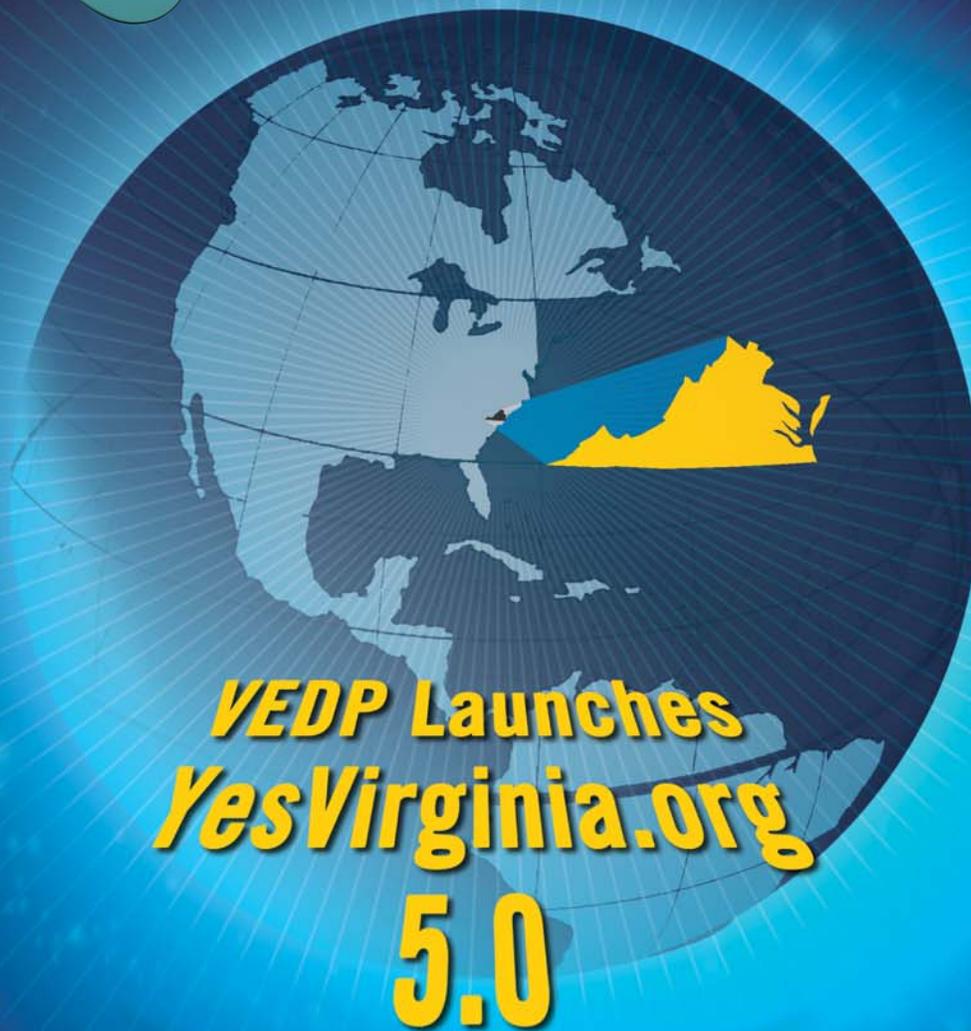


CQ

Virginia Commerce Quarterly

A Publication of the Virginia Economic Development Partnership
Fall 2008, Vol. 13, Issue 4



VEDP Launches YesVirginia.org 5.0

New graphic design elements.

Enhanced business sector and international content.

Interactive mapping.

*Welcome to the new and improved **YesVirginia.org**,
which was recently launched after its fifth renovation since 1997.*

(story continued page 3)



The Virginia Economic Development Partnership experienced a relatively successful FY2008 given tough economic times. During FY2008, VEDP assisted with attracting investments totaling \$2.7 billion and 12,972 jobs to the Commonwealth.

While announcement counts were down, the magnitude of the projects announced was substantial. Expansions such as Canon Virginia's in Newport News and Gloucester County, AREVA's in Lynchburg, and Goodyear's in Danville brought significant jobs and investment to the Commonwealth. New projects such as Rolls-Royce in Prince George County, Volkswagen of America in Fairfax County, RTI International Metals in Martinsville, and Covance in Prince William County validated Virginia's competitiveness in the global marketplace.

We attribute much of our success to a strong partnership with Virginia's education community. Our universities and the Virginia Community College System have provided tremendous support to our economic development efforts. Projects such as Rolls-Royce and Canon viewed our universities and community colleges as a key differentiator in their selection processes. Assets and intellectual capital developed with these clients will be leveraged throughout Virginia.

VEDP's regional liaison network has also worked well. Providing VEDP representation across Virginia has helped us effectively communicate our message and strategy to the Commonwealth. We have then been able to incorporate each region's strategies to appropriate target sectors. Communities are seeing the benefits already from projects gained this year.

During FY2009, VEDP will re-examine our target sectors to ensure that Virginia is placing its focus on the best industries for the Commonwealth. We also will place heavy emphasis on Virginia's existing businesses. They are our best ambassadors and their success contributes directly to the success of Virginia's economy.

Three areas of continuing focus in implementing our strategy will be science and research, mega projects, and emerging markets such as India, China and Brazil.

We are in the process of working to position Virginia in creative ways that require little or no funding, given VEDP's strained marketing budget. This issue of *Commerce Quarterly* highlights the recent launch of VEDP's new and improved YesVirginia.org, an increasingly important tool in attracting prospects to Virginia. We are also working closely with media outlets—especially trade publications—to bring awareness to Virginia's strengths at a low cost.

These are no doubt tough times, but we must continue doing more with less. Virginia has been ranked Forbes.com's "Best State for Business" for three consecutive years. Let's keep the momentum going.

Sincerely,

Jeffrey M. Anderson

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The Honorable Patrick O. Gottschalk
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www.YesVirginia.org

continued from cover

"Maintaining a state-of-the-art Web presence is so critical in today's economic development climate," said Vince Barnett, Deputy Director of VEDP's Communications and Promotions Division who coordinated the Web site renovation process. "Research indicates that more than 80 percent of preliminary site selection searches are conducted online, and this is a cost-effective way for VEDP to maintain a competitive edge in the marketplace."

To make the Web site more user-friendly on a global scale, internationalization was a major theme of the renovation. Cultural considerations were a key element in the site's graphic design and color palette. In addition to general site selection information, the enhanced international section includes a "Sales Office Solutions" tool and a "Frequently Asked Questions" page for international companies establishing an initial North American presence in Virginia.

The site's architecture was also modified for a more user-friendly experience and better access to VEDP's targeted business sector data. With a link in the main navigation, users can now access comprehensive data on

VEDP's vertical industries from any page while surfing YesVirginia.org. The site also contains tailored information and direct navigation regarding business expansion, business relocation and small business start-ups.

YesVirginia.org now features Microsoft® Silverlight™, a new technology that integrates multimedia, graphics, animations and interactivity. VEDP's Geographic Information Systems team used Microsoft Silverlight to develop interactive maps, which will allow users to choose various data sets to be layered and viewed.

And that's not all. Additional improvements are underway, which include a reprogramming of VirginiaScan, the site's innovative site-selection search tool. The reprogramming efforts will incorporate recommendations developed during extensive usability testing by a Web consulting company. More than just a sites and buildings database, VirginiaScan enables prospects to search for the ideal business location using a variety of workforce statistics and business location data. The new and improved VirginiaScan will be released in early 2009. ■

Interesting Facts & Figures

YesVirginia.org received more than 1.6 million page views in 2007—averaging more than 160,000 per month in 2008.

YesVirginia.org hosted more than 535,000 visits in 2007—averaging nearly 44,000 per month in 2008.

More than 195,000 unique visitors visited **YesVirginia.org** in 2007—averaging nearly 19,000 per month in 2008.

2:00 p.m. to 3:00 p.m. was the most active hour of the day for Web site visits in August 2008—Thursday was the most active day of the week.

Microsoft Internet Explorer is the top Web browser—Firefox is a distant second. Google is the top referring search engine.



Valenda Seaford, VEDP Information Systems Lead Developer, played an integral role in launching the new Web site.



Terry Tennyson (right), Danville Plant Manager, Goodyear Tire & Rubber Company, proudly displays the Share of Stock presented by Governor Kaine.

Goodyear to Modernize Danville Plant

The Goodyear Tire & Rubber Company continues to grow in Danville. The world's largest aircraft tire and medium radial truck tire manufacturing plant is planning to invest \$200 million over the next several years to improve its technology and enable the plant to produce more of the innovative commercial tire products that are in strong demand in the marketplace. This modernization will allow Goodyear to build on its 42 years of operation in Danville and keep more than 2,200 jobs in the region.

Headquartered in Akron, Ohio, Goodyear is one of the world's largest tire companies. *Fortune* magazine named Goodyear the "World's Most

Admired Motor Vehicle Parts Company" in its 2008 list of the World's Most Admired Companies. The publication ranked Goodyear No. 1 in innovation, people management, use of assets and global orientation.

The company is also listed on *Forbes* magazine's list of the Most Trustworthy Companies in America and *CRO* magazine's ranking of the 100 Best Corporate Citizens. Goodyear employs about 70,000 people and manufactures its products in more than 60 facilities in 25 countries around the world. ■

EMJ Opens in Dinwiddie County

A metal products distribution company, Earle M. Jorgensen Company (EMJ), will invest about \$6 million to open a facility in Dinwiddie County, creating 16 new jobs. EMJ, headquartered in Lynwood, California, is one of the largest distributors of metal products in North America with 40 service and processing centers. EMJ inventories more than 25,000 different bar, tubing, plate, and various other metal products, specializing in cold finished carbon and alloy bars, mechanical tubing, stainless bars and shapes, aluminum bars, shapes and tubes and hot-rolled carbon and alloy bars. ■



Secretary Gottschalk joins GEICO and local officials to celebrate the grand opening of GEICO's new data center in Stafford County.

GEICO Celebrates Expansion in Stafford County

Secretary Patrick Gottschalk was on hand for the official grand opening of GEICO's new data center in Stafford County. Due to the increased demand for Web-based technology applications to enhance GEICO's ability to do business over the Internet, GEICO needed to increase both the capacity and reliability of its primary data center. This involved a \$30 million expansion and a new 16,760-square-foot building. ■

C3RS Moves to Louisa County

C3RS, a recycler of waste tires, will invest \$4 million to open a facility in Louisa County, creating 35 new jobs. The company, which will also be headquartered in Louisa, will acquire waste tires, grind and shred them into rubber crumb, and sell the recycled material to users of rubber, steel and fiber material. C3RS is the first company to locate in Louisa County's newly expanded Industrial Air Park. ■

New Company Invests \$17 Million in Isle of Wight County

Safco Products Company will invest \$17 million to open a distribution facility in Isle of Wight County. The company, which will distribute organization- and comfort-enhancing products for the office and workplace environments, will create 40 jobs.

Headquartered in New Hope, Minnesota, Safco, a division of Liberty Diversified Industries, was founded more than 40 years ago. The company began with a small offering of corrugated storage products designed for office use. Since then, Safco has grown and today the company offers more than 2,500 premier products that have been designed to meet specific needs in all areas of the workplace. ■



VOLKSWAGEN
GROUP OF AMERICA

Governor Kaine presented Professor Dr. Martin Winterkorn, Chairman of the Board of Management of the Volkswagen Group, with a replica share of stock in the Virginia company as a token of the Commonwealth's appreciation.



Governor Kaine returned to the site of Volkswagen Group of America's new headquarters in September to celebrate its opening.

Volkswagen Builds on its Commonwealth Commitment

Surrounded by German technology boasting leather, chrome and a new-car smell, Governor Kaine joined Volkswagen and Audi officials in September to officially open the doors to Volkswagen's new Virginia home.

Volkswagen Group of America announced in September 2007 its plans to move its North American headquarters to Herndon, a \$100 million investment with a promise to create 400 new jobs. But the world's fourth largest automaker's commitment grew greater before an audience of several hundred when Volkswagen announced its "Partners in Education" program, a \$2.1 million contribution for the next five years toward Virginia's education system to support students and teachers interested in advanced automotive technology and next-generation automotive engineering.

(continued on page 7)

The donations will provide financial, educational and other needed resources to Fairfax County Public Schools (FCPS), Northern Virginia Community College (NOVA), the D.C.-based Excel Institute, George Mason University, Virginia Tech and the University of Virginia.

“At Volkswagen, economic success and corporate responsibility walk hand in hand,” said Professor Dr. Martin Winterkorn, Chairman of the Board of Management of the Volkswagen Group. “Our Group is a committed partner of the regions in which we do business. Education is high on our agenda, since this is key to a strong future for people all around the world. Volkswagen already has close links with high schools and universities worldwide, and we are proud to announce another major education initiative here. I also want to thank the Town of Herndon, the Commonwealth of Virginia and Governor Kaine for such a warm welcome. These new headquarters are an important milestone in our success in the U.S., and we are looking forward to many years of great cooperation.”

Stefan Jacoby, President and CEO of Volkswagen Group of America, added, “We are happy to have this chance to give something back to our community. We work here, we live here, and we intend to give here.” ■



Governor Kaine chats with David Geanakopoulos, Executive Vice President, Public Affairs and General Counsel for Volkswagen Group of America, while other company officials look on.



Governor Kaine joined Volkswagen and Audi executives in September to officially open Volkswagen of America's new headquarters in Herndon.

Carry-On Trailer Marks 1-Million Trailer Milestone

Carry-On Trailer Corporation is truly a Virginia success story. Established in January 1996, the company's first shipment departed Hague, Virginia on March 21. Shipments began to flow. Sales climbed.

With the growth of shipments, the company has grown its product line, its staff to more than 1,100 employees, and its U.S. presence by eight facilities, including two additional Virginia locations in Callao and Montross.

Despite its national success, Carry-On Trailer has never forgotten its Virginia roots. In fact, the company celebrated its most recent milestone—shipment of its 1-millionth trailer—in September in Virginia at its Montross manufacturing facility. One million trailers in 12 years is a feat that has never been accomplished by any trailer manufacturer currently known and in production. The celebrated trailer was presented as a gift to the Town of Montross during a traditional Southern affair—complete with a barbecue picnic and plenty of family involvement.

“The Northern Neck has been great for us, and Carry-On Trailer has been great for the Northern Neck,” said J. Pearson, the company's presi-



dent and founder. He credited the company's success to good customers, great partnerships with the state and financial institutions, a strong community relationship and a supportive family. The company purchases most if its raw materials from Virginia suppliers. ■

(Hot Deals continued on page 14)

Virginia Schools Make the Grade

George Mason University, Christopher Newport University, the University of Richmond and James Madison University were among the top 10 schools highlighted in *U.S. News & World Report's* 25th annual ranking of schools, published in the magazine's September 1 issue.

In a new "Up-And-Coming" category, George Mason held the No. 1 spot as a national university, while Christopher Newport ranked seventh as a liberal arts school and the University of Richmond ranked ninth. James Madison was ranked fifth under the top Southern master's universities.

According to the magazine, these Virginia schools have "recently made striking improvements or innovations, demonstrating their focused effort on improving their performance and looking into the future."

The University of Virginia was ranked 23rd while The College of William & Mary was given the 32nd spot in the national universities category. For best overall liberal arts colleges, Washington and Lee University was 17th and the University of Richmond was ranked 33rd. ■



Virginia Ranks 6th in State Technology and Science Index

Virginia placed sixth overall in The Milken Institute's 2008 State Technology and Science Index. The Commonwealth achieved second-place finishes in percentage of high-tech establishment births and percentage of establishments in high-tech industries. Virginia ranked fifth in the Technology and Science Work Force Composite Index.

The Index ranks states on 77 indicators comprising five equally weighted major composites that demonstrate how well each state is performing in today's highly competitive knowledge-based economy. The Index credited Virginia's efforts to bolster its future technical workforce by enlisting the Virginia Biotechnology Association and the Virginia Manufacturers Association to lead a statewide effort, known as the Virginia Council on Advanced Technology Skills (VCATS), to recruit, train and certify skilled manufacturing technicians. The certification will ensure manufacturers are hiring individuals with basic knowledge of the advanced technologies common in today's manufacturing environment. ■

Third Time is Charm for Virginia

Virginia continues to lead the nation as Forbes.com's "Best State for Business" for the third year in a row. The Commonwealth finished in the top 10 in four of the six categories examined in the review. Utah was ranked second by Forbes.com, followed by Washington, North Carolina, and Georgia. Colorado, Idaho, Florida, Texas and Nebraska rounded out the top ten list.

"Virginia has long enjoyed a business-friendly climate. The Commonwealth's regulatory and legal environments are tough to beat, as well as our strong, educated labor force," said Governor Kaine. "This best-in-nation validation speaks volumes to our competitiveness in today's global market. It's a real honor to receive this recognition from Forbes.com once, but to be named the 'Best State for Business' three years in a row is a true accomplishment for which we should all be proud."

The Forbes.com ranking considers states' business costs, labor issues, regulatory and economic climates, growth prospects, and quality of life. The Commonwealth took the lead in the regulatory environment ranking, took sixth place in the quality of life and economic climate rankings, and ranked seventh in labor issues. Virginia's business costs ranked 20th, and growth prospects were ranked at 26. ■

Virginia Earns A+ for Academics

The American Federation of Teachers' report, which examines states' academic standards as required by the federal No Child Left Behind law, gave Virginia a perfect score. The Commonwealth was the only state to earn an A+.

States' standards are evaluated for clarity, specificity and content. Virginia met 100 percent of the criteria for its Standards of Learning in English, math, science and history at all grade levels and in all subject areas. ■



Meet VEDP's Newest Board Member

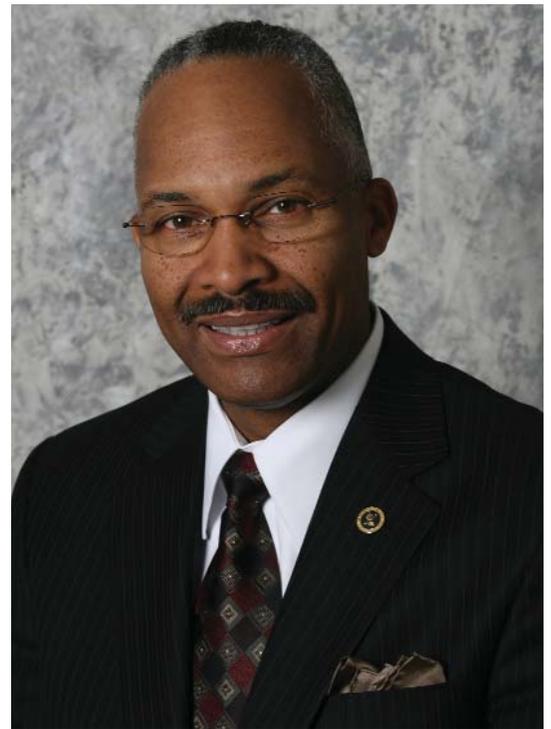
Julien Patterson, newly appointed to the VEDP Board by Governor Kaine, has a laundry list of professional and charitable affiliations that provide a bird's-eye view of key issues that affect Virginia from several different angles. Patterson, Founder and Chairman of OMNIPLEX World Services Corporation, a leading provider of security services and investigative solutions for government and commercial customers, just finished his term as Chair of the Virginia Chamber of Commerce.

He also serves on the board of LEAD Virginia, a network of informed, active leaders who generate visionary solutions to statewide challenges, as well as Virginia FREE, a business coalition that provides objective, non-partisan political information. This information fosters a well-informed business community to take the lead in electing legislators who advance free enterprise and responsible, pro-business government in the Commonwealth. With this experience under his belt, Patterson embraces the opportunity to become involved with VEDP.

"Business thrives in Virginia, and we have received Forbes.com's recognition for the third year in a row because the well-spring for attracting and retaining good business in Virginia is the Virginia Economic Development Partnership," said Patterson. "The operative word 'partnership' is always the tap root for business success, and VEDP takes that role very seriously."

Despite the level of volunteer work in which Patterson is involved, his career has thrived. He was the recipient of the Entrepreneur of the Year award in 1997, an accomplishment that he received over 890 other nominees.

Patterson fills his so-called "free time" by seeking to help his fellow neighbor. He thrives on serving on various boards and organizations that are focused on improving the safety, well-being and quality of life of Virginians.



VEDP welcomes this Good Samaritan to its Board and looks forward to Patterson's insight on economic development in Virginia. ■

Trent Park—Mapping Out the Case for Virginia

Trent Park is VEDP's Geographic Information Systems (GIS) Division Manager, and he knows maps. GIS' role is to provide mapping products for the Web sites, project proposals and marketing materials, as well as data analysis to help find the perfect site location for business prospects. GIS works not only with VEDP's internal divisions on specific projects, but also economic development allies and consultants. If your locality does not have the resources to provide its own mapping, call Park. If time allows, he and his team are happy to help.

Park's journey at VEDP started five years ago when he moved from the Virginia Department of Historic Resources to become a GIS Specialist at VEDP. Despite the fact that his background is in historic preservation, Park thrives on the excitement of his work helping to promote economic development using GIS. In particular, he enjoys presentations with clients whereby he uses GIS to help illustrate Virginia's advantages. Park says it's important to be able to demonstrate GIS capabilities in a live setting. With the available technology, Park can show the prospect the exact proposed site and display information about the available workforce, utilities and transportation infrastructure.



Park represents Virginia well despite his Tar Heel roots. A native of Raleigh, North Carolina, Park moved to Virginia to attend the University of Mary Washington. Ten years later, he is still here and thriving at VEDP.

"I love the competitive nature of this work and making the case for Virginia," said Park. "It's an easy team to play for."

When Park is not at work he enjoys time with his wife and three daughters, ages 5, 4 and 2. He also enjoys carving out a little time for his love of restoring old and historic houses. ■

(E.D. Notebook continued page 12)



VEDP Director of International Trade Paul Grossman introduces Marion Bowen, Director of Export Sales for Solo, Inc., keynote speaker for the VALET and AIM July graduation ceremony.

VALET and AIM Programs Prepare 17 Companies for Export

A combined 17 companies from across the Commonwealth graduated in July from two state export programs, touting impressive results from their newly acquired tools to successfully export products and services overseas.

VEDP's Accessing International Markets (AIM) program honored nine graduates. The nine companies that successfully completed the program are: Air Systems of Chesapeake, Control Case of McLean, Northstar Express Freight of Falls Church, Riggins of Hampton, Vaughan Furniture of Galax, Blue Ridge Medical Imaging of Salem, Cherrystone Aqua Farm of Cheriton, Clever Sys., Inc. of Reston, and Sani-Tear Inc. of Fredericksburg.

During their year in AIM, the nine graduates made a combined 12 trips to their AIM target international markets. Four reported signing new representatives, five reported new sales and one opened a sales office. Their collective AIM target market exports rose 64 percent

from approximately \$425,000 in 2006 to nearly \$700,000 in 2007. The companies are on track to reach \$1.96 million in sales in their target markets in 2008.

Eight companies also graduated from VEDP's Virginia Leaders in Export Trade (VALET) program: Base-X, Inc. of Fairfield, Bihrie Applied Research, Inc. of Hampton, F.R. Drake Company of Waynesboro, Intelligenx of Herndon, MapTech, Inc. of Blacksburg, MicroAire Surgical Instruments LLC of Charlottesville, Old World Prints of Richmond, and UXB International, Inc. of Blacksburg.

Collectively, these companies have increased their international sales by more than 91 percent during their two years in the program. These companies began the program with a reported \$21 million in international sales and graduated with a reported \$41 million in international sales. ■



VEDP Forms Overseas Partnership

VEDP's Division of International Trade & Investment and the China Council for the Promotion of International Trade (CCPIT) in Shanghai have agreed to a partnership that will assist VEDP with promoting economic and trade relations between Virginia and China. Pictured above are (from left) Haley Fong, VEDP Trade and Investment Manager, China; Roy Dahlquist, VEDP International Investment Manager; Yu Chen, Secretary General of CCPIT; James Wu, CCPIT International Department Deputy Director; and Dorean Du, a Virginia representative within CCPIT's International Department. ■

Canada Looks to Virginia for M&S Partnership

Virginia's modeling and simulation industry is attracting Canada's attention.

For the second consecutive year, the "Partners in Technology" Trade Mission, a delegation representing more than 20 Canadian modeling and simulation firms from eight provinces across Canada, visited Hampton Roads September 15-18 to meet with Virginia modeling and simulation representatives.

The goal? To develop potential partnerships for business development in the Commonwealth.

"The number of participating Canadian companies has doubled since last year—a great indicator that Canada recognizes Hampton Roads as one of the fastest-growing hubs for modeling and simulation in the United States, and the value of a mutually beneficial relationship," said Governor Kaine.

The delegation attended the MODSIM World Conference in Virginia Beach, during which VEDP presented at a workshop designed especially for the delegation that discussed doing business in Virginia. The group

also met with Virginia industry leaders such as Lockheed Martin, BreakAway, PSI International and CAE USA.

The delegation visit was organized by the Embassy of Canada Trade Commissioner's office in Washington, D.C., with the assistance of VEDP and the executive planning committee of the MODSIM World 2008 Conference and Expo.

Khal Shariff, CEO of Project Whitecard, a Canadian company that specializes in interactive, immersive environments for simulation, training and education, participated in both "Partners in Technology" trade missions.

"It is a great opportunity to experience the American market first-hand and meet companies and institutions with similar goals," he said. "Our participation helped us establish a relationship with a similar Virginia company and opened our eyes to the fact that Americans are very welcoming to our creative ideas and approaches."

Canada was Virginia's No. 1 export market in 2007 with exports via Virginia valued at \$2.76 billion. ■

VEDP's First Trade Mission to Vietnam Scheduled

Vietnam ranked as Virginia's 60th largest export destination in 2007, valued at nearly \$34 million, which represents a 106 percent increase over 2006. From wood products to machinery, trade opportunities for Virginia companies abound in Vietnam—and they're just a trade mission away.

VEDP's Division of International Trade will lead the Commonwealth's first trade mission November 3-7 to Ho Chi Minh City and Hanoi, Vietnam. Participating Virginia company representatives will engage in one-on-one meetings with targeted, pre-screened companies that match their unique company and market objectives. VEDP will provide pre-

arranged meeting rooms, in-country transportation, translation assistance, market briefings and networking functions.

Wood was Virginia's No. 1 export to Vietnam in 2007, jumping 93 percent over 2006 to \$8.9 million. Man-made staple fibers exports increased to \$3.6 million in 2006, an increase of 7 percent over 2005. Machinery, another strong export, was up 48 percent over 2006 to \$1.8 million in 2007. During 2007, other commodities with remarkable growth included iron and steel (625.6 percent), plastic (480.6 percent), and furniture and bedding (1,745 percent). ■

E.D. Notebook continued

Fairfax County Official Wins Fulbright Award

Gerald L. Gordon, Ph.D., president and CEO of the Fairfax County Economic Development Authority (FCEDA), was granted a prestigious Fulbright Award in July to develop recommendations on building a skilled employment base in northern Scotland when a nuclear power plant closes.

"My real role is to identify the strategic options in both the short and longer terms, and identify the companies that might get involved," Gordon said. "There is a reservoir of engineering and technical skills across a multitude of fields in this region, and it is vital that they are retained as a business asset of the northern Highlands."

Gordon will spend four weeks in Scotland exploring the region's potential for renewable energy and suggesting ways to drive investment into the northern Highlands region as the Dounreay reactor is shut down. He has consulted on economic development goals and strategies with U.S. local and state governments as well as in Puerto Rico, Poland and Micronesia.

Gordon's work is being coordinated by the U.S.-U.K. Fulbright Commission, which was created by treaty in 1948 and approves grants for study in a wide variety of fields. The late Sen. J. William Fulbright, the U.S. and U.K. governments established the U.S.-U.K. Fulbright Commission after World War II to promote peace and understanding through educational exchanges. The Commission operates more than 20 award programs for students, lecturers, researchers and professionals. More than 15,000 U.K. nationals have been to the U.S. and nearly 27,000 U.S. citizens, including 37 Nobel Prize recipients, have worked in the U.K. through the Fulbright program. ■





Governor Kaine attracted media attention, both from overseas media and on-site Virginia media, while traveling throughout Europe.



Governor Kaine joined IKEA suppliers and Pamela Quanrud, Deputy Chief of Mission, U.S. Embassy (second from right) for dinner while in Warsaw.

European Trip Leads to Supply-Chain Prospects

Governor Kaine, Secretary Gottschalk and VEDP representatives traveled to Poland, England and Ireland July 13-19 to build on relationships with two Virginia corporate partners and create new business partnerships.

In Poland, IKEA hosted a dinner with six of its major suppliers, providing the Virginia delegation the opportunity to pitch the Commonwealth as a place to locate future plants. The Governor then traveled to London, where he hosted a reception for Rolls-Royce officials, suppliers in London, and economic development officials from across the Commonwealth before an annual dinner sponsored by the company. Governor Kaine also participated in the Farnborough Air Show as a guest of Rolls-Royce, and met with a host of Rolls-Royce suppliers.

The trip concluded with a visit to Ireland to meet with government officials, including Eamon Ryan, the Irish Minister for Communications, Energy and Natural Resources, and Irish Foreign Minister Micheal Martin. Governor Kaine also served as the keynote speaker at a Dublin Chamber of Commerce breakfast meeting. ■



Irish Foreign Minister Micheal Martin (left) hosted a lunch for Governor Kaine during his stay in Ireland.

A Strategic Plan for Supporting Virginia's Defense Industry

The Virginia National Defense Industrial Authority (VNDIA) was created during the 2005 session of the Virginia General Assembly to provide technical assistance and coordination between the Commonwealth, its political subdivisions and the U.S. military.

Part of VNDIA's early focus has been supporting BRAC actions in the Commonwealth. The Authority is also dedicated to maintaining and growing the positive presence of the Department of Defense in Virginia; to building and sharing knowledge of the state's installations through a comprehensive base visitation program and regular contact with surrounding localities; and to managing the Military Strategic Response Fund grant program, now entering its third round.

Last year, VNDIA's Strategic Planning Committee was charged with creating a strategic plan for fiscal year 2009. The committee, chaired by retired Army General John Abrams, used the combined resources of the authority, input from localities and a specially commissioned study to identify five issues essential to VNDIA's continued success.

A "living document," the strategic plan was adopted by the VNDIA board at its July meeting. Many of the strategies are already in place, including initiating an interagency taskforce on BRAC and other issues with the support of the Secretary of Commerce and Trade. Additional strategies include regular round table meetings with localities, developing educational tools for military host communities, and continuing the installation visitation program.



VNDIA committee chair retired Army General John Abrams at his ALIS, Inc. office in Shirlington. Photo courtesy of Abrams Learning & Information Systems, Inc.

In addition to Abrams, the Strategic Planning Committee consists of Jay Adams, Jr. of The Plains, retired Air Force General Dick Hawley of Newport News, retired Navy Vice Admiral Jim McArthur, Jr. of Suffolk and the Honorable Cord Sterling of Stafford. For more information on VNDIA's 2009 Strategic Plan visit the News & Press page at www.VNDIA.org. ■

Hot Deals continued from page 7

Roanoke Gains New Automotive Assembly Plant

Westport Corporation, a Kentucky-based automotive components company, will invest approximately \$3 million to open an assembly plant in the City of Roanoke. The new facility, which will assemble axles for the Volvo Heavy Truck plant in Dublin, will employ 60 people.

Founded in 1986 in Louisville, Westport began operations as a just-in-time facility for Ford's Kentucky truck plant. Since then the company's product offerings have expanded to include modular assembly and sequencing for various automotive components, including the front steer axle modules for commercial vehicles, recreational vehicles and tag/pusher axles used mainly on construction vehicles. ■



Roanoke region business and government leaders gathered to celebrate Westport Corporation's move to the City of Roanoke.

(Hot Deals continued page 15)

Quarterly Calendar

DATE	CONTACT	EVENT
Oct. 22-24	VB	Mid-Atlantic Bio—Chantilly, VA
Oct. 26-29	VB	Int'l Society of Pharma Engineers—Boca Raton, FL
Oct. 27-31	SK	Poleko Trade Show & Poland Trade Mission
Oct. 27-31	SK	Canada Trade Mission
Nov. 3-6	CR	Carolinas Marketing Mission
Nov. 3-7	SK	Mexico Trade Mission
Nov. 3-7	SK	Vietnam Trade Mission
Nov. 9-13	VB	Pack Expo—Chicago, IL
Nov. 10-12	VB	SmallTech Conference—Santa Clara, CA
Nov. 14-17	SK	Saudi Arabia Trade Mission
Nov. 16-18	VB	Private Label Manufacturers Association—Chicago, IL
Nov. 16-19	VB	7x24 Exchange Fall Conference—Palm Springs, CA
Dec. 2-4	VB	Power-Gen International—Orlando, FL
Dec. 8-12	CR	Florida Marketing Mission

VB	Vince Barnett, VEDP	(804) 545-5815
CR	Chuck Rogers, VEDP	(804) 545-5808
SK	Scott Kennedy, VEDP	(804) 545-5754

Hot Deals continued from page 14

Carroll County Gains New Headquarters and 125 Jobs

AmeriPumps, LLC, a manufacturer of portable water pumps used in the construction and mining industries, hurricane recovery and aboard ships and boats, will invest \$4.6 million to move its headquarters and manufacturing facility from Chattanooga, Tennessee, to the Town of Hillsville in Carroll County. The company, which will assemble, ship and service water pumps throughout North America and the Western Hemisphere, will create 125 jobs.

AmeriPumps has a strong business relationship with Sykes International, which is the largest industrial pump manufacturer in the world. Sykes has earned and maintained a reputation for building the most reliable dry priming dewatering pump for some of the most challenging applications imaginable. Due to this strong relationship, AmeriPumps is the sole authorized manufacturer of Sykes Pumps in the Western Hemisphere, which includes Canada, the United States, Central and South America. ■



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did you know



Fairfax County Ranked Best Place to Live

Plentiful jobs, excellent schools and diverse housing opportunities placed four Fairfax County communities among 100 American localities chosen for *Money* magazine's 2008 "Best Places to Live" rankings. The communities, Hunter Mill (19), Sully (25), Burke (31), and Reston (37), appear on the annual list in *Money*'s August issue.

Fairfax County is home to seven Fortune 500 companies, more than 5,400 technology companies, more than 360 foreign-owned firms, and some of the largest minority-owned companies in the nation. ■