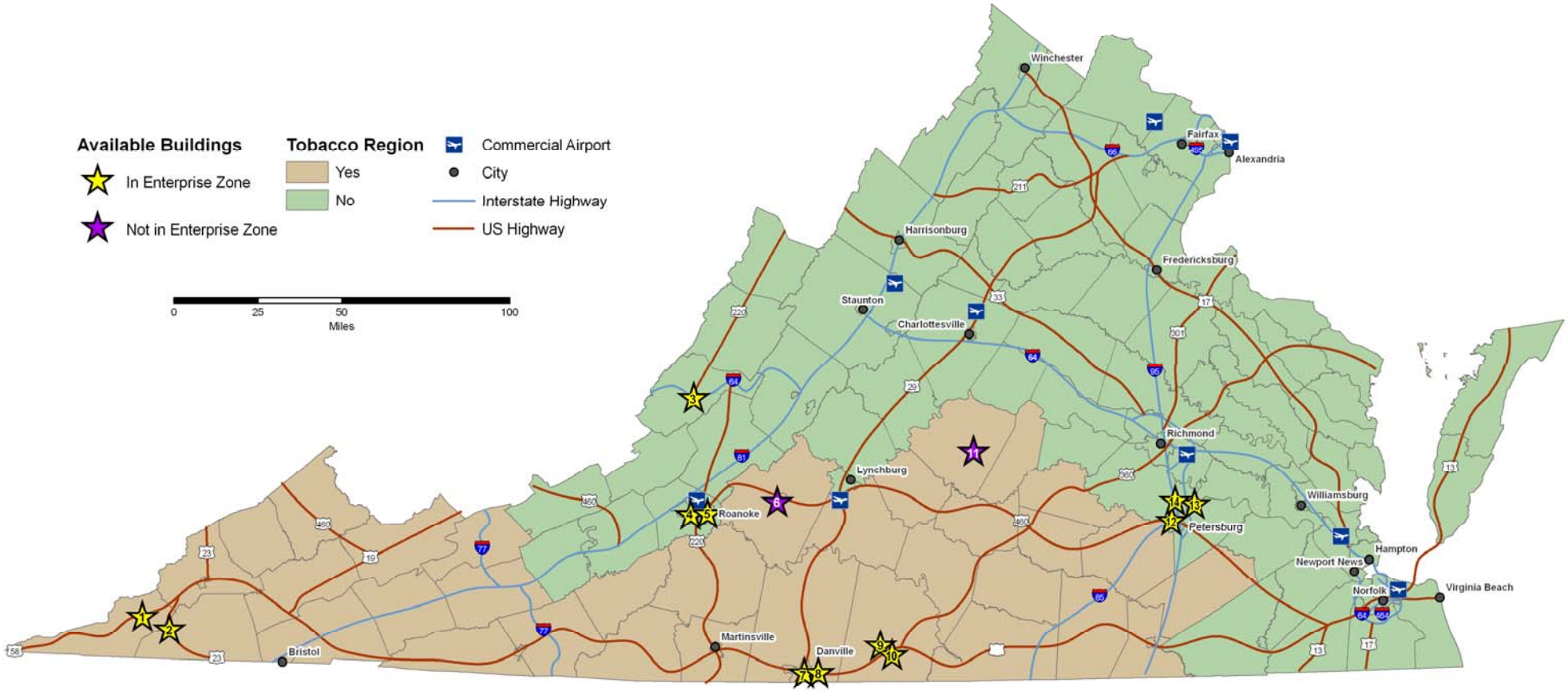
## Distressed, TROF-eligible Communities with Enterprise Zones




*GOF: meeting distress criteria for Governor's Opportunity Fund
*MBFJTC: meeting distress criteria for Major Business Facility Job Tax Credit

Sources
Virginia Economic Development Partnership 2008
Virginia Department of Transportation 2007

# PROJECT SITE AND BUILDING OPTIONS




| Number | Property Name | Number | Property Name | Number | Property Name |
|---|---|---|---|---|---|
| 1 | DeRoyal Building | 6 | 720 Industrial Avenue | 10 | Coca Cola Building |
| 2 | Keith Building | 7 | Robertson Warehouse | 11 | Buckingham County Industrial Building |
| 3 | Lear Building #3 | 8 | Universal Leaf Warehouse | 12 | Pre Con Brown Street Building |
| 4 | 2550 Shenandoah Ave. | 9 | 1070 Commerce Lane | 13 | Triangle Warehouse |
| 5 | 810 Connecticut Avenue | | | 14 | Enterchange at Walthall B |

# PROJECT RETAIL STORE FRONT DELIVERY OPPORTUNITY

# VIRGINIA DELIVERY ADVANTAGE

| Richmond | | | |
|---|---|---|---|
| Distance (Miles) | Time in Hours | Difference Hours | Difference Mileage |
| 747 | 14.3 | -16.7 | -920.2 |
| 601 | 11.3 | -14.7 | -809.7 |
| 777 | 14.7 | -14.7 | -809.7 |
| 558 | 10.7 | -22.8 | -1,251.5 |
| 426 | 8.1 | -22.8 | -1,251.5 |
| 413 | 8.0 | -22.6 | -1,240.3 |
| 667 | 12.5 | -5.7 | -316.9 |
| 535 | 10.0 | -9.8 | -539.1 |
| 552 | 10.4 | -9.8 | -539.0 |
| 721 | 13.5 | -6.4 | -352.8 |
| 512 | 9.7 | -12.5 | -687.3 |
| 492 | 9.4 | -13.3 | -730.2 |
| 619 | 11.6 | -12.8 | -705.7 |
| 642 | 12.1 | -6.4 | -352.6 |
| 612 | 11.6 | -7.5 | -408.5 |
| 290 | 5.7 | -23.8 | -1,300.9 |
| 355 | 7.4 | -24.2 | -1,322.1 |
| 399 | 7.7 | -16.0 | -878.8 |
| 646 | 12.3 | -15.3 | -833.9 |
| 561 | 10.6 | -13.3 | -730.2 |
| 386 | 7.4 | -15.6 | -854.7 |
| 575 | 10.9 | -13.2 | -725.7 |
| 273 | 5.4 | -21.6 | -1,188.2 |
| 443 | 8.5 | -13.2 | -723.1 |
| 622 | 12.3 | -11.6 | -629.3 |
| 606 | 11.4 | -9.1 | -495.6 |
| 465 | 8.8 | -13.1 | -716.4 |
| 399 | 7.4 | -11.4 | -622.9 |
| 770 | 14.4 | -0.1 | -3.7 |
| 977 | 18.3 | -0.1 | -5.8 |
| 530 | 9.9 | -6.5 | -354.8 |
| 643 | 12.0 | -3.9 | -213.2 |
| 449 | 8.7 | -10.4 | -571.1 |
| 237 | 4.7 | -24.3 | -1,326.8 |
| 112 | 2.3 | -24.2 | -1,322.1 |
| 28 | 0.7 | -24.3 | -1,326.2 |
| 60 | 1.4 | -23.5 | -1,285.0 |
| 475 | 9.2 | -12.6 | -681.3 |
| 117 | 2.4 | -24.0 | -1,309.2 |
| 158 | 3.3 | -24.0 | -1,309.0 |
| 297 | 6.1 | -18.6 | -1,022.0 |
| 107 | 2.2 | -24.2 | -1,322.1 |
| 247 | 4.8 | -24.3 | -1,326.8 |
| 220 | 4.4 | -24.3 | -1,326.8 |
| 815 | 15.3 | -22.8 | -1,251.5 |
| 889 | 16.4 | -3.9 | -209.1 |
| 999 | 18.7 | -3.9 | -209.1 |
| 936 | 17.8 | -3.7 | -201.0 |

Page 1

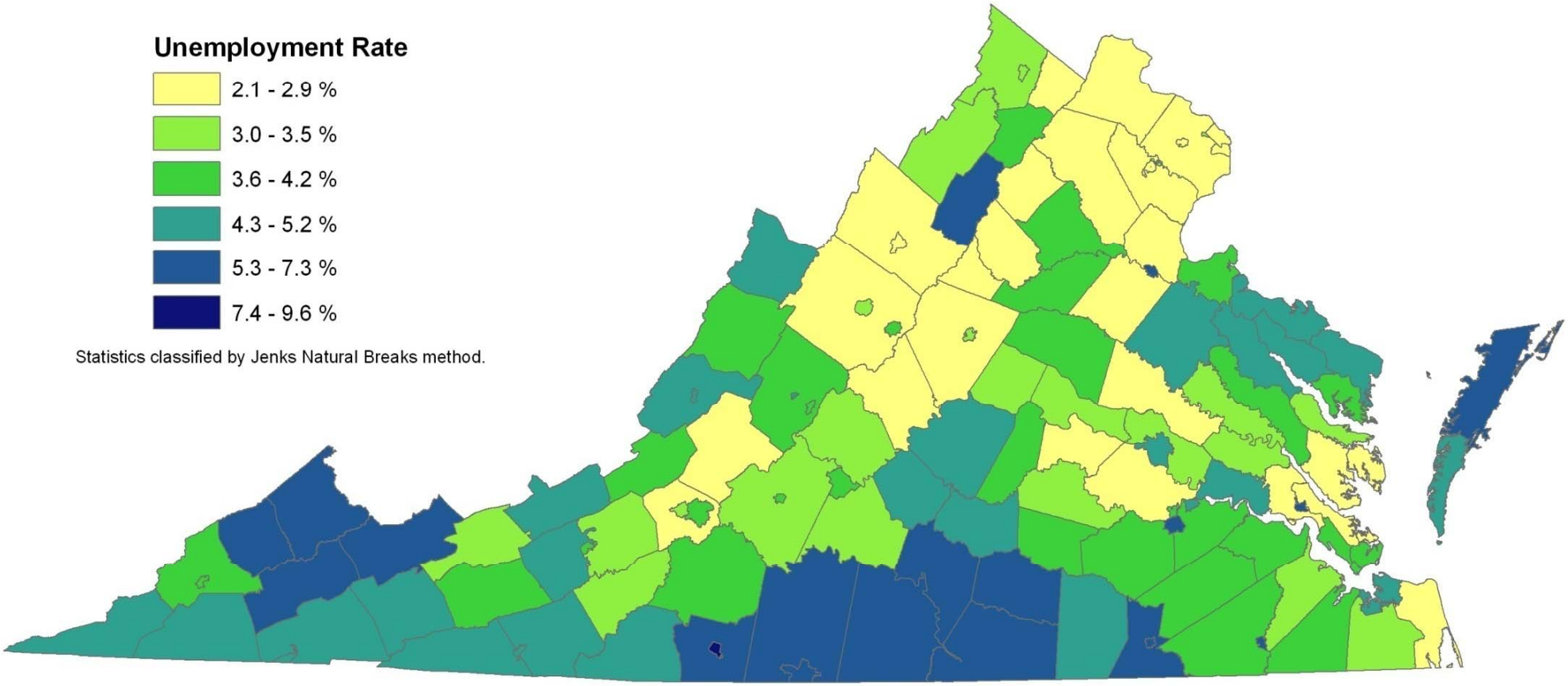
| Richmond | | | |
|---|---|---|---|
| Distance (Miles) | Time in Hours | Difference Hours | Difference Mileage |
| 847 | 15.7 | -2.4 | -136.4 |
| 836 | 15.7 | -5.0 | -277.1 |
| 695 | 12.9 | -7.2 | -398.9 |
| 851 | 15.8 | -0.2 | -6.4 |
| 852 | 16.1 | -0.1 | -2.0 |
| 734 | 13.7 | -4.0 | -216.0 |
| 604 | 11.4 | -4.3 | -247.1 |
| 859 | 16.1 | -0.1 | -3.2 |
| 667 | 12.7 | -22.5 | -1,240.6 |
| 611 | 11.5 | -22.8 | -1,254.1 |
| 601 | 11.7 | -22.8 | -1,251.5 |
| 574 | 10.9 | -22.8 | -1,251.5 |
| 660 | 12.9 | -16.6 | -908.9 |
| 682 | 13.5 | -19.4 | -1,067.9 |
| 272 | 5.3 | -22.3 | -1,216.5 |
| 300 | 6.3 | -24.0 | -1,311.4 |
| 182 | 3.7 | -24.0 | -1,310.1 |
| 277 | 5.5 | -22.6 | -1,235.6 |
| 174 | 3.4 | -24.2 | -1,322.1 |
| 157 | 3.2 | -24.2 | -1,322.1 |
| 726 | 13.9 | -24.2 | -1,322.1 |
| 686 | 13.0 | -10.6 | -581.9 |
| 772 | 14.8 | -7.1 | -386.7 |
| 842 | 15.9 | -6.6 | -362.7 |
| 756 | 14.1 | -8.4 | -461.5 |
| 669 | 12.6 | -10.6 | -581.9 |
| 646 | 12.2 | -12.9 | -708.5 |
| 416 | 8.1 | -13.5 | -738.0 |
| 566 | 11.0 | -8.5 | -468.8 |
| 432 | 8.1 | -11.2 | -609.1 |
| 520 | 9.8 | -7.4 | -410.7 |
| 259 | 5.0 | -16.6 | -910.7 |
| 343 | 6.6 | -13.5 | -738.0 |
| 395 | 7.5 | -13.6 | -740.3 |
| 234 | 4.8 | -19.4 | -1,060.0 |
| 440 | 8.6 | -12.6 | -692.0 |
| 377 | 7.6 | -17.4 | -948.2 |
| 417 | 8.4 | -18.4 | -1,005.5 |
| 513 | 9.9 | -9.9 | -537.0 |
| 333 | 6.4 | -13.5 | -738.3 |
| 190 | 3.9 | -18.5 | -1,012.1 |
| 208 | 4.2 | -18.4 | -1,009.6 |
| 402 | 7.8 | -23.6 | -1,298.3 |
| 565 | 10.8 | -22.3 | -1,217.9 |
| 435 | 8.4 | -22.6 | -1,240.3 |
| 357 | 7.0 | -24.1 | -1,313.8 |
| 365 | 7.0 | -24.1 | -1,313.8 |
| 396 | 7.8 | -24.1 | -1,313.8 |

Page 2

| Richmond | | | | |
|---|---|---|---|---|
| Distance (Miles) | Time in Hours | Difference Hours | Difference Mileage | |
| 862 | 16.0 | 0.8 | 38.2 | Orange highlighting is amount of savings when Richmond is the start point |
| 797 | 15.0 | 1.0 | 50.3 | |
| 936 | 17.7 | -7.5 | -409.7 | **Total Savings of:** |
| 874 | 16.4 | -8.7 | -474.2 | **69.9 days and 91,923 miles** |
| 1,006 | 18.8 | -7.7 | -422.2 | |
| 970 | 18.3 | -7.7 | -421.2 | |
| 947 | 17.8 | -7.3 | -397.9 | |
| 971 | 18.0 | -9.7 | -531.8 | |
| 985 | 18.2 | -9.2 | -496.4 | |
| 760 | 14.4 | -9.7 | -531.8 | |
| 1,387 | 26.8 | -0.3 | -18.8 | |
| 898 | 17.1 | -7.7 | -417.1 | |
| 647 | 12.1 | -9.9 | -541.4 | |
| 972 | 18.1 | -9.7 | -531.8 | |
| 1,008 | 18.7 | -9.3 | -502.3 | |
| 964 | 18.0 | -9.7 | -531.8 | |
| 980 | 18.1 | -9.2 | -498.5 | |
| 874 | 16.2 | -5.3 | -286.7 | |
| 894 | 16.6 | -7.4 | -407.4 | |
| 878 | 16.4 | -8.6 | -465.2 | |
| 848 | 15.9 | -9.7 | -531.8 | |

Page 3

# VIRGINIA UNEMPLOYMENT RATES BY LOCALITY




VEDP © 2008

W:\mary\maps\unemployment\va_unemprate_122007_pwrpt.mxd

# RIGHT NOW SITES

- Designed to have all essential elements in place for rapid business location.
- Establishes minimum infrastructure requirements for eight industry groups:
  - light manufacturing,
  - general manufacturing,
  - heavy manufacturing,
  - mega sites,
  - business/industrial parks,
  - office parks,
  - warehouse/distribution, and
  - research and development.
- In addition to these industry-specific standards, separate "readiness standards" have been established to ensure that these sites are truly ready to go; VEDP has determined that each site designated as a Right Now Site has met the minimum readiness standards and one or more industry-specific criteria.

# VIRTUAL BUILDINGS

- The Virtual Building Program is a business location alternative to an existing building.
- A virtual building is a business location where all the preliminary work has been completed in order to start construction immediately on the building.
- The building has been designed, all utilities are to the site, the development team is in place, firm cost estimates and a construction schedule have been established and the site plan permit obtained.
- The virtual building has all the required elements in place to deliver a building suited to your specific needs within fixed costs and timeframe.

# GEOGRAPHIC INFORMATION SYSTEMS (GIS)

- Maps (hard copies, power point and digital image available)
- Background styles (aerial, relief, USGS Topo and Satellite Imagery)
- Environmental Management (flood zones, wetlands, threatened & endangered species, lakes/estuaries, rivers/streams, historic resources as well as hurricane tracks)
- Infrastructure (interstates/4 lanes, airports, rail lines and Intermodel locations, natural gas lines, electric lines/sub stations and water/sewer lines)
- Available workforce with-in a mileage parameter
- Population with-in a mileage parameter
- Commuting patterns
- SIC and NAICS Codes maps
- Mileage maps to cities/customer base including drive times
- GIS Presentations
- Regional Comparisons
- Interactive maps

Virginia
YesVirginia.org
BEST STATE FOR BUSINESS

# STATE-BASED INCENTIVE PACKAGES

- Foreign Trade Zones
- Enterprise Zones
- Major Business Facility Job Tax Credit
- Governor's Opportunity Fund (GOF)
- Virginia Tobacco Indemnification and Community Revitalization Commission (TROF)
- Community Development Block Grants (Federal)
- Economic Development Access Program
- Rail Industrial Access Program

# BUSINESS TAXES

- Corporate Income Tax
- Real Estate Taxes
- Merchants Capital/Business License Tax
- Workers Compensation Tax
- Unemployment Tax

# VIRGINIA ADVANTAGES

- How Virginia Compares
- Health Insurance
- Unionization Rate
- Regulatory Environment
  - Environmental Permits
  - Hazardous Discharge (paint, air, water)
  - Special Permits (food and beverage industry, etc.)

# REGULATORY ENVIRONMENT

- Environmental Permits
- Hazardous Discharge (paint, air, water)
- Special Permits (food and beverage industry, etc.)

# Workforce Services

- Virginia Jobs Investment Program (VJIP)
  - Training Incentive Grant
  - Recruiting and Training Cost Avoidance Program
    - New Jobs Program
    - Retraining
    - Small Business New Jobs Program

THANK YOU

WARREN HAMMER
PROJECT MANAGER
VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
(804) 545-5724
WHAMMER@YESVIRGINIA.ORG