

BUSINESS INVESTMENT

TEAM UPDATE

November 9, 2017

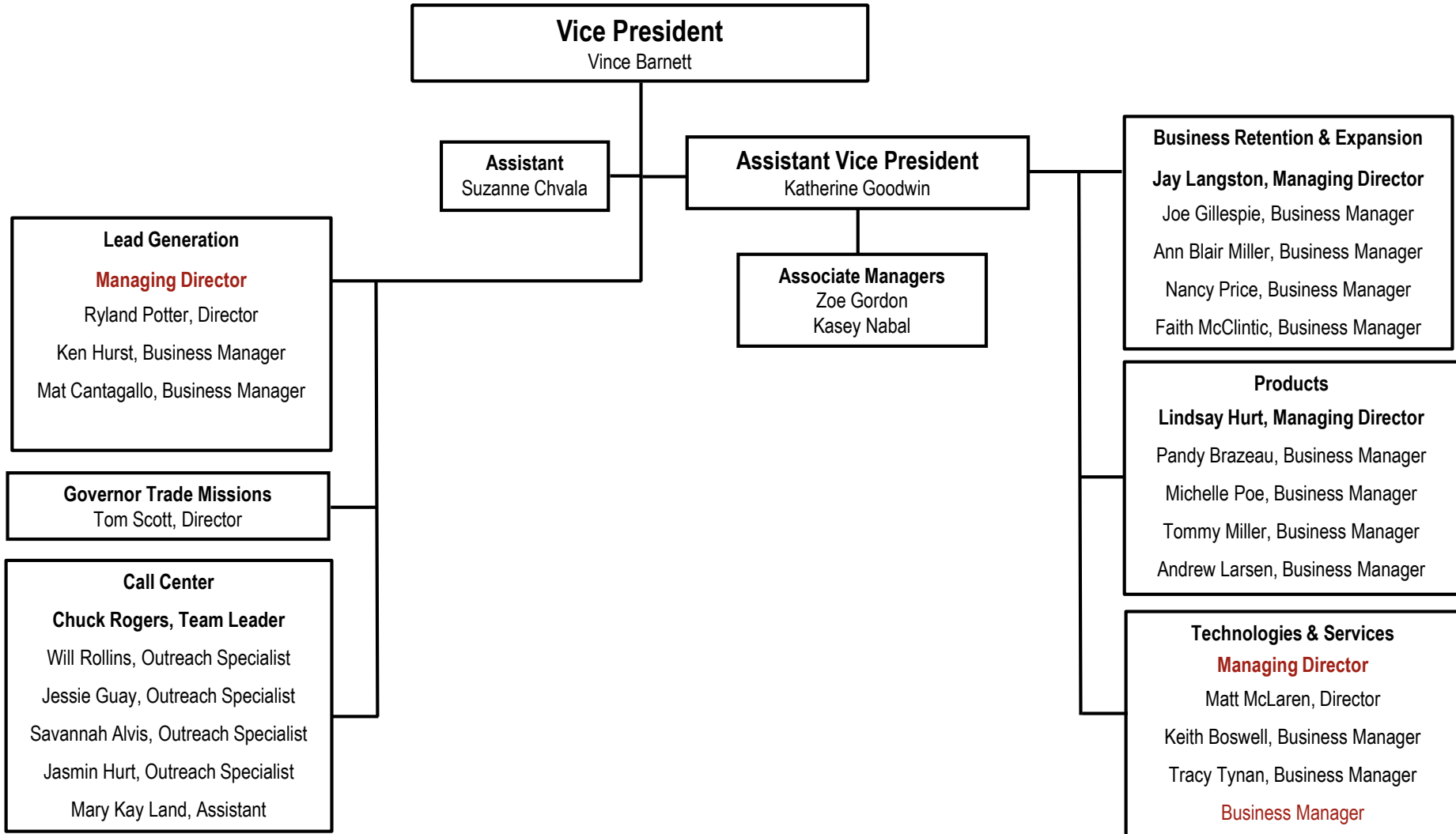


**VIRGINIA ECONOMIC
DEVELOPMENT PARTNERSHIP**

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 |
| Managing Director (Open Position) | | | X | X | X |
| Matt McLaren | X | X | | | |
| Tracy Tynan | | | X | X | |
| Keith Boswell | X | | | | X |
| Business Manager (Open Position) | | X | | X | |

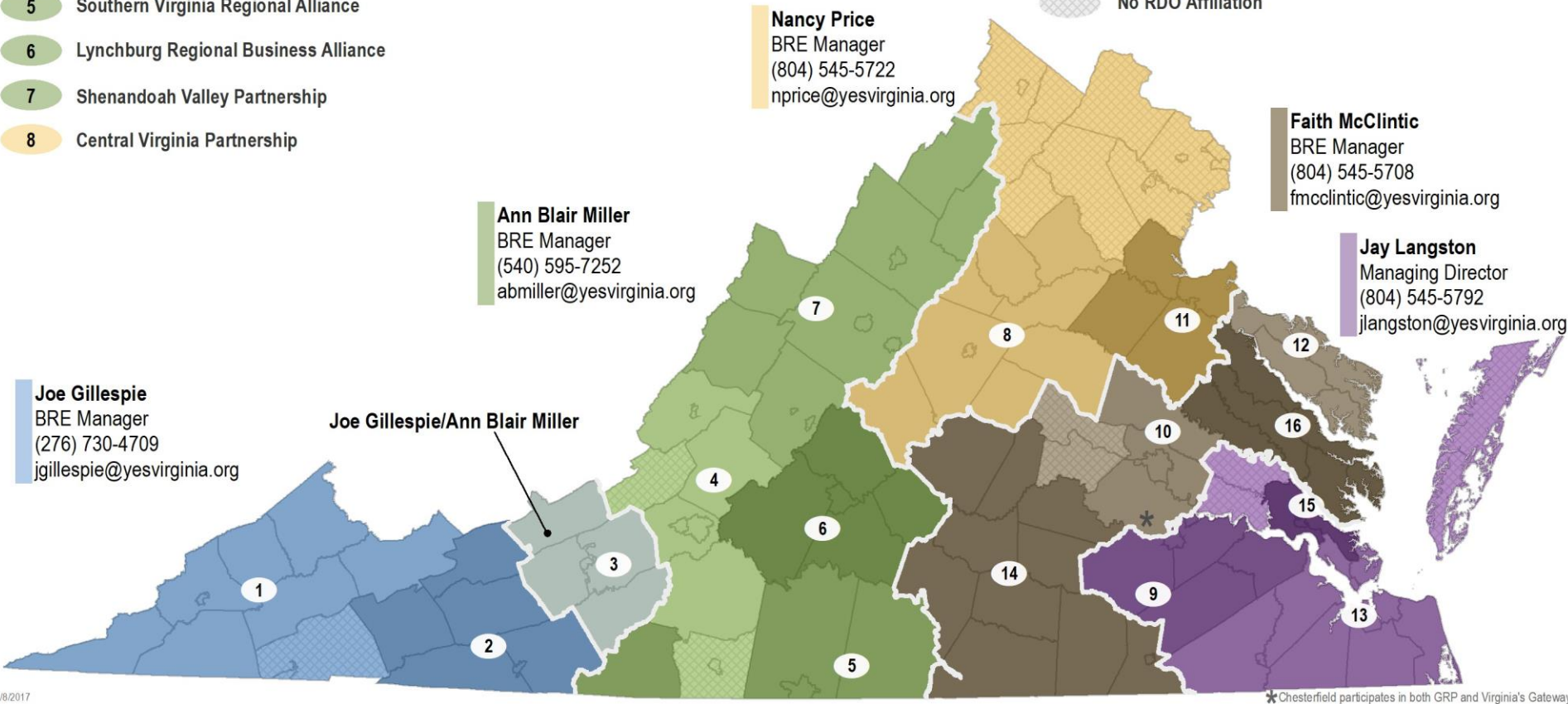
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EXISTING BUSINESSES ARE KEY TO VIRGINIA'S ECONOMIC VITALITY

- 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 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



11/8/2017

PRIORITIES FOR IMPROVED COLLABORATION & PARTNER ALIGNMENT

- Community Engagement & Knowledge

