

BUSINESS INVESTMENT

Vince Barnett

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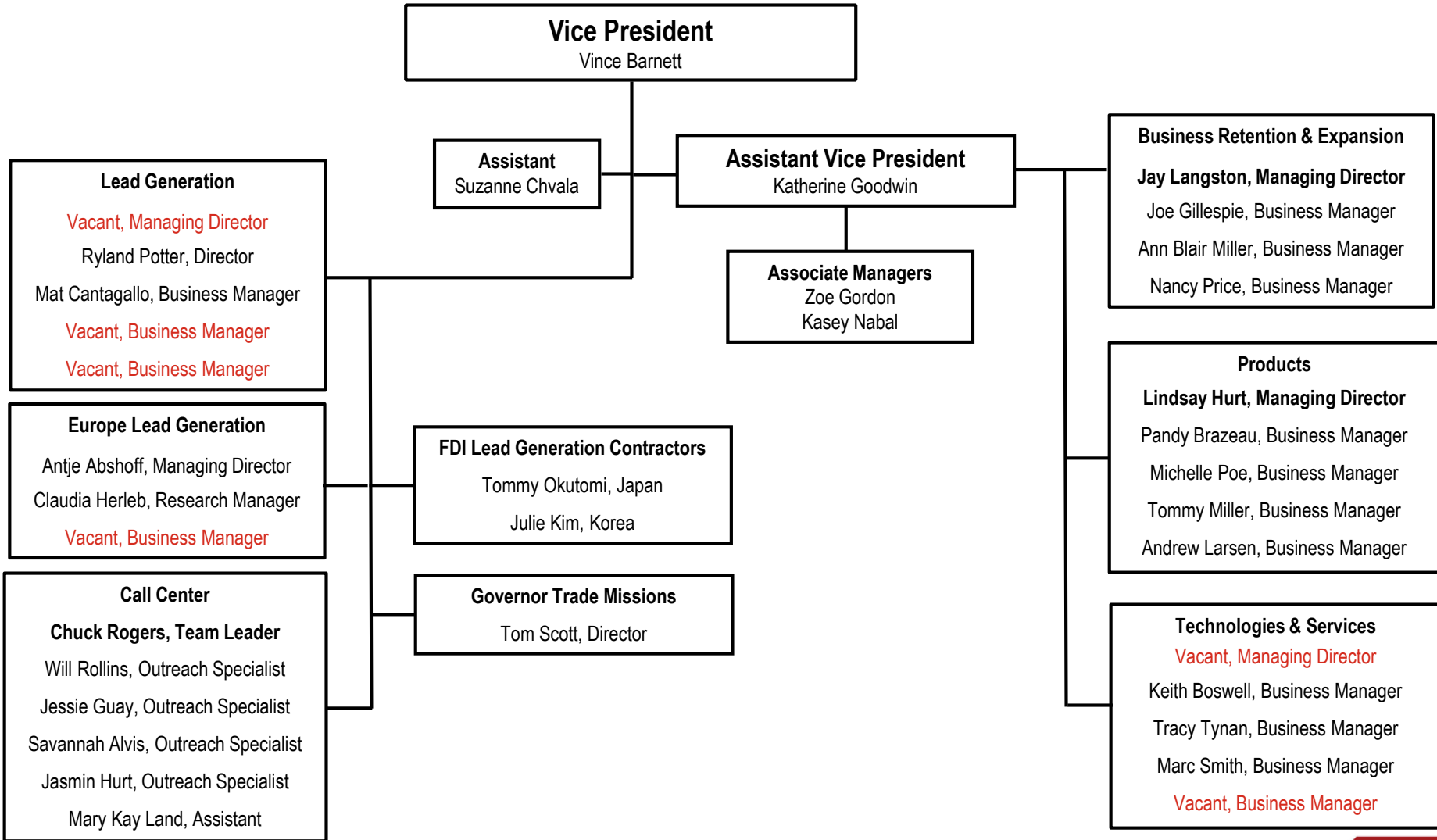


**VIRGINIA ECONOMIC
DEVELOPMENT PARTNERSHIP**

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	Wood Products
Lindsay Hurt		X	X			X
Michelle Poe		X		X		
Tommy Miller	X				X	
Pandy Brazeau				X	X	
Andrew Larsen	X		X			
Zoe Gordon						X

*Chemicals, Robotics, 3D Printing, Metals.

TARGETING VA INDUSTRY CLUSTERS AND GROWTH INDUSTRIES

Technologies & Services Team						
	Information Technology	Cybersecurity/ Data Centers	Life Sciences	Unmanned	Aerospace	Corporate Services
Managing Director	X	X				
BI Manager	X		X			
Tracy Tynan				X	X	
Keith Boswell		X				X
Marc Smith			X	X		X
Kasey Nabal	X					

EXISTING BUSINESSES ARE KEY TO VIRGINIA'S ECONOMIC VITALITY

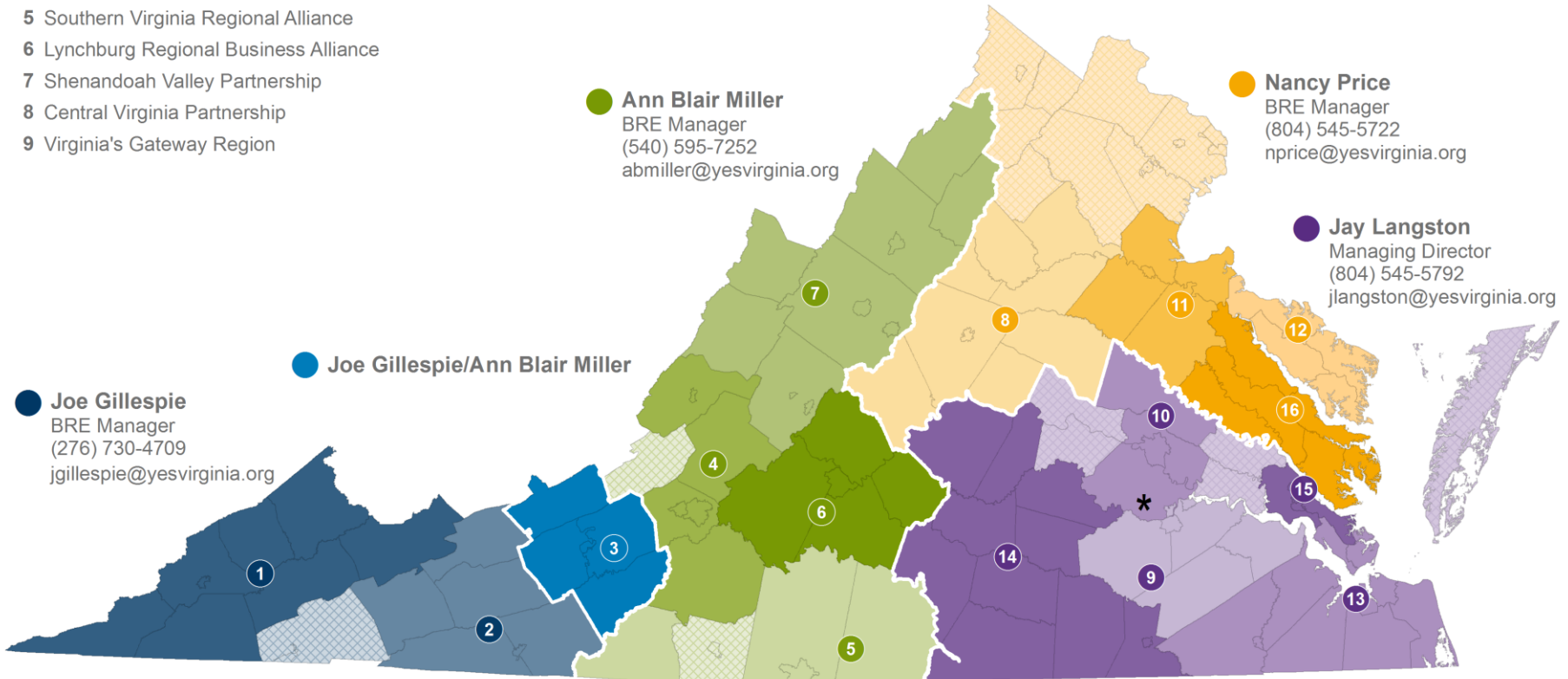
- Recognizing the critical role existing businesses play in VA's economy and VEDP's success, we recently established a BR&E team
- Program being developed in direct collaboration with local & regional economic development partners
- Systematic approach for proactive communication
 - Understand businesses' 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

BUSINESS RETENTION AND EXPANSION MANAGERS EMBEDDED IN THE COMMUNITIES

- 1 Virginia's e-Region (Virginia Coalfield EDA)
- 2 Virginia's Industrial Advancement Alliance
- 3 Onward New River Valley
- 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
- 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



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No RDO Affiliation

* Chesterfield participates in both GRP and Virginia's Gateway.

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PRIORITIES FOR IMPROVED COLLABORATION & PARTNER ALIGNMENT

- Community Engagement & Knowledge

