

# Virginia Economic Development Partnership



RESULTS 2008

VEDP KNOWS OUR INDUSTRY AND SECTOR,  
AND THAT KNOWLEDGE WAS INVALUABLE TO  
OUR DECISION TO LOCATE OUR FIRST U.S.  
MANUFACTURING PLANT IN VIRGINIA.



*Bengt Danielsson*, President, Swedwood North America

## Chain Reaction

Virginia's economic development success in recent years cannot be attributed to one big project. It has been more of a supply-chain reaction.

It's no accident. While Virginia is proud to boast the larger projects such as Swedwood and Rolls-Royce, VEDP also recognizes the significant impact that the suppliers to these companies can have on Virginia's economy.

In the last few years, VEDP has adopted an active supply-chain strategy as a means to gain more jobs and investment for Virginia communities. While VEDP always considers the impact of a company's supply chain when researching target companies or

a specific project, the impact was experienced first-hand in the wake of Swedwood/IKEA's October 2006 announcement in Danville. The company, which produces furniture for IKEA stores in North America, helped Virginia land Com.40, a mattress and upholstered furniture manufacturer, and a key supplier to IKEA.

"VEDP's knowledge of the wood products industry convinced us, as a subsidiary of IKEA, that Virginia's assets could be effectively marketed to our suppliers in a way that reduced our long-term operating costs," said Swedwood North America President Bengt Danielsson. "VEDP knows our industry and sector, and that knowl-

edge was invaluable to our decision to locate our first U.S. manufacturing plant in Virginia. VEDP demonstrated that they respect us as a global player and that our ability to manufacture quality home furnishings for IKEA customers in North America is, and will be, important to the Commonwealth."

In February 2007, Com.40 announced a \$36 million investment in Danville that would create more than 800 jobs, marking the largest Polish investment in Virginia history.

"Danville, Virginia is the perfect choice for Com.40 to enter the North American market," said Bogdan Kaczmarek, CEO and Owner, Com.40 Ltd. "The strategic location and solid

VEDP MADE EVERY EFFORT TO UNDERSTAND  
OUR CULTURE AND PHILOSOPHY.

*James M. Guyette*, President & CEO, Rolls-Royce North America Inc.



transportation infrastructure puts us in close proximity to IKEA stores on the East Coast, as well as components suppliers.”

Utilizing a supply-chain strategy as part of a recruitment strategy benefits both companies and the Commonwealth. For companies, proximity to key suppliers can offset logistics costs and ensure timely delivery of key components. For the Commonwealth, growth of industry clusters clearly creates new job and capital investment opportunities. But in addition, Virginia’s educational and workforce delivery systems are able to efficiently build curricula and training systems at a regional level to ensure a steady and

long-term workforce in that business sector, and that training ultimately gives Virginia’s citizens a better opportunity for employment.

When VEDP began crafting an incentives package to compete for the Rolls-Royce project, announced in November 2007, the second largest maker of aircraft engines wasn’t the only company Virginia had its sights set on. VEDP made it known that it would work to lure Rolls-Royce’s suppliers to service the new plant, maximizing the project’s statewide impact.

Armed with the knowledge that happy company executives make the best ambassadors for the Commonwealth, VEDP sought the assistance of

both Swedwood and Rolls-Royce officials to connect with the companies’ suppliers. Virginia Governor Timothy M. Kaine, Virginia Secretary of Commerce and Trade Patrick O. Gottschalk, and VEDP representatives traveled to Poland and England in July 2008 to meet six major IKEA suppliers and a host of Rolls-Royce suppliers.

Rolls-Royce officials were happy to help.

“VEDP made every effort to understand our culture and philosophy, demonstrating their commitment to a long-term partnership with us,” said James M. Guyette, President & CEO, Rolls-Royce North America Inc. “Their efforts to help us attract suppliers

A SUCCESSFUL SUPPLY-CHAIN STRATEGY INVOLVES  
CONTINUED DIALOGUE WITH THE CLIENT TO  
UNDERSTAND THEIR STRATEGIC GOALS.

*Liz Povar*, Director, VEDP Business Development



proves this commitment is more than just words on paper. We're pleased with VEDP's efforts to connect us with new public-sector partners in Virginia, as well as their efforts to approach the market with us to recruit important suppliers to the Commonwealth. Successful development of our new manufacturing facility at Crosspointe is essential to our future, and VEDP's ability to understand our unique supply chain gives us confidence that we will achieve our goals."

VEDP's net benefit from the Rolls-Royce project is at least \$70 million within 20 years, including company suppliers. This success has gained interest and attention nationwide.

VEDP staff has received several inquiries from other states about its process, and the Rolls-Royce project was named the "2008 Economic Development Deal of the Year" by *Business Facilities* magazine.

"The Rolls-Royce deal represents an impressive initiative to create future prosperity for the region and surrounding area," said *Business Facilities* judging panel member Howard Silverman, President and CEO of The CAI Global Group, in an article announcing the recognition.

VEDP hopes that the Rolls-Royce and Swedwood deals are among many supply-chain case studies Virginia will be able to tout in the years to come.

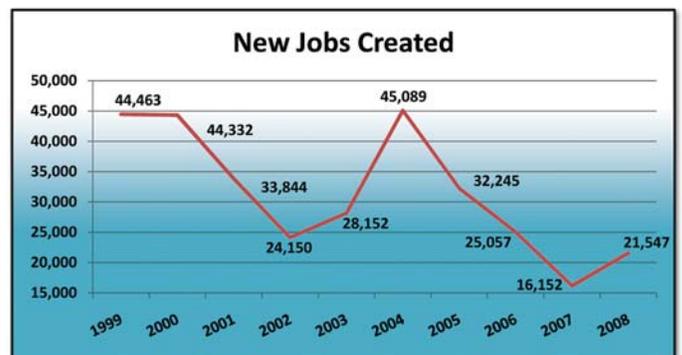
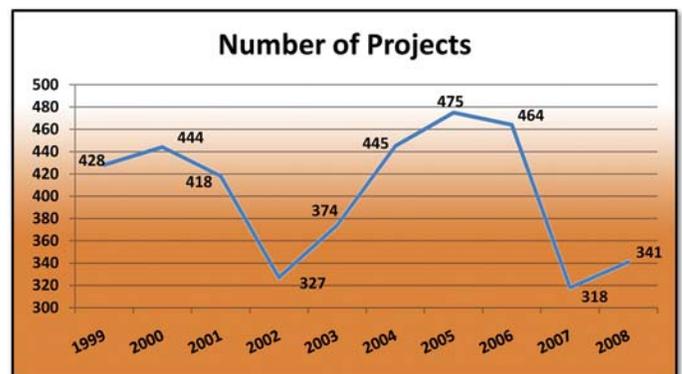
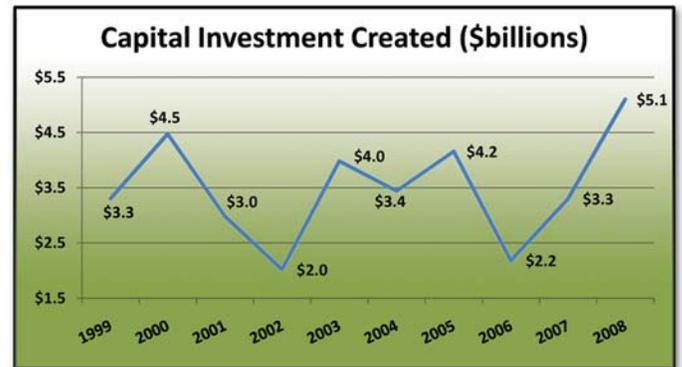
"VEDP's interest in attracting suppliers shows companies that Virginia cares about their long-term success," said Liz Povar, VEDP Director of Business Development. "We want to see companies succeed beyond the initial announcement. A successful supply-chain strategy involves continued dialogue with the client to understand their strategic goals and their operational challenges. This dialogue results in stronger partnerships, which in turn leads to financial and operational success for both parties. At the end of the day, that is Virginia's competitive advantage." ♦

# The Year in Review

It was a year that will be memorable for both an historic presidential election and our economy's precipitous fall into deep recession. Yet the pace of announcements of companies investing in Virginia in 2008, while slowed when compared to peak years, belied the autumnal plunge of the stock market. In fact, the sheer number of announcements, the sector and geographic diversity, and the encouraging ratio of new to expanding projects suggest that Virginia remains a sought-after destination for new business investment.

It was also noteworthy that for the third year in a row Forbes.com named Virginia "the Best State for Business." "Virginia has long enjoyed a business-friendly climate," said Governor Timothy M. Kaine. "This best-in-nation validation speaks volumes to our competitiveness in today's global market."

And, one of the most memorable events of the year involved no less than the President of the United States who, in The Oval Office, personally cited the Virginia Economic Development Partnership's International Trade program for excellence.



## NEW AND EXPANSION ANNOUNCEMENTS

The 71 announcements for new facilities represented 22.2 percent of the employment creation and 56.2 percent of the capital investment in Virginia's economic development activity in 2008.

In 2008, there were 270 expansion announcements. Growth of existing firms accounted for 77.8 percent of employment and 43.8 percent of capital investment announced during the year.

In 2008, the Virginia Economic Development Partnership recorded 341 announcements by companies intending to locate new facilities in Virginia or expand existing operations. The firms behind those plans expect to add 21,547 jobs and make capital investments of more than \$5.1 billion. 2008 was the best year for capital investments despite the slowing economy, due

to several large projects and the national trend of businesses using automation and computer technology to increase their productivity. Virginia's announced job creation increased by more than 33 percent despite the weakening economy, which is a testament to Virginia's supportive business climate.

**Top Five Projects by Investment Creation**

Company Name	Location	Type	Business	New Jobs	Investment (millions)
Dominion Virginia Power	Wise County	New	Clean-coal power station	75	\$1,800.00
Canon Virginia, Inc.	Newport News	Expansion	Repair/refurbish select Canon products	1,035	\$623.50
AREVA Newport News LLC	Newport News	New	Manufacture equipment and pressure vessels for the nuclear industry	540	\$363.49
Goodyear Tire & Rubber Co.	Danville	Expansion	Manufacture aircraft tires and medium radial truck tires	0	\$200.00
Continental AG	Newport News	Expansion	Diesel and gasoline fuel injectors	318	\$194.00

**Top Five Projects by New Job Creation**

Company Name	Location	Type	Business	New Jobs	Investment (millions)
Canon Virginia, Inc.	Newport News	Expansion	Repair/refurbish select Canon products	1,035	\$623.50
VT Milcom	Virginia Beach	Expansion	Telecommunications contractor for the Department of Defense	1,000	\$1.00
Com 40 Ltd.	Danville	New	Manufacture mattresses and upholstered furniture	813	\$36.30
Pragmatics, Inc.	Fairfax County	Expansion	Systems engineering, custom application software programming/consulting	737	\$1.50
NCO Financial Systems, Inc.	Hampton	Expansion	Customer service/collections services	571	\$1.20

## MANUFACTURING

The manufacturing sectors that attracted the most capital investment in 2008 were computers and electronics (\$640.9 million), fabricated metal products (\$414.4 million) and chemicals (\$274.9 million). These groups accounted for 55.7 percent of manufacturing investments and 26.1 percent of total investments announced during the year.

Ranked by announced employment, the top manufacturing industries were fabricated metal products (1,633 jobs), computers and electronics (1,172 jobs), and furniture and fixtures (1,149 jobs). For 2008, these sectors represented 49.6 percent of manufacturing employment and 18.4 percent of total employment announced.

## NONMANUFACTURING

The 2008 investment leaders for nonmanufacturing were utilities (\$1.9 billion), technical services (\$107.8 million) and warehousing and storage (\$88.3 million). These top three sectors represented 77.2 percent of nonmanufacturing investments and 41.1 percent of all investments announced during the year.

Ranked by employment announced, the leading industry groups were technical services (7,435 jobs), administrative services (1,809 jobs) and telecommunications (1,223 jobs). Those sectors accounted for 77.1 percent of all nonmanufacturing employment and 48.6 percent of all employment announced in 2008.

### 2008 Virginia Employment and Capital Investment Summary

	Employment (No. of jobs)	Capital Investment (millions)	Number of Announcements
<b>Manufacturing</b>			
New Announcements	3,147	\$924.70	31
Expansion Announcements	4,853	\$1,454.66	96
<b>Totals</b>	<b>8,000</b>	<b>\$2,379.36</b>	<b>127</b>
<b>Nonmanufacturing</b>			
New Announcements	1,629	\$1,943.37	40
Expansion Announcements	11,918	\$781.02	174
<b>Totals</b>	<b>13,547</b>	<b>\$2,724.39</b>	<b>214</b>
<b>Virginia Totals</b>	<b>21,547</b>	<b>\$5,103.75</b>	<b>341</b>
<b>New</b>			
Manufacturing Announcements	3,147	\$924.70	31
Nonmanufacturing Announcements	1,629	\$1,943.37	40
<b>Totals</b>	<b>4,776</b>	<b>\$2,868.07</b>	<b>71</b>
<b>Expansion</b>			
Manufacturing Announcements	4,853	\$1,454.66	96
Nonmanufacturing Announcements	11,918	\$781.02	174
<b>Totals</b>	<b>16,771</b>	<b>\$2,235.68</b>	<b>270</b>
<b>Virginia Totals</b>	<b>21,547</b>	<b>\$5,103.75</b>	<b>341</b>

In terms of both jobs and investment, the multi-jurisdictional announcement by Canon Virginia, Inc. was the largest of 2008. More than 1,000 new jobs, together with an investment of nearly \$625 million, will impact locations in Newport News and Gloucester County. The expansion, which will involve new manufacturing as well as repair and refurbishment of Canon products, will add to the base of nearly 1,500 existing Canon workers at the current facilities. VEDP's project team, together with local allies, managed the complex negotiations involving several state agencies, two local governments, and the Virginia Community College System.

There was a tight turnaround for this project. The initial call came in January 2008 and the project announced in May. Canon was competing internally among its plants. The company's success in Newport News for the past 23 years put Virginia at an advantage. VEDP's Japan office met with Japan-based Canon Inc. officials about the Virginia project to identify the company's needs. This project was important to Virginia, and VEDP assisted in putting together an incentive package that offered the assistance Canon needed to expand in Newport News and Gloucester County.

President and CEO of Canon Virginia Takayoshi Hanagata was clearly excited about his company's expansion plans. "We appreciate the outstanding support of our many partners at the Commonwealth of Virginia, the City of Newport News and Gloucester County who are assisting in making our vision for growth in Virginia a reality," he said.

Newport News was again the beneficiary when its largest private employer, Northrop Grumman Shipbuilding, joined with AREVA to announce a new joint venture to manufacture equipment and pressure vessels for the nuclear industry and to provide nuclear engineering services. The new company will be known as AREVA Newport News and will create 540 production and engineering jobs through an investment of more than \$360 million.

Winning the project was far from simple. The challenge faced by VEDP was the strong competition presented by four other states. Helping put Virginia over the top was the positive experience the part-

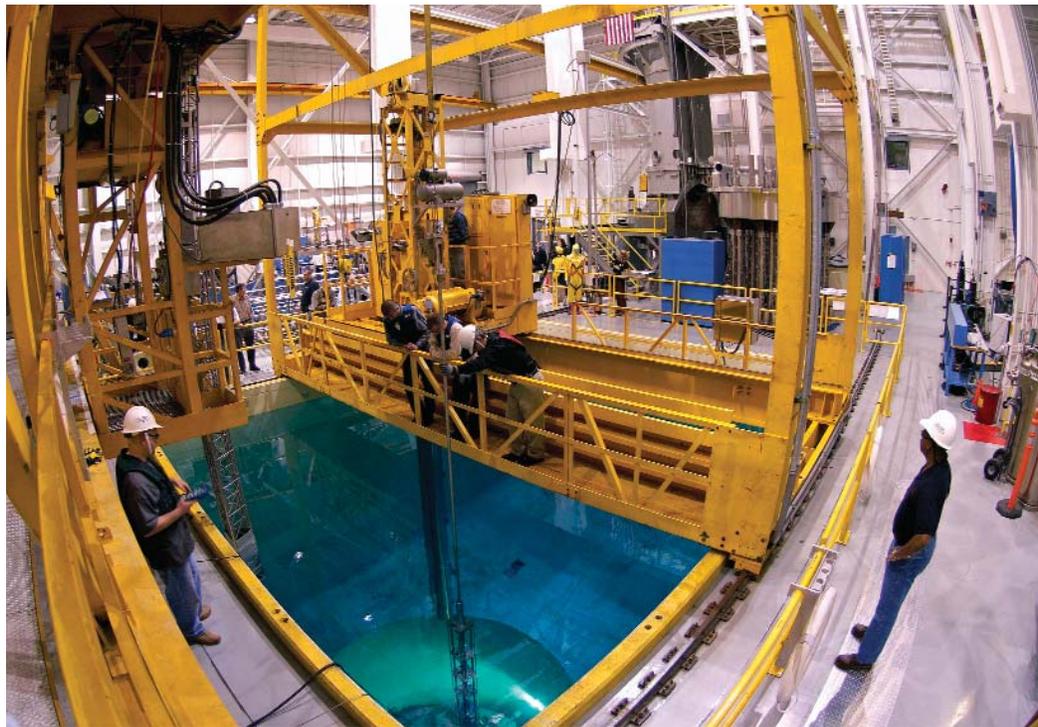


**Virginia Governor Tim Kaine (left) and Canon USA President Joe Adachi** shared a laugh following the May 2008 announcement of Canon Virginia's expansion plans at the company's Newport News and Gloucester County facilities.

ner companies saw with their existing operations in the Commonwealth. In addition, the complex infrastructure available to the project in Newport News ideally matched the production needs of the new venture.

In 2008, AREVA also expanded its U.S. headquarters in Lynchburg. Citing

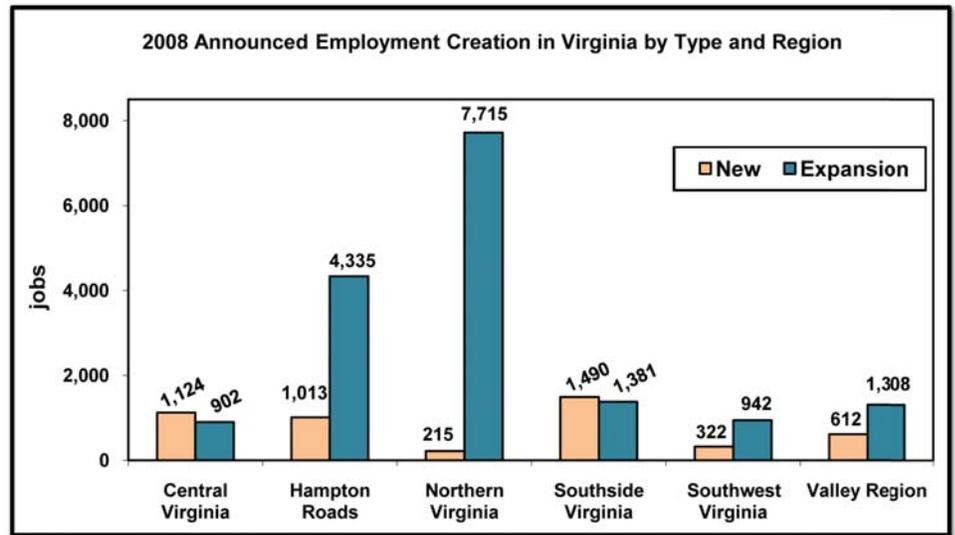
resurgent growth in the nuclear industry, AREVA announced an additional 500 engineering and nuclear service jobs together with an investment of \$25 million. The energy sector is an ongoing marketing focus area for VEDP, and this announcement tracked closely with the initiative.



**AREVA's Technical Training Center** in Lynchburg houses equipment that would be found and used in a nuclear power plant.

Another ongoing priority for VEDP is to assure that all regions of the Commonwealth share in economic development success. Rural areas from the Eastern Shore, to Southside, to Southwest Virginia added to the list of noteworthy announcements. Orbital Sciences will add \$45 million to the launch infrastructure at the Mid-Atlantic Regional Spaceport at Wallops Island. The June announcement by Orbital was followed by its receipt of a \$1.9 billion NASA contract in December calling for eight Wallops-based supply mission launches for the International Space Station.

Virginia's success in the aerospace sector could also be seen in Henry County where RTI International announced a new titanium metals plant at Patriot Centre, an industrial park jointly owned by Martinsville and Henry County. The new facility is expected to employ 150 Virginians through a \$100 million investment. The project marks RTI's first Virginia operation. The company looked at a facility in another state. When that building sold, the available shell building in Patriot Centre put the Commonwealth at an advantage. RTI needed a building and needed it fast. The Patriot Centre shell building was ready at the right time and had the infrastructure in place that the



company needed for a fast ramp-up to production. With the help of a hefty incentives package, within six months the deal was done.

Even in this electronic age, personal relationships can make the key difference in the sales process. Starting with Governor George Allen, Barr Pharmaceuticals Chairman Bruce Downey has gotten to know four Virginia Governors personally. Governor Allen announced the initial plant location for Bedford County in 1996. Since then, VEDP has

stayed in close touch with Downey, inviting him to participate in a number of marketing activities to the point that he became on a first-name basis with a number of VEDP staff members. The company first expanded its Bedford facility in 2002. In January 2008 Governor Kaine announced the latest expansion, adding more than 200 employees to the base of 500 and increasing the investment by more than \$60 million. While Barr has since been acquired by Israel's Teva Pharmaceutical Industries, the excellent

The artist rendering shows a **Cygnus spacecraft** approaching the International Space Station.



The Patriot Centre shell building fit all of RTI International Metals' needs, attracting the company to Martinsville-Henry County.

relationships developed with the company and the outstanding performance record of the Bedford plant should assure a continued presence of the county's largest employer.

2008 also brought a headquarters to Southwest Virginia. 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. Once VEDP got the call about the prospect, the team was off and running. The project manager met company officials in Hillsville

to understand the scope of the project and what was needed to ensure that a region previously affected by economic downturn would win this project. The company had time constraints and needed to make a decision quickly. A competitive proposal was negotiated, with VEDP acting as the point person among the Town, County and Tobacco Commission. Two and a half months later, the deal was inked and Hillsville would be home to AmeriPumps' new corporate headquarters and manufacturing operations.

"We are extremely excited to establish our Corporate Headquarters and Manufacturing operations in Hillsville, Virginia, and we look forward to being a part of the Hillsville/Carroll County business community for many years to come," said Doug Zukowski, President of AmeriPumps. "The decision to relocate our operations to Virginia was based on the strong work ethic and available workforce in this geographic region, along with the quality of life only found in this part of Virginia. We certainly appreciate the leadership and hard work from the Virginia Economic Development Partnership, the Carroll County Administration and the Town of Hillsville and others for assisting us in making Hillsville our new home."

Southwest Virginia also saw success when Nautilus, Inc., which has had a presence in Virginia since 1975, announced a \$1.7 million investment to expand in Grayson County. The company will expand its manufacturing operation to add a cardio exercise equipment line, creating 60 new jobs. Nautilus was looking at Oregon and China as possible other sites for the expansion, so Virginia had to come to bat with an impressive incentive package.

While VEDP is proud of the corporate partners it helped to attract to the Commonwealth in 2008, it is constantly seeking ways to ensure that Virginia's list of corporate partners continues to grow. In July 2008, VEDP's Business Development Division instituted a long-term proactive strategy to deliver Virginia's message to company decision-makers representing key



State and local officials joined AmeriPumps representatives in Carroll County to welcome the company to the Town of Hillsville.

clients. The Gold Accounts strategy, implemented by staff from the Business Development and International Trade divisions, targets clients that represent domestic and international companies of prominence, both existing and new to Virginia, that will build Virginia's business case more strongly on the national and international stage.

Business Development is currently targeting about 90 Gold Account companies. Identified by project managers, the Gold Accounts were fully vetted by VEDP's Research Division to ensure sustainability, financial strength, and growth potential; they were also cross-screened for compatibility with Virginia's business climate. Each Gold Account has an assigned manager who develops and implements the communication and outreach strategy.

The strategy is already generating results. Take PepsiCo, for example. Identified as a key Gold Account, PepsiCo representatives contacted VEDP's Business Development Advanced Manufacturing team as they began evaluations for a project with their Israeli-based joint-venture partner, Sabra Dipping Company. Simultaneously, the team had uncovered a consultant-led project with identical specs. It quickly became clear that the projects were the same, and that the decision was significantly driven by the Gold Account, PepsiCo. VEDP's success in hosting and servicing a global player like PepsiCo led to an unexpected opportunity. The Sabra Dipping Company project resulted in nearly \$60 million in investment and more than 250 jobs for Chesterfield County.

A similar success came about thanks to the relationship between VEDP's Business Development Energy team and AREVA. Again, in simultaneous contacts, the Energy team worked this Gold Account relationship under the auspices of a highly confidential project to build nuclear components. Simultaneously, VEDP's Business Development Transportation team was responding to a consultant-led project that turned out to be the same project. After good internal communication between



Nautilus, Inc. continues to grow its success in Grayson County.

teams, the Energy team became the VEDP lead and the project eventually morphed into AREVA Newport News, a partnership between AREVA and Northrop Grumman Shipbuilding, which resulted in more than 500 jobs and \$350 million in investment for Newport News.

Investments made by foreign companies constitute an important part of Virginia's economic development activity. During 2008, foreign-affiliated announcements such as AREVA Newport News and Sabra Dipping Company were responsible for the creation of 6,443 jobs and \$1.53 billion of investment. Capital investments made by foreign-affiliated firms in Virginia increased by more than 84 percent over 2007 and represented the fourth straight year of increased foreign investment.

Foreign announcements originated from 20 different countries in 2008. Leading the way in foreign investment in Virginia was Japan at \$685.6 million. Combined with France's \$388.5 million, these top two countries also accounted for hiring of 2,294 new employees and represented 70 percent of foreign-affiliated investment generated in 2008. Please note that France's total includes employment from AREVA Newport News LLC, a joint venture between AREVA (France) and Northrop Grumman Shipbuilding (U.S.).

The United Kingdom ranked first for employment generated by foreign-affiliated companies with 1,535 jobs announced. Including the 1,254 jobs created by Japanese-affiliated companies, these top two countries represented 43 percent of foreign-affiliated employment generated in 2008.

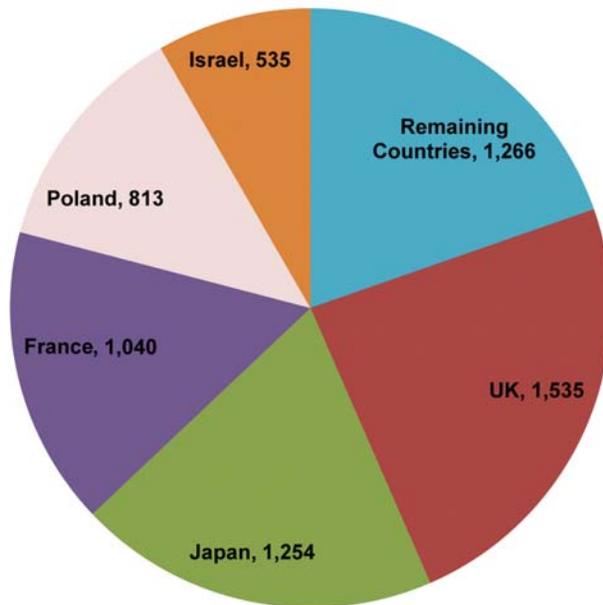
2008 was the year to shine for VEDP's International Trade Division. Most noteworthy was receiving the coveted President's "E Star" Award for Export Service. The President's "E Star" Award, the most prestigious export award an organization can receive, was created in 1969 to recognize continued superior performance in increasing or promoting exports.

During the 2005-2007 period of consideration, VEDP's International Trade Division assisted more than 100 Virginia companies through its export development programs, Accessing International Markets (AIM) and Virginia Leaders in Export Trade (VALET). President George W. Bush and U.S. Secretary of Commerce Carlos M. Gutierrez presented the award in May to Secretary of Commerce and Trade Pat Gottschalk and VEDP International Division Director Paul Grossman at the White House. The International Trade divi-

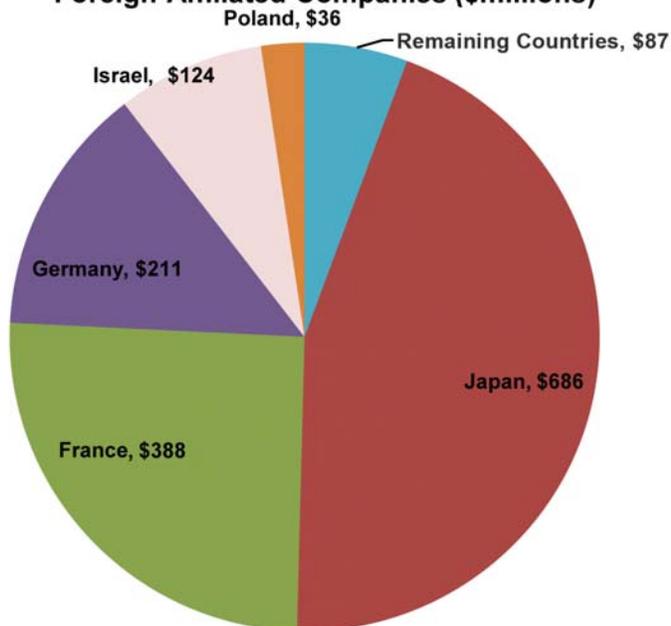
sion was one of only four nationwide recipients of the award.

Governor Kaine touted the efforts of International Trade. "The Commonwealth is fortunate to have a stellar organization like the Virginia Economic Development Partnership's International Trade Division working to promote Virginia's exports overseas. This recognition is based on a continued increase in export performance. The fact that ours was one of only four organizations across the country to receive this esteemed honor is remarkable."

**2008 Announced Employment Creation in Virginia by Foreign-Affiliated Companies**



**2008 Announced Capital Investment in Virginia by Foreign-Affiliated Companies (\$millions)**



The Division of International Trade's Virginia Leaders in Export Trade (VALET) program also was awarded a Program Excellence Award by NASBITE International, a multi-national professional organization.

The International Trade team took its success abroad to 17 countries in 2008. A total of 79 Virginia companies participated on VEDP-led international trade missions, which included a first-time visit to Vietnam, as well as missions to Australia, Hungary, Saudi Arabia, the United Kingdom and India.

The benefits of VEDP's relationship with Indian corporate leaders were enjoyed in September by about 400 people who attended the 2008 Virginia Conference on World Trade. Governor Kaine joined Ambassador of India to the United States, Ronen Sen, and noted business leaders from India and Virginia for the conference hosted by the Virginia Economic Development Partnership and the Virginia Port Authority.

Ambassador Sen served as keynote speaker and MeadWestvaco (MWV) CEO John Luke also spoke. Industry leaders from three divisions of MWV and four companies of The Tata Group of India were among corporate leaders who discussed business relations and case studies of Virginia- and India-based companies.

Another avenue to educate Virginia companies interested in learning more about international business and exporting was developed in 2008. Virginia's Service Export Network, a free online outlet, provides a searchable database of companies, highlights registered companies and posts news and events related to international business. The network, which provides



**Former President George W. Bush** personally congratulated VEDP's International Trade Director Paul Grossman (left) and Secretary of Commerce and Trade Pat Gottschalk (right) for earning the President's "E Star" Award for Export Service.

visibility for Virginia's service exporters, is an initiative of the Virginia International Trade Alliance (VITAL), a non-profit public-private partnership spearheaded by VEDP's International Trade Division that focuses on international trade, including foreign direct investment, exports and imports. Check out the network at:

[www.exportvirginia.org/Virginias-Service-Export-Network](http://www.exportvirginia.org/Virginias-Service-Export-Network) ♦

## GLOBAL NETWORK

The Global Network is VEDP's group of consultants located across the globe who provide in-country research and matchmaking on behalf of Virginia companies. In 2008 the program expanded to include 30 countries.

## AIM PROGRAM

The Accessing International Markets (AIM) program offers Virginia companies a structured road map for successfully approaching the global marketplace. Participants pursue international leads in one new target market. They learn to adopt a systematic approach to the export process, which minimizes risks and maximizes returns. The competitive year-long program accepts 20 companies annually.

### In 2008:

- Nineteen Virginia companies graduated.
- Seven AIM companies reported new sales in their target markets and eight AIM companies signed a new representative in their target market.
- AIM companies increased their exports in their target market by 101 percent.

## VALET PROGRAM

The Virginia Leaders in Export Trade (VALET) program is an award-winning, innovative program designed to assist Virginia companies in expanding their business through international trade. VALET offers capital resources along with professional services from private-sector partners to enhance companies' international marketing efforts. Sixty-five Virginia companies have graduated from the two-year program.

### In 2008:

- Thirty Virginia companies participated in the program and fifteen companies graduated.
- Fourteen VALET companies reported increases in their total international sales.
- VALET companies increased their exports by 103 percent.

## CENTRAL VIRGINIA ■

In 2008, Central Virginia attracted 2,026 jobs and \$275.5 million in investment. The region recorded 43 announcements for the year, 27 of which were expansions. Expansions of Central Virginia's existing firms accounted for 44.5 percent of the region's announced jobs and 40.3 percent of its investments.

**New Jobs - 2,026**  
**Investment (millions) - \$275.4**  
**Projects - 43**

## HAMPTON ROADS ■

For the year, Hampton Roads registered announcements for 5,348 jobs and investments of \$1,415.7 million. Expansions were responsible for 65 of the region's 85 announcements in 2008. The region's expansions accounted for 81 percent of its announced employment and 69.5 percent of its capital investment. 2008 ranked the highest year for capital investment announced in Hampton Roads.

**New Jobs - 5,348**  
**Investment (millions) - \$1,415.7**  
**Projects - 85**

## NORTHERN VIRGINIA ■

In 2008, Northern Virginia recorded announcements of 7,930 jobs and capital investments of \$262.9 million. Of the region's 116 announcements, 105 were for expansions. Existing firms in Northern Virginia accounted for 97.3 percent of its announced jobs and 81.5 percent of its capital investments.

**New Jobs - 7,930**  
**Investment (millions) - \$262.8**  
**Projects - 116**

## SOUTHSIDE VIRGINIA ■

During 2008, Virginia's Southside region recorded plans to create 2,871 jobs and investments of \$675.4 million. Of the region's 40 announcements, 14 were for new facilities. New companies accounted for 48.4 percent of Southside's total capital investment and 51.9 percent of announced new jobs. In terms of capital investment, 2008 ranked the third highest year for the region.

**New Jobs - 2,871**  
**Investment (millions) - \$675.3**  
**Projects - 40**

## VALLEY REGION ■

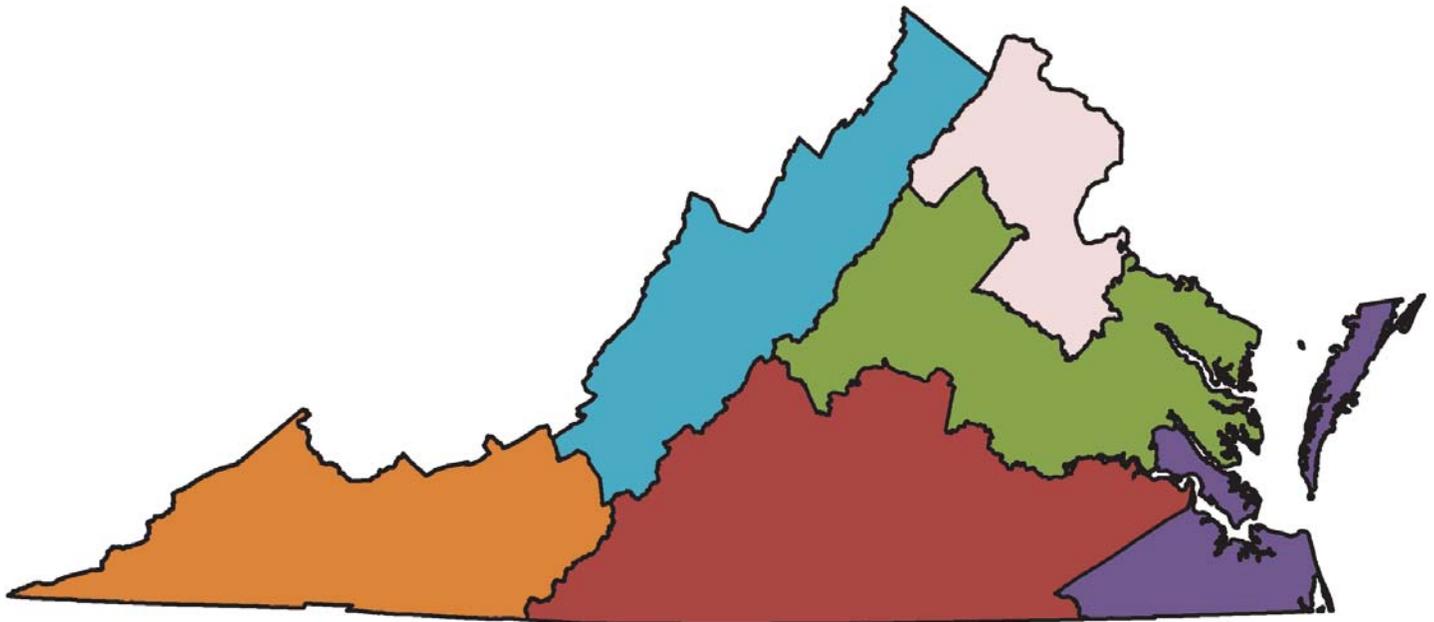
For 2008, this region's announcements totaled 1,920 jobs and \$231.5 million in investments. The Valley registered 30 announcements; 26 were expansions of existing facilities. Expansions accounted for 68.1 percent of the employment and 63.8 percent of the investment in the region.

**New Jobs - 1,920**  
**Investment (millions) - \$231.5**  
**Projects - 30**

## SOUTHWESTERN VIRGINIA ■

There were 23 announcements made in Virginia's Southwestern region in 2008, 17 of which were expansions. These announcements should lead to the creation of 1,264 jobs and investments of \$1,891.8 million. Announcements by expanding firms in the region accounted for 74.5 percent of Southwestern Virginia's employment and 4.2 percent of its investment during the year. 2008 ranked the highest year for capital investment announced in the region.

**New Jobs - 1,264**  
**Investment (millions) - \$1,891.7**  
**Projects - 23**



# Virginia Announcements of Employment Creation and Capital Investment 2008

Company Name	Location	Type	Business	Employment	Investment (millions)
Northrop Grumman Corp. Mission Systems	Accomack Co.	E	Research and development facility to serve Wallops Island	5	\$1.70
Orbital Sciences Corporation	Accomack Co.	N	Assemble/test/launch the Taurus II space launch vehicle in Accomack Co.	50	\$16.70
<b>Accomack Co. Total</b>			<b>2 announcements</b>	<b>55</b>	<b>\$18.40</b>
CACI International, Inc.	Albemarle Co.	N	Information technology consulting	200	\$3.50
<b>Albemarle Co. Total</b>			<b>1 announcement</b>	<b>200</b>	<b>\$3.50</b>
Calvert-Jones Company, Inc.	Alexandria	E	HQ; Mechanical contracting	90	\$0.10
CARIS USA*	Alexandria	N	Specialized mapping and geospatial software	6	\$0.15
CenTauri Solutions	Alexandria	E	Analytical consulting in the areas of security, defense, science, and IT	100	\$0.10
The Tauri Group	Alexandria	E	Analytical consulting in the areas of security, defense, science, and IT	100	\$0.10
Toshiba America Nuclear Energy Corp.*	Alexandria	N	Nuclear power plant support and promotion	30	\$0.00
<b>Alexandria Total</b>			<b>5 announcements</b>	<b>326</b>	<b>\$0.45</b>
Commercial Metals Company	Amherst Co.	E	Rebar, reinforced steel	50	\$0.00
Quality Archery Designs/Lasermarx	Amherst Co.	E	Manufactures archery accessories/engraves metals	10	\$0.00
<b>Amherst Co. Total</b>			<b>2 announcements</b>	<b>60</b>	<b>\$0.00</b>
Association of Public Television Stations	Arlington Co.	N	Trade association	20	\$0.00
Battelle Memorial Institute	Arlington Co.	E	Research and development	370	\$0.00
Counterpart International	Arlington Co.	E	Nonprofit, charitable organization headquarters	65	\$0.00
DynLink	Arlington Co.	E	Information technology consulting	25	\$0.00
InterImage, Inc.	Arlington Co.	E	IT services; custom database and software applications	87	\$1.80
National Capitol Contracting	Arlington Co.	E	Provides media, communications, and technology services	12	\$0.00
Professional Services Council	Arlington Co.	E	Trade association	17	\$0.00
QSACK & Associates, Inc.	Arlington Co.	E	Professional and technical services provider	41	\$0.40
Rapiscan Systems	Arlington Co.	E	Security inspection and criminal and terrorist acts prevention solutions	20	\$0.00
Stargates, Inc.	Arlington Co.	E	Engineering and program management services for the federal government	35	\$0.00
<b>Arlington Co. Total</b>			<b>10 announcements</b>	<b>692</b>	<b>\$2.20</b>
Alcoa Home Exteriors, Inc.	Augusta Co.	E	Vinyl siding	90	\$1.30
MeadWestvaco Corp.	Augusta Co.	E	Consolidated warehouse	65	\$38.00
<b>Augusta Co. Total</b>			<b>2 announcements</b>	<b>155</b>	<b>\$39.30</b>
Barr Laboratories Inc.*	Bedford Co.	E	Pharmaceuticals	220	\$62.00
<b>Bedford Co. Total</b>			<b>1 announcement</b>	<b>220</b>	<b>\$62.00</b>
Arkay Packaging Corp.	Botetourt Co.	E	Consumer products packaging	30	\$4.50
Dynax America Corporation*	Botetourt Co.	E	Automobile transmission parts	100	\$0.00
Southeastern Freight Lines Inc.	Botetourt Co.	N	Trucking company terminal	22	\$4.00
<b>Botetourt Co. Total</b>			<b>3 announcements</b>	<b>152</b>	<b>\$8.50</b>
Crowley Foods	Bristol	E	Dairy products manufacturer	10	\$0.00
<b>Bristol Total</b>			<b>1 announcement</b>	<b>10</b>	<b>\$0.00</b>
Sykes Enterprises, Inc.	Buchanan Co.	E	Technical support; customer service center	400	\$10.00
<b>Buchanan Co. Total</b>			<b>1 announcement</b>	<b>400</b>	<b>\$10.00</b>
Auto Recyclers LLC	Buena Vista	E	Automotive salvage and recycling company	25	\$1.00
Munters Corporation*	Buena Vista	E	Industrial HVAC equipment	125	\$1.75
<b>Buena Vista Total</b>			<b>2 announcements</b>	<b>150</b>	<b>\$2.75</b>
American Plastic Fabricators	Campbell Co.	E	Plastic machining and fabrication	15	\$0.35
Banker Steel Company, LLC	Campbell Co.	E	Fabricate structural steel	60	\$0.00
Graham Packaging Company, L.P.	Campbell Co.	E	Manufactures custom blow-molded plastic containers	10	\$12.07
New River Packaging, LLC	Campbell Co.	E	Corrugated cardboard packaging	20	\$1.20
<b>Campbell Co. Total</b>			<b>4 announcements</b>	<b>105</b>	<b>\$13.62</b>
Dominion Virginia Power	Caroline Co.	E	Electric power generation	1	\$79.00
Virginia Natural Gas	Caroline Co.	E	Electric pump station	1	\$21.25
<b>Caroline Co. Total</b>			<b>2 announcements</b>	<b>2</b>	<b>\$100.25</b>
Ameripumps, LLC	Carroll Co.	N	Manufactures and assembles water pump units	125	\$4.64
<b>Carroll Co. Total</b>			<b>1 announcement</b>	<b>125</b>	<b>\$4.64</b>
Cadmus Communications	Charlottesville	E	Commercial lithographic printing of law books and the Code of Virginia	18	\$1.00
<b>Charlottesville Total</b>			<b>1 announcement</b>	<b>18</b>	<b>\$1.00</b>
A&R Logistics, Inc.	Chesapeake	N	Bulk transportation, packaging, distribution and logistics	70	\$8.50
Bay Bridge Enterprises*	Chesapeake	E	Ship dismantling	10	\$1.00
CRD, LLC	Chesapeake	E	Real estate title search	0	\$0.87
Electric Motor and Contracting Co. Inc.	Chesapeake	E	Repairs and remanufactures electric motors	20	\$0.97
Kogok Corporation	Chesapeake	E	Manufactures spiral duct	40	\$5.30
Luck Stone Corporation	Chesapeake	N	Construction aggregates	0	\$4.00
NOAA	Chesapeake	E	Space and weather alerting systems	0	\$5.00
River Bend Transport	Chesapeake	N	Logistics solutions in transportation services of bulk/break bulk products	20	\$1.10
Stanley Inc.	Chesapeake	E	Provides systems integration/professional services to the federal government	0	\$0.80

Company Name	Location	Type	Business	Employment	Investment (millions)
Ursa Navigation Solutions, Inc.	Chesapeake	E	IT solutions, engineering/technical services, radio/radar systems solutions	0	\$0.60
Usui International Corp.*	Chesapeake	E	Manufactures fuel lines	0	\$12.00
Wartsila Defense Inc.*	Chesapeake	E	High-powered reversible water jet propulsion systems	0	\$1.80
<b>Chesapeake Total</b>			<b>12 announcements</b>	<b>160</b>	<b>\$41.94</b>
Ace Recycling	Chesterfield Co.	N	Materials recovery facility	30	\$6.00
Barber Martin Agency	Chesterfield Co.	E	Advertising agency	47	\$0.00
BluePrint Automation*	Chesterfield Co.	E	Automatic case packaging machines	13	\$2.00
Colonial Marble Products, Ltd.	Chesterfield Co.	E	Manufactures surfaces using a combination of polymers	0	\$4.80
ept automotive*	Chesterfield Co.	N	Manufactures electrical connectors for the automotive industry	52	\$7.50
GlaxoSmithKline*	Chesterfield Co.	N	Distributes pharmaceuticals	70	\$7.00
Mazda Motor Corp.*	Chesterfield Co.	N	Automotive parts distribution and engine repair	50	\$1.60
Norandex Building Materials Distribution	Chesterfield Co.	E	Distribution of exterior building products	14	\$4.00
Sabra Dipping Company, LLC*	Chesterfield Co.	N	Manufactures hummus and vegetable dips	260	\$59.30
Trainor Glass Company	Chesterfield Co.	E	Manufactures glass products and aluminum framing systems	0	\$5.34
Xymid, LLC	Chesterfield Co.	E	Fabric and plastic sleeves for printing machinery	50	\$2.00
<b>Chesterfield Co. Total</b>			<b>11 announcements</b>	<b>586</b>	<b>\$99.54</b>
Computer Express	Colonial Heights	E	Information technology services	5	\$0.10
<b>Colonial Heights Total</b>			<b>1 announcement</b>	<b>5</b>	<b>\$0.10</b>
Fresh Tulips USA, LLC	Culpeper Co.	E	Grows and distributes hydroponic tulips	140	\$0.00
<b>Culpeper Co. Total</b>			<b>1 announcement</b>	<b>140</b>	<b>\$0.00</b>
Advanced Vehicle Research Center	Danville	N	HQ; Research off-road and alternative vehicles and fuels	30	\$3.50
Canadian Bank Note Company, Ltd.*	Danville	N	High-tech printing, security safeguards for Virginia drivers' licenses	15	\$5.00
Com.40 Ltd.*	Danville	N	Manufactures mattresses and upholstered furniture	813	\$36.30
Goodyear Tire & Rubber Co.	Danville	E	Aircraft tire and medium radial truck tire manufacturing	0	\$200.00
Infinity Global Packaging	Danville	E	Provider of branded packaging and packaging solutions	86	\$1.65
NextGen Aeronautics	Danville	N	Designs, develops and builds unmanned aircraft vehicles	20	\$0.00
<b>Danville Total</b>			<b>6 announcements</b>	<b>964</b>	<b>\$246.45</b>
Earle M. Jorgensen Company (EMJ)	Dinwiddie Co.	N	Metal products distribution facility	16	\$6.07
Moss Motors, Ltd.	Dinwiddie Co.	N	Distribution of specialized automotive parts	90	\$5.15
Tindall Corporation	Dinwiddie Co.	E	Precast concrete	75	\$12.80
<b>Dinwiddie Co. Total</b>			<b>3 announcements</b>	<b>181</b>	<b>\$24.02</b>
O'Malley Lumber Company	Essex Co.	E	Manufactures industrial wood pallets and packaging	60	\$3.00
<b>Essex Co. Total</b>			<b>1 announcement</b>	<b>60</b>	<b>\$3.00</b>
Accelligence LLC	Fairfax Co.	E	Information technology services	65	\$0.20
According to Plan, LLC	Fairfax Co.	E	Provides marketing and branding promotional products	15	\$0.18
American Technology Services, Inc.	Fairfax Co.	E	IT consulting	45	\$0.30
Argy, Wiltse & Robinson, PC	Fairfax Co.	E	Business advisory and accounting services	60	\$0.00
AT&T Government Solutions	Fairfax Co.	E	Network-enabled solutions integrator for the federal government	177	\$0.00
Bamboo Solutions	Fairfax Co.	E	Web Parts, Solution Accelerators, customized products for SharePoint	22	\$0.00
Beers & Cutler PLLC	Fairfax Co.	E	Business advisory and accounting services	100	\$0.00
Bell ID*	Fairfax Co.	N	Develops secure ID chip technology	10	\$0.00
Binary Fountain Inc.	Fairfax Co.	E	Data integration and delivery solutions	15	\$0.00
Brandon Technology Consulting, Inc.	Fairfax Co.	E	IT services and solutions provider	55	\$0.20
CACI International, Inc.	Fairfax Co.	E	Information technology consulting	286	\$0.00
Cedarpark Computers, Inc.	Fairfax Co.	E	Computer hardware and software services	40	\$1.00
Cernium Corporation	Fairfax Co.	E	Developer of video analytics-enabled products	10	\$0.00
CGI Group Inc.*	Fairfax Co.	E	U.S. HQ; Information technology consulting	210	\$1.00
Cheshil Consultants Inc. (CCI)	Fairfax Co.	E	Info systems technology, systems engineering, management consulting	10	\$0.00
China Telecom USA*	Fairfax Co.	E	Telecom services to multinational companies with requirements in China	12	\$1.50
Cogent Systems, Inc.	Fairfax Co.	E	Biometric ID solutions, fingerprint/palm print ID technology	14	\$0.00
Core180, Inc.	Fairfax Co.	E	Telecommunications network integrator	20	\$0.00
CRG West	Fairfax Co.	N	Data center	0	\$20.00
CSC	Fairfax Co.	E	HQ; Information technology consulting	200	\$0.00
Customer Value Partners	Fairfax Co.	E	HQ; Customer Lifecycle Management (CLM) consulting	20	\$0.00
Cvent.com	Fairfax Co.	E	Event software development	225	\$1.20
CVG, Incorporated	Fairfax Co.	E	Provides secure, satellite-based communication solutions	31	\$0.00
Davis-Paige Management Systems, LLC	Fairfax Co.	E	Counter-terrorism and disaster-preparedness solutions	130	\$0.00
Definitive Business Solutions, Inc.	Fairfax Co.	E	Provides risk management and consulting services	35	\$0.25
DLT Solutions, Inc.	Fairfax Co.	E	IT services and solutions, government contractor	40	\$0.00
eKohs, Inc.	Fairfax Co.	E	Business and technology solutions provider	15	\$0.91
Endeavor Systems Inc.	Fairfax Co.	E	Information security solutions for federal agencies	25	\$1.50
Enterra Solutions, LLC	Fairfax Co.	E	Enterprise Resilience Management Solution software	175	\$1.80
Envision EMI, LLC	Fairfax Co.	E	Provides consulting services for educational nonprofit clients	45	\$1.00
Evolve Technologies	Fairfax Co.	E	Provides computer networking and IT solutions	15	\$0.10
G&B Solutions, Inc.	Fairfax Co.	E	Management consulting services and IT solutions	166	\$0.45
GAP Solutions Inc.	Fairfax Co.	E	Training, business consulting, info management, operations support services	356	\$1.20
General Information Technology, Inc.	Fairfax Co.	E	Information technology services	20	\$1.00

Company Name	Location	Type	Business	Employment	Investment (millions)
Global Telecom and Technology, Inc.	Fairfax Co.	E	HQ; Global network integrator; network/wireless mobility services	16	\$0.00
Google, Inc.	Fairfax Co.	N	HQ; Federal enterprise sales	30	\$0.00
Harmony Information Systems, Inc.	Fairfax Co.	E	Human services software solutions	45	\$0.40
H.C. Park and Associates, PLC	Fairfax Co.	N	Business, corporate and IP law	12	\$0.00
Infopro	Fairfax Co.	E	Computer programming services	127	\$0.32
Innovations Group, Inc.	Fairfax Co.	E	Business and IT consulting	52	\$0.20
Ironworks Consulting	Fairfax Co.	E	Technology consulting	20	\$0.00
Juniper Networks, Inc.	Fairfax Co.	E	Deployment of services and applications over a single network	50	\$0.00
KnowledgeBank	Fairfax Co.	E	Human resource management and consulting services	80	\$0.50
L-3 Global Security & Engineering Solutions	Fairfax Co.	E	Security solutions/services, engineering and technical solutions/services	93	\$0.00
L-3 Intelligence Solutions	Fairfax Co.	E	Source intelligence support, information management, operations and security	129	\$0.00
ManTech International Corporation	Fairfax Co.	E	IT solutions and technical services	250	\$0.00
MBO Partners, Inc.	Fairfax Co.	E	Business management consulting	300	\$0.00
Metris*	Fairfax Co.	E	Develops 3D hardware and software inspection systems	15	\$1.00
MicroTech, LLC	Fairfax Co.	E	Information technology services	50	\$0.00
MicroTech, LLC	Fairfax Co.	E	Information technology services	16	\$0.00
Pragmatics, Inc.	Fairfax Co.	E	Systems engineering, custom application software programming/consulting	737	\$1.50
QuadraMed	Fairfax Co.	E	Develops health care information technology systems	201	\$3.00
Reznick Group PC	Fairfax Co.	E	Business advisory and accounting services	30	\$0.00
RightStar Systems	Fairfax Co.	E	Technology consulting and services	10	\$0.00
SC&H Group, LLC	Fairfax Co.	E	Management consulting services	30	\$0.00
ScienceLogic, LLC	Fairfax Co.	E	IT operations management solutions	20	\$0.00
SecureInfo	Fairfax Co.	E	HQ; Provider of information assurance solutions	38	\$0.15
SecureIT	Fairfax Co.	E	Enterprise-wide security and privacy programs	25	\$0.81
Serco Group Inc.*	Fairfax Co.	E	North American HQ; provides a wide variety of services to the federal government	400	\$10.00
Shared Spectrum Company	Fairfax Co.	E	Spectrum-sensing cognitive radio technologies and products	20	\$0.00
Siteworx, Inc.	Fairfax Co.	E	Technology consulting	90	\$0.25
SNVC	Fairfax Co.	E	IT and network solutions	23	\$0.50
SSB, Inc.	Fairfax Co.	E	Computer programming services	50	\$0.25
Stanley Associates, Inc.	Fairfax Co.	E	Information technology consultants; defense contractor	194	\$0.00
Tandberg, Inc.*	Fairfax Co.	E	Teleconferencing applications provider	107	\$5.00
Tata Communications*	Fairfax Co.	N	Videoconferencing services	10	\$0.00
Technology Solution Providers	Fairfax Co.	E	Technology integration serving the needs of government agencies	30	\$0.10
The Analysis Corporation (TAC)	Fairfax Co.	E	Provides mission-critical intelligence support and technical solutions	25	\$0.00
Time Warner Cable	Fairfax Co.	E	Cable television provider	30	\$0.00
Trinity Technology Group	Fairfax Co.	E	Information systems, management and support services	24	\$0.00
Trusted Mission Solutions Inc.	Fairfax Co.	E	IT and management consulting services provider	25	\$0.00
TWM Associates, Inc.	Fairfax Co.	E	Systems engineering, process improvement and security analysis	17	\$0.30
VeriSolv Technologies, Inc.	Fairfax Co.	E	Information technology consulting; software solutions	10	\$0.10
Webster Data Communication, Inc.	Fairfax Co.	E	Provides customized information technology solutions	30	\$0.10
	<b>Fairfax Co. Total</b>		<b>74 announcements</b>	<b>6,125</b>	<b>\$58.28</b>
TSG/Empire Foods	Franklin City	E	Decorated bakery items, cakes, and cookies	50	\$3.50
	<b>Franklin City Total</b>		<b>1 announcement</b>	<b>50</b>	<b>\$3.50</b>
A&S Marble Granite Inc.	Frederick Co.	E	Ceramic, granite, and marble; countertops, kitchen cabinets	10	\$0.00
Home Depot Retail Distribution Center	Frederick Co.	N	Retail distribution center	400	\$32.20
Navy Federal Credit Union	Frederick Co.	E	Call center	360	\$7.40
	<b>Frederick Co. Total</b>		<b>3 announcements</b>	<b>770</b>	<b>\$39.60</b>
Zenith Aviation	Fredericksburg	E	Distributes aircraft equipment	30	\$1.60
	<b>Fredericksburg Total</b>		<b>1 announcement</b>	<b>30</b>	<b>\$1.60</b>
Jennmar Corporation	Giles Co.	E	Steel-related roof control products	50	\$2.65
	<b>Giles Co. Total</b>		<b>1 announcement</b>	<b>50</b>	<b>\$2.65</b>
Industrial Resource Technologies, Inc.*	Gloucester Co.	E	Recycles and reclaims toner cartridges	30	\$41.00
	<b>Gloucester Co. Total</b>		<b>1 announcement</b>	<b>30</b>	<b>\$41.00</b>
Nautilus, Inc.	Grayson Co.	E	Manufactures exercise equipment	60	\$1.70
	<b>Grayson Co. Total</b>		<b>1 announcement</b>	<b>60</b>	<b>\$1.70</b>
Oran Safety Glass*	Greensville Co.	E	Manufactures bullet-proof glass	25	\$2.65
Oran Safety Glass*	Greensville Co.	E	Manufactures bullet-proof glass	30	\$0.00
	<b>Greensville Co. Total</b>		<b>2 announcements</b>	<b>55</b>	<b>\$2.65</b>
Presto Products Company	Halifax Co.	E	Manufactures plastic bags and wraps	12	\$2.60
Trak Motorsports Inc.*	Halifax Co.	N	Manufactures high-end sports cars	16	\$1.54
	<b>Halifax Co. Total</b>		<b>2 announcements</b>	<b>28</b>	<b>\$4.14</b>
Arcet Equipment Company	Hampton	E	Welding products and industrial gases; warehouse	0	\$0.39
Defense Contract Management Agency	Hampton	E	Contract administration services to the Department of Defense Acquisition Enterprise	0	\$0.20
E&E Communication Solutions	Hampton	E	Telecommunications, satellite communications, cyber security	24	\$1.56
E&E Enterprises	Hampton	E	Communications and communications equipment	121	\$0.12
Gem Building Corporation	Hampton	E	Manufactures pre-fabricated walls	0	\$8.00
Intelligent Software Solutions	Hampton	E	Software and IT solutions provider	9	\$0.40

Company Name	Location	Type	Business	Employment	Investment (millions)
NCO Financial Systems, Inc.	Hampton	E	Provides customer service/collections services	571	\$1.20
Vogel Lubrication, Inc.*	Hampton	E	Lubrication systems	20	\$0.00
<b>Hampton Total</b>			<b>8 announcements</b>	<b>745</b>	<b>\$11.87</b>
ACP, Inc.	Hanover Co.	E	Management services, contract consulting, commercial construction services	10	\$0.15
Mother Parkers Tea & Coffee Inc.*	Hanover Co.	N	Roasts and packages coffee	85	\$40.10
The Country Vintner	Hanover Co.	E	Distribution of fine wine	0	\$12.50
<b>Hanover Co. Total</b>			<b>3 announcements</b>	<b>95</b>	<b>\$52.75</b>
Montebello Packaging Inc.*	Harrisonburg	E	Manufactures laminate tubes	10	\$4.00
Tactical & Survival Specialties, Inc.	Harrisonburg	E	Manufactures and assembles law enforcement and military products	21	\$0.10
<b>Harrisonburg Total</b>			<b>2 announcements</b>	<b>31</b>	<b>\$4.10</b>
Altria Group, Inc.	Henrico Co.	N	Corporate HQ; Cigarette manufacturing	30	\$0.00
Brazilian Best Granite Inc.*	Henrico Co.	N	Custom granite products, including countertops and flooring	5	\$0.40
DAI Technologies	Henrico Co.	E	HQ; Professional services and IT consulting	30	\$0.10
Kimley-Horn and Associates, Inc.	Henrico Co.	E	Engineering services	120	\$7.30
Monument Consulting	Henrico Co.	E	Management and human resources consulting	55	\$0.14
Osage Bio Energy, LLC	Henrico Co.	E	HQ; Alternative energy production	40	\$0.40
Premier Woodworking	Henrico Co.	E	Manufactures wood store fixtures	60	\$6.50
Pro-Motions, Inc.	Henrico Co.	E	Marketing and communications consulting	2	\$0.48
Sealpac USA, LLC*	Henrico Co.	E	U.S. HQ; Distributes tray sealing machinery	15	\$1.60
S.P. Recycling	Henrico Co.	E	Paper recycling	5	\$1.80
Stanley Stephens Co.	Henrico Co.	E	Regional distributor of fine commercial floor coverings	20	\$2.90
U.S. Department of Agriculture	Henrico Co.	E	Federal agricultural services	5	\$3.46
Viking Supply Net	Henrico Co.	E	Fabrication/distribution of fire protection equipment	15	\$0.80
Virginia Distribution	Henrico Co.	N	Distribution center for wine	15	\$1.30
WellPoint, Inc.	Henrico Co.	E	Subsidiary HQ; Health insurance provider	20	\$4.97
<b>Henrico Co. Total</b>			<b>15 announcements</b>	<b>437</b>	<b>\$32.15</b>
Bobby Hamilton Racing	Henry Co.	E	Racing team	30	\$2.00
RTI International Metals, Inc.	Henry Co.	N	Manufactures titanium for the aerospace industry	150	\$100.00
<b>Henry Co. Total</b>			<b>2 announcements</b>	<b>180</b>	<b>\$102.00</b>
Osage Bio Energy, LLC	Hopewell	N	Manufactures ethanol	50	\$165.00
<b>Hopewell Total</b>			<b>1 announcement</b>	<b>50</b>	<b>\$165.00</b>
Safco Products Company	Isle of Wight Co.	N	Distributes organization- and comfort-enhancing products	40	\$17.90
<b>Isle of Wight Co. Total</b>			<b>1 announcement</b>	<b>40</b>	<b>\$17.90</b>
Nicewood Enterprises	James City Co.	E	Designs, manufactures and installs custom display cabinetry	5	\$1.78
<b>James City Co. Total</b>			<b>1 announcement</b>	<b>5</b>	<b>\$1.78</b>
Gerdau Ameristeel	King George Co.	E	Manufactures reinforcing steel	75	\$0.00
<b>King George Co. Total</b>			<b>1 announcement</b>	<b>75</b>	<b>\$0.00</b>
GeneSiC Semiconductor Inc.	Loudoun Co.	E	Develops Silicon Carbide (SiC)-based semiconductor devices	30	\$0.20
Orbital Sciences Corporation	Loudoun Co.	E	HQ; Rocket and space technology manufacturing	100	\$0.00
Orbital Sciences Corporation	Loudoun Co.	N	Assemble/test/launch the Taurus II space launch vehicle in Accomack Co.	75	\$28.30
<b>Loudoun Co. Total</b>			<b>3 announcements</b>	<b>205</b>	<b>\$28.50</b>
Argonaut BioFuels*	Louisa Co.	N	Manufactures wood pellets	65	\$16.00
C3RS	Louisa Co.	N	Recycler of waste tires	35	\$4.00
MeadWestvaco Corp.	Louisa Co.	E	Manufactures plastic packaging	80	\$3.50
<b>Louisa Co. Total</b>			<b>3 announcements</b>	<b>180</b>	<b>\$23.50</b>
Caddis Pet Products	Lunenburg Co.	E	Manufactures pet products and supplies	23	\$0.00
<b>Lunenburg Co. Total</b>			<b>1 announcement</b>	<b>23</b>	<b>\$0.00</b>
AREVA NP Inc.*	Lynchburg	E	U.S. HQ; Nuclear power products and services	500	\$25.00
Thomas A. Johnson Furniture Company	Lynchburg	E	Custom high-end cabinetry, furniture and architectural products	50	\$0.00
Uber Precision Manufacturing	Lynchburg	E	Fabricated metal products	30	\$7.00
Wexco Corporation	Lynchburg	E	Manufactures bimetallic cylinders for plastic extrusion	15	\$0.50
<b>Lynchburg Total</b>			<b>4 announcements</b>	<b>595</b>	<b>\$32.50</b>
SPARTA Inc.	Martinsville	N	Defense contractor, open source support center	25	\$1.00
UK West, Inc.	Martinsville	N	Wood cabinet components for the kitchen and furniture industry	188	\$2.50
<b>Martinsville Total</b>			<b>2 announcements</b>	<b>213</b>	<b>\$3.50</b>
Inorganic Ventures, Inc.	Montgomery Co.	N	Manufactures custom inorganic chemical blends	46	\$3.03
Moog Components Group	Montgomery Co.	E	Motion/fiber optic components for medical, industrial, aerospace, and defense	50	\$8.00
Schultz-Creehan Holdings, Inc.	Montgomery Co.	E	High-tech engineering; R&D of innovative solutions for industry	17	\$0.16
Tetra	Montgomery Co.	E	Aquarium supplies and fish food	33	\$1.59
<b>Montgomery Co. Total</b>			<b>4 announcements</b>	<b>146</b>	<b>\$12.77</b>
Virginia Distillery Company	Nelson Co.	N	Distillery	19	\$5.00
<b>Nelson Co. Total</b>			<b>1 announcement</b>	<b>19</b>	<b>\$5.00</b>
AREVA Newport News LLC*	Newport News	N	Manufactures equipment and pressure vessels for the nuclear industry	540	\$363.49
Canon Virginia, Inc.*	Newport News	E	Repair and refurbishing operations for select Canon products	1,035	\$623.50
Continental AG*	Newport News	E	Diesel and gasoline fuel injectors	318	\$194.00
Icelandic USA, Inc.*	Newport News	E	U.S. HQ; Seafood processing	125	\$0.00
Muhlbauer Inc.*	Newport News	E	Manufactures automated equipment for the ID, RFID, Smart Card industries	5	\$7.50

Company Name	Location	Type	Business	Employment	Investment (millions)
Pepsi Bottling Group, Inc.	Newport News	E	Soft drink bottling, manufactures soft drink bottles	8	\$16.00
Triton Industries	Newport News	E	Tool and die mold-making	20	\$0.56
	<b>Newport News Total</b>		<b>7 announcements</b>	<b>2,051</b>	<b>\$1,205.05</b>
Capital Group	Norfolk	E	Financial consultation services	50	\$18.80
Computerized Imaging Reference Systems	Norfolk	E	Manufactures surgical and medical instruments	12	\$0.00
Dr. Lucy's	Norfolk	E	Manufactures allergen-free cookies	8	\$5.00
	<b>Norfolk Total</b>		<b>3 announcements</b>	<b>70</b>	<b>\$23.80</b>
Showbest Fixture Corp.	Nottoway Co.	E	Manufactures store fixtures	0	\$0.50
	<b>Nottoway Co. Total</b>		<b>1 announcement</b>	<b>0</b>	<b>\$0.50</b>
Premier Technical Services Corp.	Page Co.	E	Continuity-of-operations and data center facility	96	\$16.50
Shenandoah Waste Services, LLC	Page Co.	E	Recycles materials to make an alternative fuel source	60	\$4.00
	<b>Page Co. Total</b>		<b>2 announcements</b>	<b>156</b>	<b>\$20.50</b>
Aerial Machine and Tool Co.	Patrick Co.	E	Sews and assembles harnesses and parachutes	50	\$1.00
	<b>Patrick Co. Total</b>		<b>1 announcement</b>	<b>50</b>	<b>\$1.00</b>
BandyWorks LLC	Petersburg	N	Business process, system integration, Internet design/development	25	\$0.00
	<b>Petersburg Total</b>		<b>1 announcement</b>	<b>25</b>	<b>\$0.00</b>
KCK Fibers, Inc.	Pittsylvania Co.	N	Recycles fiberglass yarns	32	\$0.80
Owens-Brockway Glass Container Inc.	Pittsylvania Co.	E	Glass containers	0	\$12.00
Premier Racing LLC	Pittsylvania Co.	N	Truck-building factory for NASCAR and racing teams	20	\$0.00
	<b>Pittsylvania Co. Total</b>		<b>3 announcements</b>	<b>52</b>	<b>\$12.80</b>
APM Terminals*	Portsmouth	N	HQ: America's region, international liner shipping company	30	\$0.00
Earl Industries, LLC	Portsmouth	E	HQ: Ship repair	0	\$0.90
	<b>Portsmouth Total</b>		<b>2 announcements</b>	<b>30</b>	<b>\$0.90</b>
Tri-Boro Shelving & Partition Corp.	Prince Edward Co.	E	Metal shelving, stock carts, work benches, and other storage products	25	\$1.50
	<b>Prince Edward Co. Total</b>		<b>2 announcements</b>	<b>25</b>	<b>\$1.50</b>
Joint Logistics Managers, Inc.	Prince George Co.	E	Design and development of automated logistics systems	40	\$0.10
Virginia Sealing Products	Prince George Co.	E	Supplier and fabricator of fluid sealing products	0	\$3.50
	<b>Prince George Co. Total</b>		<b>2 announcements</b>	<b>40</b>	<b>\$3.60</b>
AHC, Inc.	Prince William Co.	E	HQ: Health care receivables management	0	\$3.30
American Public University System	Prince William Co.	E	Administrative HQ of the American Military University division	50	\$4.00
Columbia Group	Prince William Co.	E	Provides technical services support to the U.S. Military	25	\$0.40
Comcast Corporation	Prince William Co.	E	Inbound call center	211	\$0.59
CustomInk.com	Prince William Co.	E	Distribution center; internet retailer; customized t-shirts	15	\$1.50
DNS Electronics, LLC	Prince William Co.	E	Semiconductor parts supplier	0	\$0.40
General Dynamics Amphibious Systems	Prince William Co.	E	Engineering services	48	\$0.90
International Building Systems Corp.	Prince William Co.	E	HQ: Custom architectural mill work	0	\$7.00
Logis-Tech, Inc.	Prince William Co.	E	HQ: Logistics engineering	0	\$0.16
M & M Technical Services, Inc.	Prince William Co.	E	Information technology services provider	13	\$0.10
Motion Industries	Prince William Co.	E	Distributes industrial parts and equipment	6	\$3.53
P&J Arcomet LLC*	Prince William Co.	E	U.S. HQ: Crane provider to a multi-state region	0	\$6.52
Pritchett Controls	Prince William Co.	E	Services for temperature, electronic and related controls products	7	\$0.10
Sedna Logistics	Prince William Co.	E	Engineering and computer science services	28	\$2.50
SERCO	Prince William Co.	E	Engineering and computer science services	35	\$1.60
Silverback7	Prince William Co.	E	Intelligence, analysis and consultation services for government and contractors	0	\$0.35
SURVICE Engineering Company	Prince William Co.	E	Engineering and computer science services	15	\$8.47
Tech Solutions, Inc.	Prince William Co.	N	IT integration and consulting	20	\$0.05
Viscon Technology Applications	Prince William Co.	N	Fuel additive consisting of a high-molecular weight, pure hydrocarbon polymer	2	\$0.12
	<b>Prince William Co. Total</b>		<b>19 announcements</b>	<b>475</b>	<b>\$41.58</b>
East Penn Manufacturing Co., Inc.	Pulaski Co.	N	Lead-acid batteries/accessories for automotive, telecom, marine, etc. markets	10	\$0.25
NanoChemonics, Inc.	Pulaski Co.	E	Nanoparticle iron oxide	3	\$3.00
	<b>Pulaski Co. Total</b>		<b>2 announcements</b>	<b>13</b>	<b>\$3.25</b>
Aspen Products, Inc.	Richmond	N	Paper goods manufacturing; paper plates, paper cups, lunch bags	190	\$12.00
Cephas Industries, Inc.	Richmond	E	Recycles wood products into firewood, mulch and boiler fuel	7	\$0.18
Duro Bag Manufacturing Co.	Richmond	E	Manufactures paper bags	46	\$1.00
Unishippers Global Logistics, LLC	Richmond	N	Shipping services and consultation	3	\$0.20
	<b>Richmond Total</b>		<b>4 announcements</b>	<b>246</b>	<b>\$13.38</b>
ADMMicro, Inc.	Roanoke City	E	Intelligent energy management systems	9	\$0.10
Central Valley Rubber Services Co.	Roanoke City	E	Industrial supplier of manufactured rubber, plastic hose, and belting	5	\$1.60
Maple Leaf Bakery USA*	Roanoke City	E	Commercial bakery	40	\$9.50
Stage Sound, Inc.	Roanoke City	E	Design and installation of commercial sound systems	5	\$0.50
Westport Corp.*	Roanoke City	N	Assembles axles for Volvo's heavy trucks	60	\$3.00
	<b>Roanoke City Total</b>		<b>5 announcements</b>	<b>119</b>	<b>\$14.70</b>
Rowe Furniture Corp.	Roanoke Co.	E	Kiln drying, grading, trimming, ripping and packaging of lumber	0	\$0.50
TMEIC-GE	Roanoke Co.	E	North American HQ; Designs/manufactures drive automation systems	17	\$2.00
	<b>Roanoke Co. Total</b>		<b>2 announcements</b>	<b>17</b>	<b>\$2.50</b>
PowerSystems International, Inc.	Rockbridge Co.	E	HQ; Mobile power generating systems for military	50	\$0.15
	<b>Rockbridge Co. Total</b>		<b>1 announcement</b>	<b>50</b>	<b>\$0.15</b>

Company Name	Location	Type	Business	Employment	Investment (millions)
Kraft Foods Inc./Planters Peanuts	Suffolk	E	Processed nuts	7	\$3.26
Lipton*	Suffolk	E	Tea, bagged and instant	0	\$6.00
Massimo Zanetti Beverage USA*	Suffolk	E	Coffee roasting	10	\$1.00
The Dixie Group	Suffolk	N	Global shipping of oversized equipment	20	\$2.60
USJFCOM- Joint Intelligence Laboratory	Suffolk	E	Computer modeling and simulation	0	\$8.00
	<b>Suffolk Total</b>		<b>10 announcements</b>	<b>132</b>	<b>\$36.31</b>
Metal Manufacturing and Processing	Tazewell Co.	E	Metal fabrication and truck parts remanufacturing	171	\$3.20
Pemco Corporation	Tazewell Co.	E	Transformers and switchgear	29	\$0.71
	<b>Tazewell Co. Total</b>		<b>2 announcements</b>	<b>200</b>	<b>\$3.91</b>
AIN Plastics*	Virginia Beach	E	Manufactures and distributes plastic shapes	15	\$0.25
Allied Technology Group, Inc.	Virginia Beach	E	Provides engineering and information management solutions	25	\$1.75
Aquatic Resource Management, Inc.	Virginia Beach	E	HQ; Lake and retention pond management	2	\$0.18
CDI, Inc.	Virginia Beach	E	Information technology services; Department of Defense contractor	15	\$0.58
Flowers Baking	Virginia Beach	E	Distribution of baked goods	25	\$2.30
Gateway Financial Holdings, Inc.	Virginia Beach	N	HQ; Financial services	67	\$6.30
Goodwill Industries	Virginia Beach	E	Regional warehouse for donation distribution	15	\$0.20
H2O To Go	Virginia Beach	E	Purifies and bottles water	5	\$0.25
Hancock, Daniel, Johnson & Nagle, P.C.	Virginia Beach	E	Regional corporate law services to healthcare providers	0	\$0.15
HBI Industries	Virginia Beach	N	Marine services and water transportation third party logistics	24	\$1.50
Headgear, Inc.	Virginia Beach	E	Distributes licensed apparel	20	\$0.50
ICI Services	Virginia Beach	N	Engineering services, logistics, technical services	25	\$0.25
Johnson, Mirmiran & Thompson	Virginia Beach	E	Engineering consulting services	24	\$0.50
JRS Worldwide, Inc.	Virginia Beach	E	Consulting services to government contractors to maximize sales	6	\$0.35
Kimley-Horn and Associates, Inc.	Virginia Beach	E	Engineering and land planning services	55	\$2.00
Liberty Tax Service	Virginia Beach	E	Corporate HQ; Tax accounting services	32	\$0.25
Liberty Tax Service	Virginia Beach	E	Corporate HQ; Tax accounting services	35	\$0.25
Liberty Tax Service	Virginia Beach	E	Corporate HQ; Tax accounting services	144	\$6.40
LifeNet	Virginia Beach	E	HQ; Tissue and organ bank	100	\$2.00
Lillian Vernon Corp.	Virginia Beach	E	Subsidiary HQ; Catalog and online retailer; distribution center	0	\$1.50
McKean Defense Group	Virginia Beach	N	Naval engineering and information technology services	7	\$0.18
Michael Baker Jr., Inc.	Virginia Beach	E	Engineering and consulting services	10	\$0.75
NCO Financial Systems, Inc.	Virginia Beach	E	Provides customer service/collections services	150	\$0.55
Phaze II Products	Virginia Beach	E	Manufactures power-related transformers, magnetic coils, electronic subcomponents	25	\$1.68
Plant Technology Group	Virginia Beach	E	HQ; Information technology consulting services	30	\$7.30
Premier Millwork & Lumber Co., Inc.	Virginia Beach	E	Custom millwork	8	\$0.85
PROSOFT	Virginia Beach	E	IT, systems engineering, modeling and simulation	0	\$0.48
RJR Group Inc.	Virginia Beach	N	Engineering consulting services	10	\$0.18
Transformational Defense Industries, Inc.*	Virginia Beach	N	Weapons operating systems	6	\$0.25
Triple I Technologies	Virginia Beach	E	Information technology services	6	\$2.00
Unisys Corporation	Virginia Beach	E	IT consulting, systems integration; government contractor	25	\$0.25
UNSA America*	Virginia Beach	N	Nationwide distribution of FIBC bulk bags	6	\$0.25
Verizon Communications Inc.	Virginia Beach	E	Telecommunications services	0	\$2.75
Virginia Provisions	Virginia Beach	N	Distribution center, food products	45	\$1.80
VT Milcom*	Virginia Beach	E	Telecommunications contractor for the Department of Defense	1,000	\$1.00
Vulcan Threaded Products INC.	Virginia Beach	N	Steel threaded rod	8	\$0.75
	<b>Virginia Beach Total</b>		<b>36 announcements</b>	<b>1,970</b>	<b>\$48.48</b>
AGC Flat Glass North America, Inc.*	Washington Co.	E	Manufactures flat glass	9	\$7.50
American Chestnut Foundation	Washington Co.	E	Research laboratory - chestnut trees	0	\$0.50
Hapco Aluminum Pole Products	Washington Co.	E	Pole manufacturing	45	\$4.10
	<b>Washington Co. Total</b>		<b>3 announcements</b>	<b>54</b>	<b>\$12.10</b>
A&A Machine Company	Westmoreland Co.	N	Manufactures precision machined parts for the aerospace industry	15	\$0.68
	<b>Westmoreland Co. Total</b>		<b>1 announcement</b>	<b>15</b>	<b>\$0.68</b>
Equipment Lock Company	Winchester	E	Manufactures anti-theft and crime prevention locks for the equipment industry	10	\$0.00
National Fruit Product Co.	Winchester	E	Apple sauce processing	0	\$10.00
Premier Reticles, LLC	Winchester	E	Manufactures and assembles precision optical systems	20	\$2.00
Winchester Tool, LLC	Winchester	E	Fabricates metal parts	15	\$2.00
	<b>Winchester Total</b>		<b>4 announcements</b>	<b>45</b>	<b>\$14.00</b>
Bryant Electric, LLC	Wise Co.	N	Custom-builds electric motors and equipment	26	\$1.03
Buchanan Pump Service & Supply Co.	Wise Co.	E	Pumps; machine shop, fabrication shop, testing center	15	\$0.78
Dominion Virginia Power	Wise Co.	N	Clean-coal power station	75	\$1,800.00
	<b>Wise Co. Total</b>		<b>3 announcements</b>	<b>116</b>	<b>\$1,801.81</b>
Pepsi Bottling Group, Inc.	Wythe Co.	E	Manufactures soft drinks and bottled water	15	\$14.00
PepsiCo., Inc.	Wythe Co.	E	Manufactures beverages; Gatorade®	8	\$20.00
	<b>Wythe Co. Total</b>		<b>2 announcements</b>	<b>23</b>	<b>\$34.00</b>
AVID, LLC	York Co.	E	R&D, design, and software tools for the aircraft industry	20	\$2.12
Spain Commercial, Inc.	York Co.	E	HQ; General contracting, design/build services, project management	20	\$3.70
	<b>York Co. Total</b>		<b>2 announcements</b>	<b>40</b>	<b>\$5.82</b>
Not publicly announced	Confidential		4 announcements	188	\$351.00
	<b>Grand Total</b>		<b>341 announcements</b>	<b>21,547</b>	<b>\$5,103.75</b>

Notes: \* Indicates foreign affiliation Type: New or Expansion All announcements are subject to revision

## NOTES ON METHODOLOGY

This report is based on announcements of planned employment creation and capital expenditures in Virginia by basic companies (manufacturers and non-manufacturers with a substantial customer base outside the state). Many of the new facilities announced are not yet in operation. The information indicates the kind of new economic activity occurring in the state; it does not measure total employment growth. Information is gathered from the Virginia Economic Development Partnership's allies at state, regional and local levels, as well as from published sources and Partnership staff. Rules for documentation of announcements were established to ensure consistency of reported data. All information is obtained on a voluntary basis and no claim is made that the data are complete.

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