

# BUSINESS INVESTMENT

TEAM UPDATE  
AUGUST 10, 2017

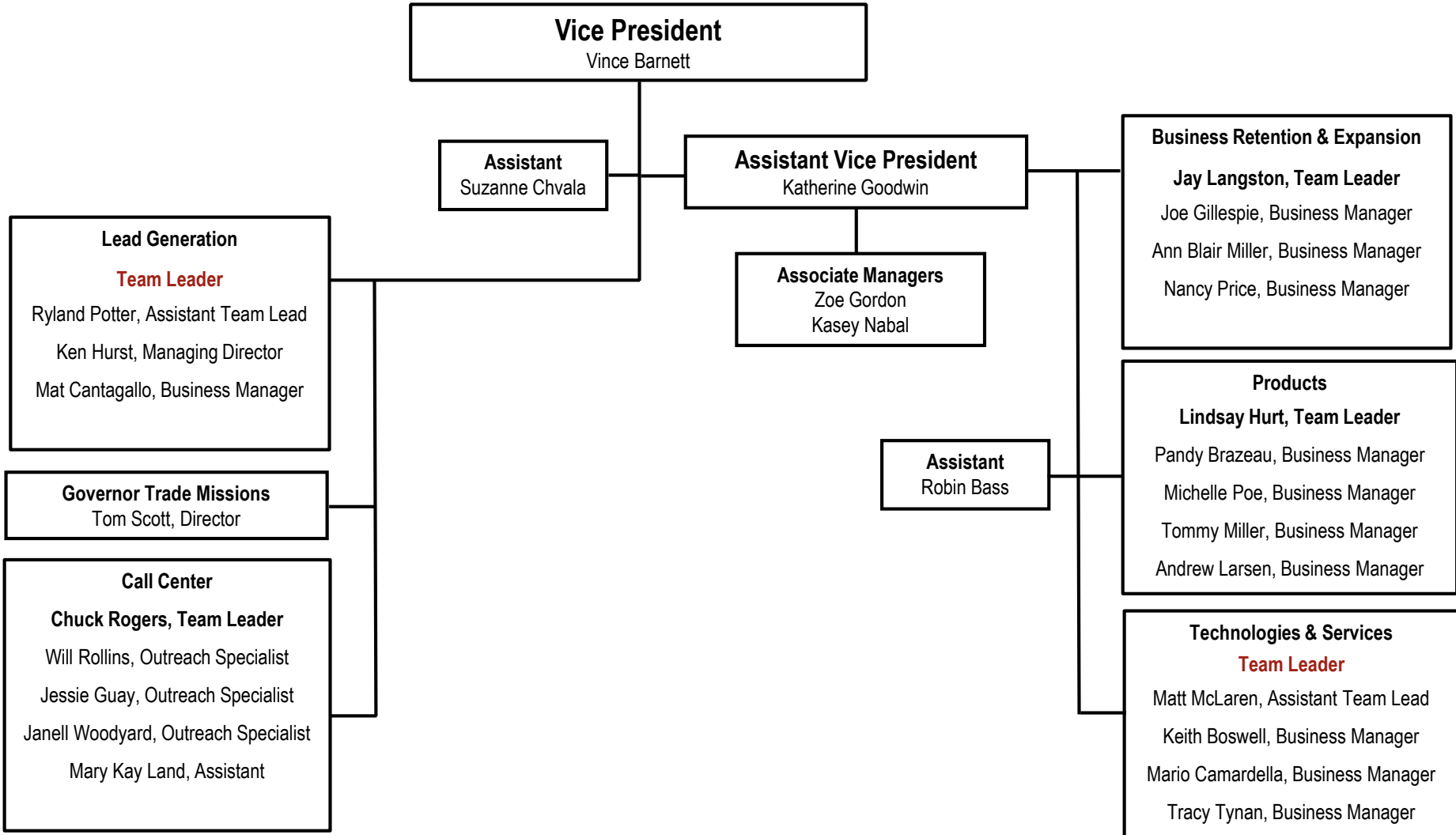


**VIRGINIA ECONOMIC  
DEVELOPMENT PARTNERSHIP**

# GENERATING ECONOMIC OPPORTUNITIES ACROSS VIRGINIA

- Single lead generation team—business recruitment & expansion
  - Comprehensive outreach strategy—FDI, domestic, site consultants
  - Enhanced collaboration & reduced silos
- Sector-focused
  - Lead generation targeting VA industry clusters and growth industries
  - Alignment with partners and stakeholder strategies
- Team approach
  - Strategy development & implementation
  - Project management

# STRUCTURED TO MAXIMIZE LEAD GENERATION



# TARGETING VA INDUSTRY CLUSTERS AND GROWTH INDUSTRIES

Products Team						
	Advanced Manufacturing	Food & Beverage	Supply Chain Management	Advanced Materials	Automotive & Transportation Equipment	Aerospace & Unmanned
Lindsay Hurt		X	X			X
Michelle Poe		X		X		
Tommy Miller	X				X	
Pandy Brazeau				X	X	
Andrew Larsen	X		X			

*Sector analysis currently underway as part of the McKinsey & IBM Economic study*

# TARGETING VA INDUSTRY CLUSTERS AND GROWTH INDUSTRIES

Technologies & Services Team					
	Information Technology	Life Sciences & Medical Technologies	Aerospace & Unmanned	Corporate Services	Federal Strategies
Team Leader (Open Position)			X	X	X
Matt McLaren	X	X			
Mario Camardella		X		X	
Tracy Tynan			X	X	
Keith Boswell	X				X

*Sector analysis currently underway as part of the McKinsey & IBM Economic study*

# EXISTING BUSINESSES ARE KEY TO VIRGINIA'S ECONOMIC VITALITY

- Recognizing the critical role existing businesses play in VA's economy and VEDP's success, we recently established a BR&E team
- Program being developed in direct collaboration with local & regional economic development partners
- Systematic approach for proactive communication
  - Understand businesses' challenges and obstacles for growth
  - Identify opportunities to improve Virginia's business climate
  - Create supply chain opportunities
  - Increase and assist with retention and expansion projects
- Project management is not a primary function

1 Virginia's e-Region (Virginia Coalfield EDA)

2 Virginia's Industrial Advancement Alliance

3 New River Valley Economic Development Alliance

4 Roanoke Regional Partnership

5 Southern Virginia Regional Alliance

6 Lynchburg Regional Business Alliance

7 Shenandoah Valley Partnership

8 Central Virginia Partnership

9 Virginia's Gateway Region

10 Greater Richmond Partnership

11 Fredericksburg Regional Alliance (Fredregion)

12 Northern Neck Chesapeake Bay Region Partnership

13 Hampton Roads Economic Development Alliance

14 Virginia's Growth Alliance

15 Greater Williamsburg Partnership

16 Middle Peninsula Alliance

No RDO Affiliation

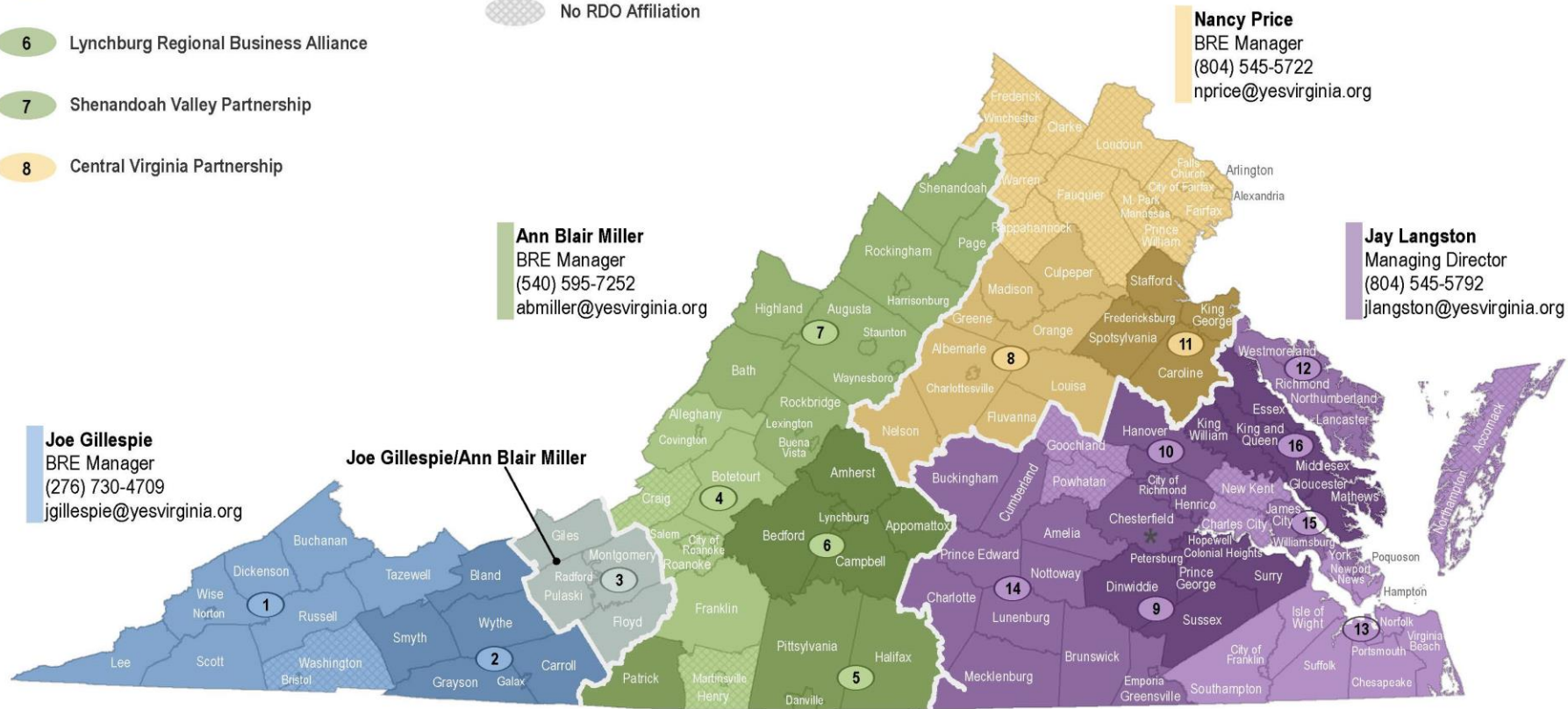
**Nancy Price**  
BRE Manager  
(804) 545-5722  
nprice@yesvirginia.org

**Ann Blair Miller**  
BRE Manager  
(540) 595-7252  
abmiller@yesvirginia.org

**Jay Langston**  
Managing Director  
(804) 545-5792  
jlangston@yesvirginia.org

**Joe Gillespie**  
BRE Manager  
(276) 730-4709  
jgillespie@yesvirginia.org

**Joe Gillespie/Ann Blair Miller**



\* Chesterfield County participates in both the Greater Richmond Partnership and Virginia's Gateway Region.



# Business Retention and Expansion Regions by Regional Economic Development Organization

# PRIORITIES FOR IMPROVED COLLABORATION & PARTNER ALIGNMENT

- Community Engagement & Knowledge

