

ADVERTISING

Business Listings and Industry Resources

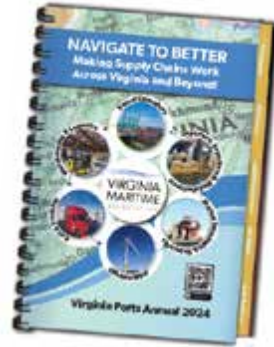
VMA Member Discounts

Current and Useful Statistics

VMA has nearly 500 member companies and a database that reaches roughly 1000 professional contacts and member representatives alone, with a wider reach through distribution by our partners. The demographics include CEOs and industry experts across the supply chain throughout Virginia and beyond.

The Virginia Ports Annual

The Best Resource about Virginia's Port-Related Industries. Advertising spots available on inside covers, tabs, main advertising section, and "Select+" upgrades available to select a specific tab'd section.



Opportunity for your business:

1. The Virginia Ports Annual provides a first look at businesses in and around Virginia. Be the "go-to" for decision-makers within or seeking to join Virginia's maritime supply chain.
2. Being a VMA member gets your company listed in the directory; advertising makes your business stand out.
3. The book is offered in print AND for digital download. This means the information is available 24/7, even when a print copy is not handy. It receives thousands of pageviews online each year and over 1500 copies are printed annually.

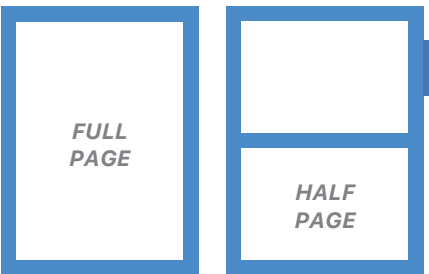
The Ports Annual is used by:

- 1000+ VMA Member Reps
- Trade Mission Groups
- Economic Development Groups
- Expanding Businesses

Virginia's Economic ADVANTAGES

Reserve your spot for the next Virginia Ports Annual.

ARTWORK must be submitted to jdeason@vamaritime.com as .ai, .pdf, .jpg, .png, .eps or .gif



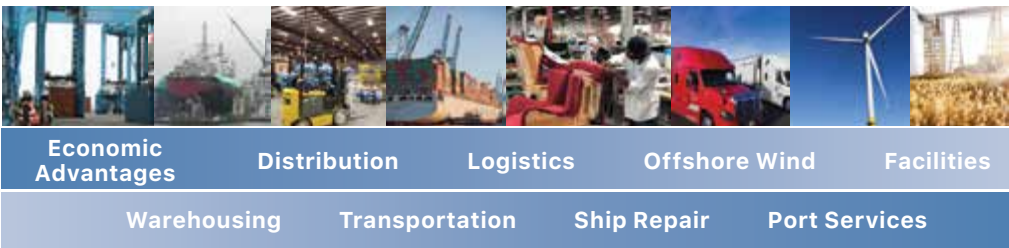
VA PORTS ANNUAL ADS

RESERVATIONS DUE 9/29 • ART DUE 10/12

Standard Ads
Color or Black/White
Full: 4.5x7.75 in
Half: 4.5x3.75 in

Inside Cover Ads
6x9 in - Front
6.5x9 in - Back
0.5 margins, 0.25 bleed

Color Tab Ads
Front: 6x9 in
0.25 in bleed
0.5 in margins
Back: 5x4 inch
No Bleed
(All port annual ads must be 300dpi. PDF recommended)



VIRGINIA'S ECONOMIC ADVANTAGES

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VIRGINIA'S PORTS ARE GOOD FOR BUSINESS

- **Virginia's Ports Have The Ability To Handle Any Type Of Cargo.**
- **Virginia Is The 2nd Largest Port On The U.S. East Coast (Tonnage) And The 3rd Largest In Container Volume.**
 - ◆ Location: Strategic Mid-Atlantic location with direct open ocean access.
 - ◆ Access: Virginia will remain the deepest port on the U.S. East Coast, deepening its inner harbor channels to 55'. Virginia's unobstructed ports are ice free year-round.
 - ◆ Distribution: Robust interstate system and two Class 1 railroads offer extensive inland access.
 - ◆ Consumers: 118 million consumers can be reached within a day's drive.



- **Workforce Development And Educational Partners.**

- Virginia Career Works (www.virginiacareerworks.com).
- Virginia's Community Colleges (www.vccs.edu/workforce).



- **The Largest Shipbuilding & Repair Complex On The U.S. East Coast.**

- Virginia Ship Repair Association (www.virginiashiprepair.org).



- **Corporate Income Tax Credits Are Available And Port User Incentives Are Offered.**

- ◆ 6% corporate income tax rate reflects business friendly environment.
- ◆ Home to Foreign Trade Zones 20, 137, 185, 204, 207, and 238. Companies can benefit by using special procedures to encourage U.S. activity by reducing, eliminating or delaying duties.
- ◆ Port Partners:
 - Virginia Port Authority (www.portofvirginia.com).
 - Virginia Economic Development Partnership (www.vedp.org).
 - For a full list of Economic Development Alliances and Partners, see pages 196-197 or visit www.vamaritime.com.

VIRGINIA'S ECONOMIC ADVANTAGES

FOREIGN TRADE ZONE SERVICES

There are six Foreign Trade Zones in Virginia: Culpeper #185, Dulles #137, New River Valley Airport #238, Richmond #207, Suffolk #20 and Tri-City Regional Airport #204.

The Virginia Port Authority holds the Grant of Authority of Foreign Trade Zone #20, which primarily serves southeastern Virginia and northeastern North Carolina. This Zone was established through Foreign Trade Zone Board Order #105 on April 15, 1975, beginning with 22.5-acres and today encompassing over 10,000-acres.

An FTZ is a secure area within the United States, in or near a U.S. Customs and Border Protection (USCBP) port of entry, where foreign and domestic merchandise is considered to be outside the country, or at least, outside of U.S. Customs territory. Certain types of merchandise can be imported into a Zone without going through formal Customs entry procedures or paying import duties. Customs duties and excise taxes are due only at the time of transfer from the FTZ for U.S. consumption. If the merchandise never enters the U.S. commerce, then no duties or taxes are paid on those items.

Merchandise admitted into a Zone may be stored, exhibited, repacked/assembled, distributed, sorted, graded, cleaned, processed, tested, labeled, repaired, mixed with foreign or domestic merchandise otherwise manipulated, manufactured, or destroyed.

- Tighter inventory control that may virtually eliminate year-end inventory loss adjustments.
- Deferral, reduction and possible elimination of duties.
- Potential direct delivery benefit reduces hold times at ports of entry.

For more information about Foreign Trade Zones visit the Economic Development Section of the Virginia Port Authority's website www.vedp.org/incentives/foreign-trade-zones-ftzs.

VIRGINIA TAX INCENTIVES AND GRANT FOR PORT USERS

PORT VOLUME INCREASE TAX CREDIT (Code of Virginia Section 58.1-439.12:10)

Tax credit for taxpayers engaged in the manufacturing of goods or the distribution of manufactured goods, agricultural entities, or mineral or gas entities that use public or private port facilities located in Virginia and increase port cargo at these facilities by a minimum of 5% in a single calendar year over their base year cargo volume. The tax credit is \$50 per TEU, unit of RO/RO cargo or 16 tons of noncontainerized cargo. Volume increase requirement waived by the Port of Virginia for a new major facility. There is \$3.2 million available in each calendar year. Generally there is a cap of \$250,000 per tax payer but a company can receive more if there is excess money in the pot or less if the pot is oversubscribed.

BARGE AND RAIL USAGE TAX CREDIT (Code of Virginia Section 58.1-439.12:09)

Tax credit for usage of barge or rail to move cargo to or from public or private port terminals in Virginia rather than by truck or other motor vehicle on Virginia's highways. (Must be international cargo). The credit is \$25 per TEU, 16 tons of noncontainerized cargo, or unit of RO/RO cargo in excess of the number of containers shipped by barge or rail by the taxpayer during the immediately preceding taxable year. There is \$500,000 available each fiscal year but there is no cap per tax payer.

INTERNATIONAL TRADE FACILITY TAX CREDIT (Code of Virginia Section 58.1-429.12:06)

Tax credit for either creating new jobs or capital investment in an international trade facility as a result of moving 5% more cargo through public or private port terminals in Virginia than in the preceding taxable year. Credit is either (i) \$3,500 per qualified full-time employee or (ii) an amount equal to 2% of qualified capital investment expenses. There is \$1.25 million available for this credit each fiscal year and the amount of the credit allowed cannot exceed 50% of the tax imposed on that company for the taxable year. A company cannot claim the same jobs for this credit, Major Business Facility Job Tax Credit and the POV Grant Program.

PORT OF VIRGINIA ECONOMIC AND INFRASTRUCTURE DEVELOPMENT GRANT PROGRAM (POV GRANT)

The POV Grant incentivizes maritime related companies or companies who import or export cargo through the ports of Virginia to locate or expand in Virginia. Companies must be engaged in one or more of the following: distribution, freight forwarding, freight handling, goods processing, manufacturing, warehousing, crossdocking, transloading, or wholesaling of goods exported and imported through the ports of Virginia; shipbuilding and ship repair; dredging; marine construction; or offshore energy exploration or extraction. Grants are for permanent, full-time job creation. A 25-job threshold must be met from the date of commencement through the first full calendar year of operations or during the first full calendar year after an expansion occurs. The grant program is available through June 30, 2025.

Grant amount is determined as follows:

- \$1,000 per job for 25-49 New, Permanent Full-Time Positions
- \$1,500 per job for 50-74 New, Permanent Full-Time Positions
- \$2,000 per job for 75-99 New, Permanent Full-Time Positions
- \$3,000 per job for 100 or more New, Permanent Full-Time Positions

Visit: operations.portofvirginia.com (Tools menu) for more information about these incentives.

■ VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP - INTERNATIONAL TRADE

PUTTING GLOBAL TRADE TO WORK FOR YOUR BUSINESS!

Our mission is to increase the number of Virginia companies selling overseas and their volume of international business. We assist both new and experienced exporters enter new international markets by identifying new markets, developing market entry strategies and locating distributors and representatives for products or services—all at little to no cost. Virginia businesses interested in increasing international sales benefit from our export development programs, publications, resources, and market research.



GLOBAL RESEARCH:

- 75 consultants worldwide at your service
- In-country market research specific to your product or service
- Gain local knowledge fast

TRADE MISSIONS:

- International business meetings set up on your behalf
- Pre-qualified potential buyers or distributors
- Face-to-face meetings critical to international business

TRADE SHOWS:

- Exhibit products and services at international trade shows
- Network with prospective customers and grow international sales

VALET PROGRAM:

- Award-winning program increases international sales by 54%
- Application based, two-year business acceleration program
- Specialized international resources through our private-sector program partners

GLOBAL DEFENSE PROGRAM:

- International revenue streams for defense companies
- Market research, digital marketing, and export compliance
- Attend defense-related trade shows and COCOM events

FOR MORE INFORMATION, VISIT: EXPORTVIRGINIA.ORG.

VIRGINIA'S ECONOMIC ADVANTAGES

REGIONAL ECONOMIC DEVELOPMENT ORGANIZATIONS

- 1 Southwest Virginia's e-Region (Virginia Coalfield EDA)**
P: 276-889-0381
W: www.vceda.us
- 2 Virginia's Industrial Advancement Alliance**
P: 757-560-9298
W: www.viaalliance.org
- 3 Onward New River Valley**
P: 540-267-0007
W: www.onwardhrv.org
- 4 Roanoke Regional Partnership**
P: 540-343-1550
W: www.roanoke.org
- 5 Southern Virginia Regional Alliance**
P: 434-766-6707
W: www.svra.org
- 6 Virginia's Growth Alliance**
P: 434-265-2382
W: www.vagrowth.com
- 7 Lynchburg Regional Business Alliance**
P: 434-845-5966
W: www.yeslynchburgregion.org
- 8 Central Virginia Partnership**
P: 434-979-5610
W: www.centralvirginia.org
- 9 Shenandoah Valley Partnership**
P: 540-568-3259
W: www.theshenandoahvalley.com
- 10 Economic Coalition of Northern Shenandoah**
P: 540-665-0973
W: www.yesfrederickva.com
- 11 Northern Virginia Economic Development Alliance**
W: www.novaeda.org
- 12 Fredericksburg Regional Alliance (Fredregion)**
P: 540-361-7373
W: www.fredregion.com
- 13 Northern Neck - Chesapeake Bay Region Partnership**
P: 804-333-1900
W: www.northernneck.us
- 14 Middle Peninsula Alliance**
P: 804-399-8297
W: www.mpava.com
- 15 Greater Richmond Partnership**
P: 804-643-3227
W: www.grpva.com

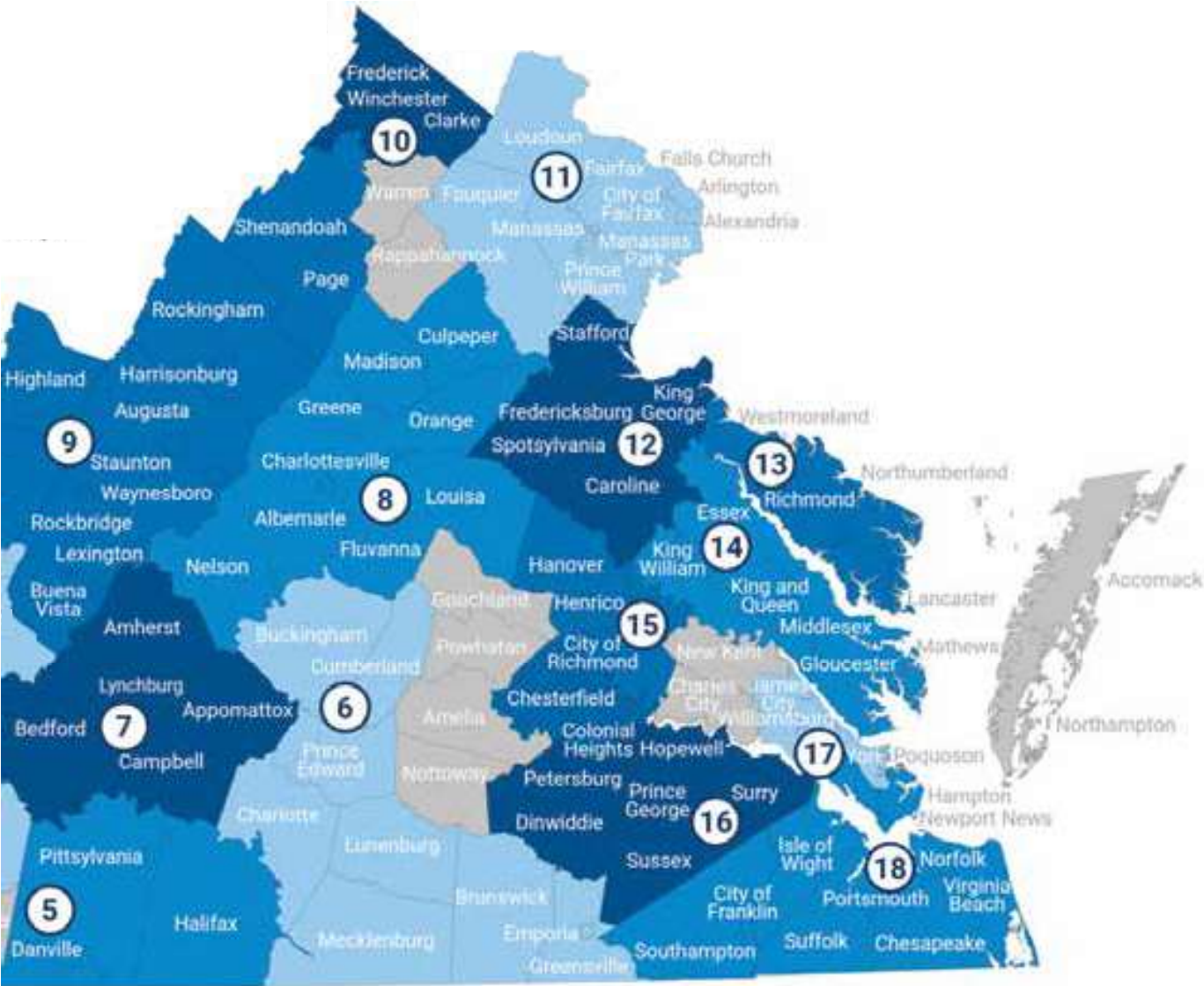


*Chesterfield County is in the Greater Richmond Partnership and Virginia's Gateway Region

VIRGINIA'S ECONOMIC ADVANTAGES

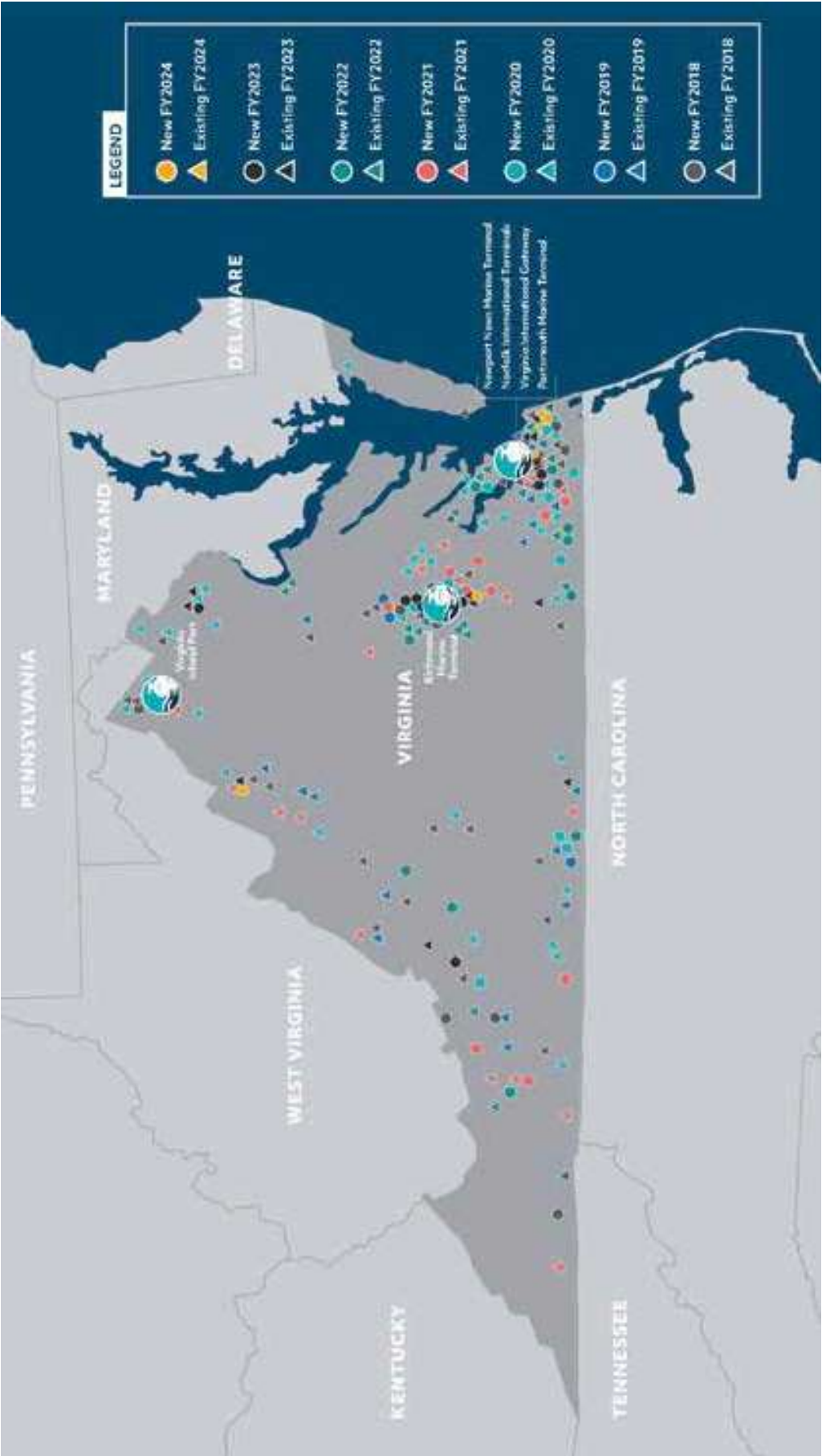
Links to these and additional resources can be found at vamaritime.com.

- 16** Virginia's Gateway Region
P: 804-732-8971
W: www.gatewayregion.com
- 17** Greater Williamsburg Partnership
P: 844-497-2020
W: www.gwpva.com
- 18** Hampton Roads Alliance
P: 757-664-2600
W: www.hamptonroadsalliance.com
- No Affiliation**



Map courtesy of Virginia Economic Development Partnership.

ECONOMIC DEVELOPMENT IN VIRGINIA



■ REGION 1 – SOUTHWEST VIRGINIA'S E-REGION

Southwest Virginia's e-Region is strategically located in southwestern Virginia, an ideal location to serve markets in the East and Mid-America and the world's marketplace. This area of the Commonwealth is marketed by the Virginia Coalfield Economic Development Authority (VCEDA) as Southwest Virginia's e-Region with a focus on the 'e's – electronic information technology, energy, education, emerging technologies and entrepreneurs.

One of the East Coast's new centers for transitioning industries and emerging specialty manufacturing is strategically located midway between Atlanta-Pittsburgh, Charlotte-Cincinnati, and Richmond-Louisville, and is within a day's drive of more than half of the U.S. population.

Interstates 77, 81, 75, and 26, excellent four-lane arteries (US 19, 23, 58, and 460), rail service from Norfolk Southern and CSX, broadband and 4G wireless enhance the region's accessibility and add to its appeal as a quality location to live and work. Southwest Virginia's e-Region also borders three states (WV, KY, TN) and takes advantage of a mobile workforce used to commuting and proximity to the Tri-Cities TN/VA district with a population of nearly a half million.

An energy-leading and scenic part of the U.S., Southwest Virginia's e-Region covers 3,219 square miles and includes Buchanan, Dickenson, Lee, Russell, Scott, Tazewell, and Wise counties and the City of Norton.

Southwest Virginia's e-Region is marketed by the Virginia Coalfield Economic Development Authority - VCEDA - a regional economic development organization created by Virginia's General Assembly in 1988 to enhance and diversify the economic base of the seven-county, one-city, coal-producing region in southwestern Virginia.

A trendsetter in broadband and 4G wireless access in rural America, Southwest Virginia's e-Region has low costs of doing business, the workforce, tailored training with industry-directed centers of excellence, available buildings up to 285,000 sq. ft., sites up to 800-acres in new technology and business parks, and a way of life that makes employers and their employee families very happy.

To encourage diversification and create new jobs, VCEDA manages unique financing programs funded by taxes paid by the coal and natural gas industries in the region. Financing is based in part upon the number of new jobs created, wage rates, and amount of private investment.

In 2018, VCEDA released the results of a study by Chmura Economics & Analytics which documents the direct, indirect, and induced economic impacts that VCEDA has on Southwest Virginia as well as the state. The report states that in 2018 VCEDA's total impact in the Commonwealth is estimated to be \$7.9 billion supporting 43,753 jobs.

For information:
Virginia Coalfield Economic Development Authority
Email: mail@vceda.us
Phone 276-889-0381
vceda.us
e-Region.org



■ REGION 2 – VIRGINIA'S INDUSTRIAL ADVANCEMENT ALLIANCE

PROMOTING THE I-81- I-77 CROSSROADS

A RICH HISTORY IN FURNITURE, A STRONG FUTURE IN ADVANCED MANUFACTURING

Virginia's I-81-I-77 Crossroads region is composed of five counties and one city in the Southwestern region of the Commonwealth, with one of the leading trucking routes traversing the region. Interstates 81 and 77 intersect in Wythe County, VA and the region is bordered by Tennessee to the West, North Carolina to the South, and West Virginia to the North.

VIAA's strategic East Coast location is the driving force behind the resurgence in manufacturing.

With access to three fourths of the U.S. population within a day's truck drive, the region is prime for companies that need quick access to their customer base.

In addition to the food and beverage industry, the region's manufacturing base includes automotive-related companies using sophisticated technology to make precision parts for the world's leading automakers, as well as high-tech companies in the plastics, furniture, distribution, and defense industries.



Internationally recognized companies such as ABB, General Dynamics, Pepsi, Mohawk Industries and Utility Trailer have made the region their home. Pepsi Bottling Group, Inc. took advantage of VIAA's I-81/I-77 crossroads location in Wytheville and located a \$65 million bottling facility. Gatorade located its one million sq. ft. bottling facility in Wytheville's Progress Park. Right next door is Amcor PET Packaging, an Australian-based company that produces millions of plastic bottles for Gatorade and Propel branded sports drinks.

Automotive companies in the region include Somic America, Inc. , located in the 1,200-acre Progress Park in Wytheville, Virginia. A merger between Wytheville Technologies, Inc. and Brewer Automotive Components, Inc., Somic America supplies components to North American automakers, including Toyota and Subaru. Atsumi Car Equipment, maker of automotive wheel components, also operates in Progress Park. Other automotive-related businesses include ZF-TRW Automotive, a well-known manufacturer of rack and pinion steering systems as well as Utility Trailer. Recognized as the "first name in trailers" throughout North America, Utility operates two manufacturing locations in the region.

If your company is looking for an area to locate new facilities, there are a plethora of opportunities in the region. Multiple publicly owned industrial parks are available that are equipped with shovel ready sites, an abundance of power and natural gas capacity, interstate access, and rail service. Our low cost of living and low tax environment combined with low energy and utility rates provide an operational benefit to our industry partners. Learn more at www.i81-i77crossroads.com.

We Build it Better in the Crossroads. Join US. Build Here!

For information:
Joshua Lewis, Executive Director
viaalliance.org

■ REGION 3 – ONWARD NEW RIVER VALLEY

Virginia's New River Valley is an eclectic mix of interconnected small towns that each offer their own unique vibe and appeal. With direct access to I-81 and I-77, the region is also strategically located and within a day's drive to half of the U.S. population.

The region is made up of 4 counties (Floyd, Giles, Montgomery, and Pulaski) and 1 city (Radford), which encompass 10 towns. Nestled between the Blue Ridge and Allegheny Mountains, this beautiful region is charming and welcoming.

Virginia's New River Valley provides an abundance of cultural and social offerings due to the presence of three world-class higher education institutions (Virginia Tech, Radford University, and New River Community College), while retaining the charm and benefits of small town living. The NRV is home to a diverse and innovative business community with companies that range from high-tech startups to foreign-based corporations to specialty agribusiness. These organizations benefit from the collaborative spirit of our region and a loyal, highly-skilled, and educated workforce. The scenic beauty of the region also fosters a deep connection to nature, which is deepened by access to outdoor recreation and the preservation of our natural environment. It's clear why Virginia's New River Valley is "A Natural Fit."



Learn more at www.onwardnrv.org.

ONWARD NEW RIVER VALLEY

2020 Kraft Drive
Suite 2000
Blacksburg, VA 24060
Toll free: 800-678-1734
Phone: 540-267-0007
info@onwardnrv.org

Katie Boswell
Executive Director
katie@onwardnrv.org
540-267-0007

■ REGION 4 – ROANOKE REGIONAL PARTNERSHIP

You may not know this, but the Roanoke Region is home to the single largest shipper of containers through the Port of Virginia.

That's right. Coastal communities aren't the only Virginia localities using this great asset. So what can the Roanoke Region do for you?

Situated in the beautiful Blue Ridge and Allegheny Mountains, the Roanoke Region is the largest metropolitan area in Western Virginia with more than 330,000 residents.

Located along Interstates 81 and 64, the region is equidistant from New York and Atlanta; 230 miles southwest of Washington, D.C., and 250 miles west of the Port of Virginia. Mack Trucks, Revlon, Orvis, WestRock, and other companies that must get their products to market are located here because of fast and cost-efficient shipping to two-thirds of the U.S. population within a day's truck drive.

The region offers strong advantages to manufacturers that go beyond location and market access. A higher percentage of the Roanoke labor force is employed in manufacturing than the state of Virginia, or the nation overall. Virginia Western Community College offers Siemens-certified training in Mechatronics and industrial automation that is crucial to any modern American manufacturer. Roanoke's manufacturing sector and talent is diverse with transportation, electrical equipment, food, beverage, print, packaging, and other advanced manufacturing sectors represented.

The region offers cost advantages for living and doing business including all utilities at competitive prices. The cost of living is around 8 percent below the national average (C2ER) and the cost of doing business also is 12 percent below Moody's national average.

Strong workforce and controlled costs are two important reasons the Roanoke Region is attracting so much attention. Recently, Italy's Eldor Corporation, New Belgium Brewing, and Munters opened large, state-of-the-art facilities and are Port of Virginia customers.

The strong manufacturing base complements a vibrant technology community. The Roanoke Innovation Corridor includes the Frailin Biomedical Research Institute at Virginia Tech Carilion which is doubling in size and adding 250 life science researchers. A regional broadband backbone has increased capacity and reliability for enterprise-level clients.

And you'll find plenty to do! Roanoke offers a unique level of access to outdoor amenities. Located along both the Blue Ridge Parkway and Appalachian Trail and with more than 100 miles of paved, and natural surface trails, opportunities to play are abundant and right in your backyard. Water sports, biking, hiking, camping, hunting, or fishing... it's right here in the Roanoke Region.

From business quality to quality of life, the Roanoke Region is where you want to be.

See for yourself at roanoke.org.



**ROANOKE
REGIONAL
PARTNERSHIP**

■ REGION 5 – SOUTHERN VIRGINIA REGIONAL ALLIANCE

A region built on manufacturing, Southern Virginia offers easy access to over 60% of the US population and over two-thirds of the US industrial base within one day's drive. Our region offers numerous shovel-ready sites as well as a multitude of available existing industrial buildings. The region is also developing a diverse array of properties ranging from less than 100-acres to a megasite of over 3,500-acres.

Southern Virginia is home to a variety of advanced workforce training facilities dedicated to helping our industries train highly skilled and technologically advanced employees. These facilities train workers in fields such as precision machining, performance film manufacturing, welding, and information technology. Over \$40 million has been invested in a precision machining workforce pipeline.

The 5 sites below are well above 100-acres with various options that are highly suitable to large industrial projects. The Megasite is the ideal location for a Tier 1 OEM or supplier with 37 additional sites ranging from 5-96-acres near airports, in cyber and technology parks, near various suppliers and with infrastructure to support a range of issues inclusive of rail, natural gas, terabyte broadband speed and of course excellent electrical utilities at favorable prices.

- Southern Virginia Megasite at Berry Hill, a certified Tier 4 site www.sovamegasite.org
- Southern Virginia Multimodal Park
- Cane Creek Centre, a certified Tier 4 site
- Coleman Site
- Southern Virginia Technology Park

SOUTHERN VIRGINIA OFFERS:

- Reliable and affordable electricity and high speed broadband in all industrial parks
- Access to state-of-the-art workforce training facilities
- Research & Development facilities focused on numerous industry sectors
- Abundant water and sewer capacity
- Four-lane divided highway access to six major interstates
- Rail service and easy access to international airports and the Port of Virginia
- Building costs in Southern Virginia are 20% below the national average and affordable cost of living

For more information, visit www.svra.org.

**Linda Hutson Green, Director of Economic Development
150 Slayton Avenue, Suite 114, Danville, Virginia 24540**



■ REGION 6 – VIRGINIA'S GROWTH ALLIANCE

In the case of site location, sometimes you can have it all. Virginia's Growth Alliance economic development region boasts an ideal combination of transportation access, proximity to metropolitan areas, and low operating costs. So, it's no wonder the region is home to companies like Microsoft, Hewlett Packard, Georgia-Pacific, and Boar's Head Provisions.

When companies need to be close to Washington, D.C. or the Hampton Roads area but outside of the blast zone, they are looking to VGA. Broadband supplied over Mid-Atlantic Broadband's 2,000+ mile, 400+ gigabit-per-second backbone network provides these companies with the infrastructure they need for data-intensive operations at lightning fast speeds.

Centrally located on the U.S. East Coast, VGA is midway between the Richmond and Raleigh/Durham metropolitan areas, a short two hours from the Port of Virginia (Hampton Roads), and just a bit further to Washington, D.C.. Interstates and highways provide convenient one-day access



to most East Coast and Midwest markets and two-thirds of the U.S. industrial base. Complement the highways with VGA's system of railroads, airports and seaports, and you can reach every market efficiently.

VGA's Mid-Atlantic Advanced Manufacturing Center is the only megasite in Virginia, North Carolina or Maryland certified by McCallum Sweeney Consulting. No other industrial site can combine this certification with Virginia's superlative, award-winning business climate. The 1,600-acre megasite offers a central position along the eastern seaboard of the U.S. And, with I-95 frontage and convenient access to I-85, CSX main line rail access, and a direct route to Virginia ports, the site provides easy access to both national and international markets via road, rail, and sea.

The VGA region has a number of other industrial and business sites available to meet a wide variety of needs – from data centers to heavy industry. The history of manufacturing in the region provides a steady stream of workers accustomed to shift work, and the region's skilled workforce has access to multiple advanced training programs.

Wages in the region are lower than average, and new and expanding companies may be eligible for a number of incentives at the local, regional, and state levels. Since Virginia's Growth Alliance is situated within the Tobacco Indemnification and Revitalization footprint, companies may also be eligible for Tobacco Commission incentives.

The Commonwealth of Virginia has repeatedly been recognized by well-respected sources such as Forbes, Pollina Corporate Real Estate, and CNBC as a top state for business. In fact, Virginia was ranked by Forbes as the nation's top state for business for four consecutive years. The Commonwealth's corporate income taxes are one of the nation's lowest, and they have not changed in over 40 years.

VGA has a reputation as a region that is easy to work with, has streamlined permit processes, and can get things done. This is one region that should be on any site locator's short list.

For additional information, please visit the region's website at vagrowth.com, or call Jeff Reed at 434-265-2382.

■ REGION 7 – LYNCHBURG REGIONAL BUSINESS ALLIANCE

The Lynchburg Virginia MSA has proven to be an ideal location for manufacturers, distribution centers, and service businesses with a national or global reach. Situated in the center of the eastern seaboard, the Lynchburg Region offers convenient proximity to some of the nation's most important markets. In a single day's drive every major metropolitan area on the East coast between New York and Atlanta can be reached. Other major destinations, such as Chicago, New England, and the Canadian border, are just a few hours beyond.

The vitality of the Lynchburg Region is evident in the mix of businesses that are already flourishing in the area and in the array of internationally known names that have chosen to locate here. The diversity makes for a healthy, stable economy and a productive environment for the growth of your business.

Currently, our region is outpacing other areas in the development of technology infrastructure. Technology will continue to reshape the business landscape in fields such as medicine, manufacturing, energy, and business services. Showcasing our technology assets will be critical for maximizing industry recruitment efforts.

Our low cost of living, higher education sector, and unique blend of recreational opportunities attract and retain a talented workforce growing key regional industries such as advanced manufacturing and healthcare. Our region has an abundance of education and training partners with tools that elevate our workforce. Quality apprenticeship programs continue to expand beyond the traditional trade models to other sectors such as IT, energy, and engineering. Our successes in these areas are bolstered by Lynchburg's designation as a TechHire Community. The TechHire initiative aims to equip individuals with the technical skills they need to meet employer demand quickly and efficiently. TechHire combines both traditional and non-traditional educational channels and training modules that provide students with valuable skills in months instead of years.

Our glass is overflowing literally and figuratively. Our proximity to water makes our region an optimal location for food and beverage industry attraction with more than 25mgd in excess water capacity. The abundance of water and trained workforce in our region puts us ahead of the competition.

Combining these regional assets creates a thriving business environment that will continue to offer growth opportunities for existing business and serve as an attractive place for industry re-location, expansion, and start-ups.

Virginia's Lynchburg region is a remarkable example of public-private cooperation, covering 2,000 square miles in the heart of Virginia. Resource-rich with a committed reputation to business growth and success.

**For more information, call Megan Lucas at 434-847-1447
or visit YesLynchburgRegion.org.**



■ REGION 8 – CENTRAL VIRGINIA PARTNERSHIP FOR ECONOMIC DEVELOPMENT

Central Virginia is powered by the vision and passion of entrepreneurs, the strength of top-ranked University of Virginia, and a first-rate location. With a well-educated workforce and room for growth and expansion, Central Virginia is an ideal place to locate or expand businesses.

STRATEGIC LOCATION: Bordered on the west by the Blue Ridge Mountains, the region consists of the City of Charlottesville and the Counties of Albemarle, Culpeper, Fluvanna, Greene, Louisa, Madison, Nelson, and Orange. Within a state renowned for its advantageous pro-business climate, Central Virginia offers easy access to Washington, D.C., Philadelphia, New York and other points along the Mid-Atlantic corridor, and I-64 provides excellent connectivity to I-81 and I-95. More than 50 daily passenger flights are offered at Charlottesville Albemarle Airport (CHO).



ROOM TO GROW: With plenty of room for companies to grow, the region offers a great variety of greenfield development opportunities, incubator and lab space, and downtown offices. Existing buildings in established industrial parks are ready for new tenants, and large assemblages of land are available for development. The University of Virginia's two dynamic Research Parks serve as a catalyst for the creation and enhancement of research and business collaboration in beautiful "corporate communities."

VIBRANT BUSINESSES: The Central Virginia region is very attractive for business and financial services companies including LexisNexis, S&P Global Market Intelligence, and CFA Institute, and for information technology companies such as Equinix, Intelligent Platforms, and WillowTree. The National Ground Intelligence Center and the Defense Intelligence Agency anchor a robust defense sector which includes Aerojet Rocketdyne, Booz Allen Hamilton, CACI, and Battelle. The region's beauty compliments award-winning agribusinesses including Devil's Backbone Brewery, Early Mountain Vineyard, Battlefield Farms, Bright Farms, and Carter Mountain Orchard. Successful advanced manufacturers have found a home here including Continental, Euro-Composites, Klockner Pentaplast, Northrop Grumman, Ashbury International, TE Connectivity, RIDGID, California Sidecar, and MicroAire.

INTELLECTUAL FIREPOWER: Central Virginia workers comprise a labor pool of 175,000 well educated and motivated workers, a number projected to grow 8% by 2027. The region's skilled and diverse workforce provides businesses with a significant competitive advantage. Central Virginia businesses also benefit from the outstanding programs of Germanna Community College and Piedmont Virginia Community College. Both colleges are actively engaged in workforce development and successfully partner with regional businesses to customize training.

INCOMPARABLE QUALITY OF LIFE: Central Virginia offers recreation, culture, world-class health care, unspoiled natural beauty and livable, safe communities.

Contact: To find out more about Central Virginia, please contact Helen Cauthen at hcauthen@centralvirginia.org or 434-979-5610 ext. 100.

■ REGION 9 – SHENANDOAH VALLEY PARTNERSHIP

Located along the I-81 Corridor, Virginia's iconic Shenandoah Valley positions businesses to access competitive markets nationally and internationally. Home to successful, long-standing companies, contagious entrepreneurial spirit, and complete workforce solutions, the Shenandoah Valley was rated by Colliers International as one of the "10 Emerging U.S. Industrial Markets to Watch in 2021." This diverse region boasts a strong manufacturing base and vibrant technology sector that includes innovations in agriculture, information technology, healthcare and advanced manufacturing. The Shenandoah Valley's diverse region supports a stable economy where companies thrive and grow. The region has a population of 376,632 including the Harrisonburg and Staunton metropolitan areas.



With major railroads, three Interstate highways, access to The Port of Virginia via the Virginia Inland Port, as well as the Shenandoah Valley Airport providing local convenience with global connections, this region is a major transportation corridor. Local businesses cite this well-connected transportation system, lower labor costs, and a trained and dedicated workforce among the many reasons to do business in the Shenandoah Valley. In the past 12 months, Shenandoah Valley companies have invested \$46 million and announced the creation of 319 jobs in the region. These investments include growing companies in manufacturing, agribusiness, and technology including: Bowman Andros, Farmer Focus, and Commonwealth Crush.

The Shenandoah Valley Partnership (SVP) serves as the region's economic development organization that continues to lead the growth and progress of economic development activity in the Shenandoah Valley. The SVP promotes the region's economic prosperity through capital investments and job creation by working collaboratively with 12 localities and over 130 private-sector investors. Through regional cooperation, the SVP brings together business, government, education leaders, and statewide partners to improve the region's prosperity and quality of life. Communities represented in the SVP region include the counties of Augusta, Bath, Highland, Page, Rockbridge, Rockingham, and Shenandoah, and the cities of Buena Vista, Harrisonburg, Lexington, Staunton, and Waynesboro.

**Ready to explore investing in this region we're proud to call home?
Learn more at theshenandoahvalley.com.**

Contact:

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■ REGION 10 – ECONOMIC COALITION OF THE NORTHERN SHENANDOAH VALLEY

Frederick County, Clarke County, and the City of Winchester welcome companies to the Northern Shenandoah Valley (NSV), a growing community of more than 130,000 and the northernmost region in the Commonwealth. A central East Coast location just 90 minutes from Washington, D.C., an award-winning, regional healthcare system, and outstanding public and private education offerings create a community that residents and businesses proudly call home.

Globally recognized companies like Amazon, Continental, Kraft Heinz, Home Depot, Navy Federal Credit Union, Rubbermaid Commercial Products, Thermo Fisher Scientific, Trelleborg Marine Systems, and Trex® are located here. Lively downtowns in Winchester and Clarke County feature homegrown businesses, boutique retailers, and eclectic restaurants, while farms and agribusinesses, small and large-scale manufacturers, logistics, and back-end support operations fill their surrounds.



Interstates 81 and 66 and four-lane, divided highways, Rt. 522, Rt. 50, and Rt. 7, allow businesses and residents to move in and out of the community quickly and efficiently. Winchester Regional Airport, OmniTrax rail, and proximity to the Virginia Inland Port provide additional transportation flexibility. Dulles International Airport is a mere 40 minutes away, and BWI and DCA are accessible in less than two hours.

The NSV region draws from a skilled workforce of more than 345,000 within a 45-minute drive-time, including 10 counties in Virginia, Maryland, Pennsylvania, and West Virginia. More than 90% are high school graduates; 41% hold an associate degree or higher. Fast-track training, two-year, four-year, and post-graduate study are available locally via award-winning higher education providers Laurel Ridge Community College and Shenandoah University.

We would love to share our community with you, a place where you will love to live and work. Please reach out to us to learn more and schedule a visit.

Economic Coalition of the Northern Shenandoah Valley

Frederick County Economic Development Authority | YesFrederickVA.com

Winchester Economic Development Authority | DevelopWinchesterVA.com

Clarke County Economic Development | YesClarkeCounty.com

■ REGION 11 – NORTHERN VIRGINIA ECONOMIC DEVELOPMENT ALLIANCE

Innovation. It's what drives business in Northern Virginia. It's the home of corporate headquarters for top companies like Amazon, Volkswagen, Raytheon and others. It's where government research agencies and contractors lead the latest developments into ventures ranging from cybersecurity to clean/green tech. And after all, it's the crossroads of more than 70% of the globe's internet traffic. From tech talent to global industry, in Northern Virginia, innovation lives here.

Ten jurisdictions have now aligned to promote Northern Virginia as the best place to do business with the Northern Virginia Economic Development Alliance (NOVA EDA), showcasing the breadth and variety of the region's economic strengths for companies from around the globe. Northern Virginia is the most densely populated region in the Commonwealth and includes five counties (Arlington, Fairfax, Fauquier, Loudoun and Prince William) and five independent cities (Alexandria, Fairfax, Falls Church, Manassas, and Manassas Park). Home to not just the federal government but also more than 100 U.S. and global corporate headquarters, Northern Virginia has also emerged as the hub of cutting-edge intelligence technology, serving as a fertile ground for the growing cybersecurity industry.

Innovation lives here

What sets the region apart the most is its status as one of the nation's top producers of tech talent. The D.C. metro is the country's most educated region, and it produces more computer science graduates than any other metropolitan area. The combination of talent available in the metro, with additional tech talent production from Virginia's world-class higher education system, ensures NOVA will maintain and enhance its edge with access to the best and brightest. Northern Virginia also celebrates being one of the nation's most racially, ethnically and internationally diverse regions. Women are twice as likely, and African Americans five times as likely, to work in the technology sector in NOVA than in Silicon Valley; and our communities are ranked among the most LGBTQ-friendly nationwide. NOVA offers something for everyone: some of the country's most interesting cultural and historical sites, vibrant arts organizations, sports teams in all major leagues, and a dynamic food and wine scene.

Northern Virginia is a major center for U.S. and foreign commerce that delivers a diverse, top-ranked workforce coupled with an integrated transportation network that facilitates continued business growth and access to global markets. Our communities offer a lifestyle ranging from urban convenience to small town charm, but one thing all have in common is a commitment to innovation.

Learn more about the Northern Virginia Economic Development Alliance at novaeda.org and see why innovation lives here.

■ REGION 12 – FREDERICKSBURG REGIONAL ALLIANCE

The Fredericksburg Region is ideally located for accessibility to major cities and markets along the East Coast and in the Midwest. In the Fredericksburg Region, we're committed to ensuring long-term profit for the businesses that call our region home. The secret is our pro-business approach, and lower costs for land, facilities, and labor which add to your bottom line. It's all supported by a public and private economic development partnership called the Fredericksburg Regional Alliance. Learn more about our dynamic region, consisting of the City of Fredericksburg and the Counties of Caroline, King George, Spotsylvania, and Stafford.

COMPETITIVE

- The 1,400 square mile region is strategically located just 35-miles south of the nation's capital and 35-miles north of Richmond, capital of Virginia.
- Over 47-miles of Interstate-95 serve the region, carrying 120,000 cars per day.
- Excellent rail service is easily accessible, including Virginia Railway Express's commuter service and Amtrak. CSX Railroad provides the region with a wide range of reliable and efficient shipping options.
- Washington Dulles International, Washington Reagan National, and Richmond International Airports are within one hour of the region, and are served by 60 commercial airlines providing 815 flights per day.
- The Stafford Regional Airport offers Foreign Trade Zone capability, and will serve as a reliever airport to Washington Dulles International and Washington Reagan National Airports.



- Nationally recognized higher education institutions and quality of life.
- Defined high-growth clusters in cyber security, advanced manufacturing and logistics.
- Highly educated, well-trained workforce.
- Competitive local tax rates and numerous business advantages.
- City of Fredericksburg and the Counties of Caroline, King George, Spotsylvania and Stafford.

For more information visit: fredregion.com.

■ REGION 13 – NORTHERN NECK CHESAPEAKE BAY REGION PARTNERSHIP

The Northern Neck Chesapeake Bay Region Partnership includes the Counties of Lancaster, Richmond, Westmoreland, and Northumberland. Originally settled in the mid-1640s, the area has retained and grown key agricultural, seafood and forestry industries, which have expanded to embrace new technologies such as hydroponics, and growing oysters from seed. Major local industrial sites include a food-grade fish oil refinery, seafood processing and oyster hatchery, sawmills and planer mills. The last twenty years has seen the emergence of small-scale high-tech facilities, whose activities include manufacturing cement pools and building trusses, assembling trailers, and rapid prototyping and precision machining. The United States Naval Surface Warfare Center Dahlgren Division is located nearby, which benefits high-tech companies located in HUBZone regions. Lancaster County is a qualified HUBZone and Richmond and Northumberland Counties will retain HUBZone eligibility until June 2023. Additionally, the Northern Neck participates in the Virginia Enterprise Zones program, which offers qualifying businesses a package of state and local incentives in the form of tax relief and grants, local regulatory flexibility, and local infrastructure development. The Northern Neck has over 13,000-acres designated as enterprise zones.



The population of the entire region totals just over 50,000. Six incorporated towns are located within the four counties. Rappahannock Community College has two campuses in the area, and the College's Workforce Development component offers staff trainings to local businesses. University of Mary Washington hosts a Small Business Development Center which delivers business counseling and training classes. The largest argument for locating a business in the region, which is referred to as the Northern Neck Heritage Area, is the high quality of life, given the natural beauty and historic setting with small downtown areas that dot this peninsula between the Potomac and Rappahannock Rivers. Environmental beauty, a low-key lifestyle, little traffic and low tax rates underscore the benefits of business location in the Northern Neck.

For more information on the Northern Neck Chesapeake Bay Region Partnership and its member-localities, visit northernneck.us, or call 804-333-1900 ext. 22.

■ REGION 14 – MIDDLE PENINSULA ALLIANCE

VIRGINIA'S MIDDLE PENINSULA



REGIONAL ACCESSIBILITY TO RURAL STRENGTHS:

The heart of Virginia's blue/green economy, Virginia's Middle Peninsula region encompasses approximately 1,388 square miles in the east central Tidewater area of Virginia, easily accessible to serve the Ports of Virginia. It includes nine localities: the Counties of Essex, Gloucester, King and Queen, King William, Mathews, and Middlesex, and the Towns of Tappahannock, Urbanna, and West Point. Uncongested transportation access provides cost-effective options to the major markets of Hampton Roads, Richmond and Northern Virginia.

DIVERSITY IN THE ECONOMY: From WestRock, one of North America's leading vertically integrated manufacturers of paper packaging products, to Nestle Purina Pet Care, the leading pet nutrition company, to Fulcrum Concepts, a tactical avionics company, the Region supports hundreds of advanced manufacturing and technology jobs. Anchored by numerous marinas and small businesses in the coastal economy, the region is also home to the Rappahannock Oyster Company, a nationally-recognized vertically-integrated seafood company. The Virginia Institute of Marine Sciences (VIMS) conducts research in coastal ocean and estuarine science, educates students and citizens, and provides advisory service to policymakers and industry. Virginia Sea Grant College (VASG) is a seven-university partnership that enables integration, collaboration, and leveraging of the collective coastal and marine capacity to address pressing societal problems in Virginia and the world through scientific research, education, and public outreach. The Region is home to the Commonwealth's first federally-recognized Native American Indian Tribe, the Pamunkey, a strategic partner in economic development. This diversity of economic base creates a platform for sustained business growth.

PREPARING TALENT FOR THE FUTURE: Career paths begin in the seven public school serving students in grades K-12. In addition to these public schools, approximately sixteen private schools serve grades K-12 and special education needs in the Middle Peninsula area. Rappahannock Community College provides both technical and academic training, and the Virginia Institute of Marine Science, affiliated with the College of William and Mary, serves as the anchor research partner. In addition, the Region is home to the Chesapeake Bay Governor's School for Marine and Environmental Science which provides a rigorous curriculum through enrichment, exploratory, investigative, and career awareness experiences. Through the integration of math, science, technology, and research, woven with marine and environmental sciences, students have the opportunity to foster an appreciation and respect for environmental issues.

COMMUNITY ENGAGEMENT: an exceptional cultural heritage is complemented by an engaged citizenry and an active artisan community anchored by the Bay School Community Arts Center, and numerous fine arts and folk festivals. The Region has also leveraged its regional agricultural and aquaculture base to support high-quality restaurants and food experiences.

For more information on Virginia's Middle Peninsula Alliance and its member localities, call 804-399-8297 or contact riverlinkllc@gmail.com or go to the Middle Peninsula Alliance website <http://www.mpava.com>.

■ REGION 15 – GREATER RICHMOND PARTNERSHIP

Greater Richmond is consistently rated a top location for business, finding jobs and a quality place to live and learn. Companies like Capital One, Dominion, Brink's, Owens & Minor, Genworth, CarMax, and Altria choose Greater Richmond for their business success.

One of Greater Richmond's natural advantages includes its strategic location at the mid-point of the East Coast. Major Interstates converge in the metro area, including I-64, I-95, and I-85. The region boasts a world-class transportation system that incorporates the Port of Virginia's Richmond Marine Terminal, rail, airports and unparalleled access to the Interstate Highway System allowing access to 45% of the U.S. population within one-days' delivery drive.

Richmond is the capital of Virginia, which is the northernmost right-to-work state on the East Coast. At 2.7 percent, it has one of the lowest rates of unionization among private sector workers in the nation. Workers' Compensation and Unemployment Compensation costs are also among the lowest in the U.S. The region's labor force includes more than 680,000 people out of the total population of 1.3 million.



Nearly 30 universities, colleges and adult career schools provide endless learning opportunities for 80,000 enrolled students. Well-established schools and innovative programs ensure a steady supply of highly educated and skilled employees. More than 50 percent of working adults have some college, or a bachelor's degree or higher.

The area's diverse economy includes 7 Fortune 500 and 3 Fortune 1000 headquarters which span Supply Chain, Advanced Manufacturing, Food & Beverage, BioScience, and Corporate Services. It's also home to regional and state services including the Fifth District Federal Reserve, Fourth Circuit U.S. Court of Appeals, State Capitol and nearly 30 higher education options.

More than 220 foreign-affiliated firms representing 26 countries operate in the Richmond Region. The products and services provided by these firms range from industrial machinery to specialty foods and from transportation to consulting services. International firms have described Greater Richmond as a "soft landing" in their expansions to the U.S., providing a personable adjustment period with business-friendly accommodations.

Companies find the area an easy attraction tool when recruiting employees. Residents enjoy a high quality of life at a cost well below the national average with minimal traffic congestion and outstanding cultural and recreational opportunities.

For more information, visit: www.grpva.com.

■ REGION 16 – VIRGINIA'S GATEWAY REGION

Virginia's Gateway Region is situated between Hampton Roads and Richmond, the state capital. The region's location allows for easy access to ports and a workforce drawn from two major metropolitan areas while incurring lower business costs and less traffic congestion. The region includes seven communities in the center of eastern Virginia and the East Coast, with a population of approximately 155,000. The total workforce sourced from the Richmond-Petersburg area and Hampton Roads is greater than 900,000. Inherent connections to state and national capitals and the Port of Virginia—the deepest natural port on the East Coast makes the region an important “gateway” for business growth. This status is further solidified by a highway network at the midpoint of 1-95 and the origin of 1-85, a rail network served by Norfolk Southern and CSX, the largest concentration of transload facilities in the state and international and domestic air freight and passenger resources.

The location effectively reaches 40 percent of domestic consumers and businesses within a single-day truck drive and has the lowest in-region travel delay among all large metro areas. The combination of strategic location and infrastructure, human capital, and public-private innovation makes the region uniquely adapted for Advanced Logistics and Distribution, Advanced Manufacturing, and Food & Natural Products sectors, all which interface with global shipping.

The Gateway Region is now getting more attention from the pharmaceutical industry, as Phlow, a U.S.-based, public benefit drug manufacturing corporation, has received federal government funding of \$354 million for advanced manufacturing of America's most essential medicines at risk of shortage, including medicines for the COVID-19 pandemic response. In order to begin rapidly producing medicines for patients in need, Phlow partnered with AMPAC Fine Chemicals, to produce ingredients used in the manufacturing of essential medicines and is working to build an advanced manufacturing capability in the City of Petersburg.



The region is home to some of the largest distribution centers in the country including Amazon, Walmart, and Aldi. Other local employers like Ashland and Evonik manufacture specialty chemicals compounds, materials for aircraft engines and so much more. Company leadership teams continue to make investment decisions to expand facilities in the Gateway Region. Factors such as geographical prominence and a responsive, well-educated workforce ensure local facilities remain key components of global corporate supply chains. Apprentice academies, technical centers, an engaged education community, and a dynamic workforce development entity (Community College Workforce Alliance), all work collectively to upgrade the workforce each year to ensure it stays ahead of modern manufacturers' skills demands. Additionally, the region's premier research center, the Commonwealth Center for Advanced Manufacturing, combines university researchers with expertise from member companies like Newport News Shipbuilding, Canon, and Siemens to bring local innovations to the commercial marketplace.

In the food and natural products sector, growers, processors, packagers, and distributors form a complete “farm to table” supply chain network, including firms like Perdue, Goya, and Boar's Head, among others. Fort Lee's Joint Culinary Center of Excellence adds to the local human capital, producing veteran food experts and even hosting a nationally followed annual cooking competition. Corporate-university partnerships with Virginia State University and Virginia Commonwealth University offer rich opportunities for collaboration, including new crop strain development to optimize local growth, packaging and branding campaigns, food science and safety programs, and more. And, as in the other sectors, the region's workforce training centers are highly attuned to the needs of local employers.

For more information visit: gatewayregion.com

FB- @VaGatewayRegion

X- @VaGatewayRegion

LinkedIn- <https://www.linkedin.com/company/virginia's-gateway-region>

■ REGION 17 – GREATER WILLIAMSBURG PARTNERSHIP

The three Virginia localities of the City of Williamsburg, James City County and York County, have recently joined together to launch the Greater Williamsburg Partnership (GWP), a new regional economic development organization. Through the economic development offices of these communities, the GWP is committed to providing the services and support to grow the business community within the region, known for its highly educated workforce and excellent quality of life. If you're considering a business relocation, expansion or launch, the GWP can connect you with the resources to help you meet your goals, including a number of partners at the local, regional and state levels that provide comprehensive services. The GWP is committed to expanding the dynamic and diversified business environment by fostering the growth of existing businesses and attracting new industries, spanning from logistics, advanced manufacturing, defense and data analysis, to a rapidly expanding food and beverage industry. The region has available office space, undeveloped parcels in established business parks and large greenfield sites that are shovel-ready.

The GWP's new website showcases the benefits and advantages of starting and growing a business within the greater Williamsburg area. The website focuses on the supportive business environment within the three localities, providing information on available properties, buildings, infrastructure, costs of doing business, incentives, housing, and more. There is also a feature where one can dynamically search for and find properties according to selectable criteria to match business needs. The GWP website provides a compelling value proposition for the region and anchors a marketing campaign to attract new investment. Why not live and work in the same place millions love to vacation?



The greater Williamsburg region has a stable, commerce-friendly municipal environment, low cost of doing business, and a high quality of life. The College of William & Mary and exiting military personnel provide our companies with a talented labor pool. The College of William & Mary also houses a first-class Applied Science program that has conducted research for commercial applications in areas ranging from nanotechnology to robotics. We have access to the east coast and beyond through the robust Port of Virginia, CSX railroad, Interstate 64 and three regional airports. While these transportation assets provide key capabilities for business success, the region also enjoys proximity to two major markets, the Metropolitan Statistical Areas of Virginia Beach/Norfolk and the Richmond area. New technologies permit companies to operate from almost anywhere, and the GWP can show businesses that our region has everything needed for success in an area that supports a healthy work-life balance. The William & Mary business incubator "Launchpad" supports local startups as well as serving as a safe harbor for foreign direct investment. The greater Williamsburg region has been fostering commerce since 1607 and we have what it takes to sustain a supportive business platform in the 21st century.

Contact us at vongilbreath@greaterwilliamsburgpartnership.com or through our website at GWPVA.com for details on our economic development services or to learn more about how the Greater Williamsburg Partnership can help your business succeed.

■ REGION 18 – HAMPTON ROADS ALLIANCE

Hampton Roads — officially referred to as the Virginia Beach-Norfolk-Newport News Metropolitan Statistical Area — is located in southeastern Virginia, approximately 200 miles south of Washington, D.C. It has one of the world's greatest natural harbors, with ports capable of accommodating the largest cargo ships on the planet. Complete with extensive road, rail, and air capabilities that instantly connect the region to multiple U.S. markets, Hampton Roads is a premier location for business.



With a population of over 1.7 million, Hampton Roads competes with some of the nation's largest metropolitan areas. This population is comprised of over 838,000 within the civilian labor force, 120,000 active duty, reserve and contracted personnel at the region's 9 military installments, and more than 100,000 students at 12 colleges and universities.

Hampton Roads' strategic location on the East Coast has long defined the economy by offering a significant logistical advantage. Its convenient, accessible transportation infrastructure provides multiple options for moving goods between domestic and international markets. In fact, the region is within one day's drive of over 40% of U.S. consumers.

Hampton Roads is home to the Port of Virginia and its 50-foot shipping lanes, some of the deepest on the Atlantic coast. Located only 2.5 hours from open sea, the Port provides new and expanding companies direct access to over 80 ports worldwide.

To complement its maritime assets, two Class-1 railroads, Norfolk Southern and CSX, provide service to Hampton Roads via an extensive infrastructure with a combined total of over 42,000 miles of track throughout the East Coast and Mid-West. The region's two international airports, Norfolk International (ORF) and Newport News/Williamsburg International (PHF), are located within 30 minutes of most business and residential areas. Combined, they serve four million passengers a year, and offer over 200 flights per day.

In Hampton Roads, you will find a skilled, educated workforce and a wealth of logistical and business resources. If you look closer though, you'll discover it is more than just a great place to work. It's also a vibrant, one-of-a-kind community. Unlike many MSAs, Hampton Roads' population nucleus is not confined to one central location. Its connectivity and advanced infrastructure is spread among 11 cities and counties, each with their own unique assets and thriving atmospheres.

The Hampton Roads Alliance is a non-profit, public-private partnership that markets Hampton Roads worldwide as the region of choice for business investment and expansion. It is the leading, regional economic development organization and all its business attraction initiatives and activities are designed to highlight its 11 localities while emphasizing the collective strengths of the region. All services are customized, confidential, and FREE OF CHARGE. Areas of assistance include real estate search, data comparison, business services, staffing, finance, networking, education, workforce development, incentives, and more.

For more information about the region and to see how the Alliance can help your company call Hampton Roads home, please visit hamptonroadsalliance.com today.

WORKFORCE DEVELOPMENT

■ CHESAPEAKE MARINE TRAINING INSTITUTE

CMTI, a proven industry leader providing quality maritime training to thousands of mariners over the last 25 years. Respected for our service to the workboat community and shipping companies throughout the mid-Atlantic region, we take time to ensure each mariner has the knowledge and skills needed in today's competitive environment.



Chesapeake Marine Training Institute, located in Hayes, VA, was founded in 1992. Our instructors are highly experienced professionals able to effectively share their expertise with mariners. CMTI offers over 50 USCG approved courses, as well as license prep programs and tailored training to meet your specific need. We take pride in presenting professional seamanship skills and knowledge for mariners seeking their U.S. Coast Guard credentials.

CMTI also has full time license consultants ready to assist mariners through the Coast Guard application process to ensure the issuance of USCG credentials proceeds smoothly. CMTI is a one-stop shop when it comes to applications, physical exams and drug screens, saving time, and ensuring that your credential is issued in the most efficient way. For more information, give us call! 800-642-CMTI or go to www.chesapeakemarineinst.com.

■ MID-ATLANTIC MARITIME ACADEMY

Maritime Institute provides world class maritime training for civilian and military mariners through delivery of over 100 U.S. Coast Guard, U.S. Navy and GWO approved courses in Norfolk, San Diego, Honolulu and Alameda and continues to provide exportable training throughout the United States and Pacific Rim. Our customers include Government organizations such as the U.S. Navy, Military Sealift Command and NOAA; Civilian ship operators such as Crowley, Disney Cruise Lines, and Foss Maritime; Merchant Mariner Unions such as Sailor's Union of the Pacific (SUP) and Marine Fireman's Union (MFOU), and thousands of independent mariners each year. The company provides training to over 10,000 mariners annually, in topics that cover every aspect of shipboard operations and offshore wind training.



Maritime Institute provides state-of-the-art facilities with computer simulation equipment, Damage Control Trainers, Lifeboat Trainers, and live burn fire field facilities to provide our students with real-world training. Our expert team has over 65 instructors each with at least 20 years of experience in their fields, providing training in all aspects of vessel operation and maintenance. Call us today! 757-464-6008 or send us an email at info@maritimeinstitute.com.

■ OLD DOMINION UNIVERSITY

Old Dominion University is the Hampton Road's University focused on maritime. This includes providing training and education on maritime trade, transportation, operations, data analytics, cyber security, business development, engineering, and oceanography. ODU is an R1 institution that is committed to conducting applied research in the maritime space. We also provide outreach, curriculum development, and growth for the workforce. The University stands ready to support VMA members with agile and adaptive modeling, analytical, and simulation tools required to interpret today's broad range of maritime data from supply chain management to digital shipbuilding. Our business incubators are helping emerging companies navigate through entrepreneurial challenges including market strategy development, grant writing, and penetration into global markets. ODU is also proud to announce the creation of the school of Supply Chain, Logistics, and Maritime Operations. This interdisciplinary school will provide maritime professionals with the training and skills necessary to lead the industry into the future. For information on Old Dominion University, please contact the Associate Vice President for Maritime Initiatives, Elspeth McMahon, Office of Research, 757-683-3460, or go to www.odu.edu.

■ PAUL D. CAMP COMMUNITY COLLEGE

Paul D. Camp Community College's Division of Workforce Development can provide customized training to keep your company on the cutting edge. Our programs can be customized to meet your specific objectives and classes can be held to match your schedule and at your location or at our Regional Workforce Development Center. For more information, call Angela Lawhorne at 757-569-6064 or email workforce@pdc.edu.

For individuals in search of a professional certification, Workforce Development offers affordable programs that can help you gain the industry credentials, professional licensing, or technologically advanced skills employers are seeking! Financial assistance may be available for industry credential programs. For more information, call the Workforce Development Office at 757-569-6050 or email workforce@pdc.edu.



■ TIDEWATER COMMUNITY COLLEGE

Tidewater Community College has served South Hampton Roads — both students and employers — for 50 years. It has grown from 1 campus into a regional educational and economic force. TCC is the second largest of 23 colleges within the Virginia Community College System (VCCS).

TCC is the largest provider of higher education and workforce services in Hampton Roads, enrolling more than 34,000 students in 2016-17. Among publicly funded colleges, TCC has the second largest undergraduate student body in the Commonwealth of Virginia. TCC is the 14th largest public 2-year community college in the entire nation.



During the 2016-17 academic year, 38 percent of South Hampton Roads residents who enrolled in higher education did so at TCC. TCC has 13 nationally accredited programs, including TCC's Cyber Security Center - designated as a Center of Academic Excellence for Two-Year Schools (NSA-CAE2Y) by the National Security Agency and the U.S. Department of Homeland Security, and the most comprehensive maritime education program on the East Coast. It covers all aspects of ship building and ship repair, skilled trades, US Coast Guard deck certifications, cyber-security and logistics.

For more information: ww.tcc.edu or Main Information 757-822-1122.

■ VIRGINIA WESLEYAN UNIVERSITY

Virginia Wesleyan University is Coastal Virginia's university of the liberal arts and sciences. Situated on a 300-acre park-like campus in Virginia Beach, the University annually enrolls approximately 1,500 students in undergraduate, graduate, and online programs. Undergraduate majors include Business, Communication, Mathematics and Computer Science plus 32 others, 30 minors, and seven pre-professional programs. Graduate degrees include a Master of Business Administration and Master of Arts in Education.





REGIONAL CHAPTERS

CENTRAL

Chapter Chair
David Bratton
 Bay Power Solutions

NORTHERN

Launching in 2024

SOUTHERN

Chapter Chair
Kimberly Clark
 Hooker Furnishing
 Southern includes the
 Piedmont Region of N.C.

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Chapter Chair
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Chapter Chair
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All VMA members & guests are invited to participate in regional chapter activities.

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