

Virginia Economic Development Partnership

Results 2009



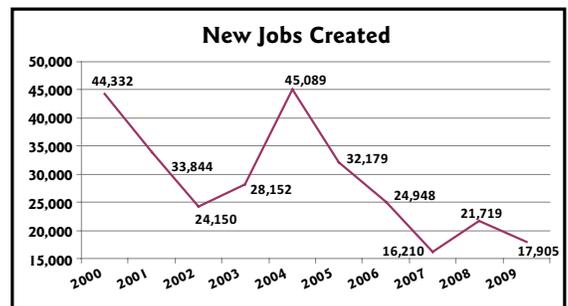
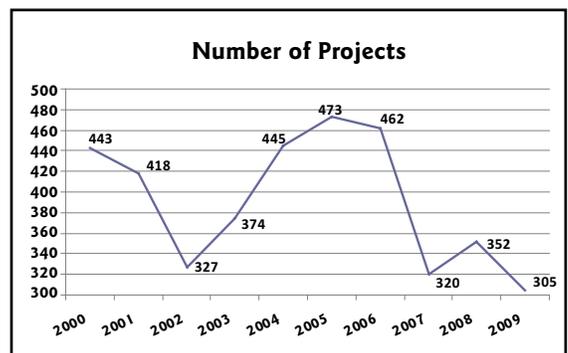
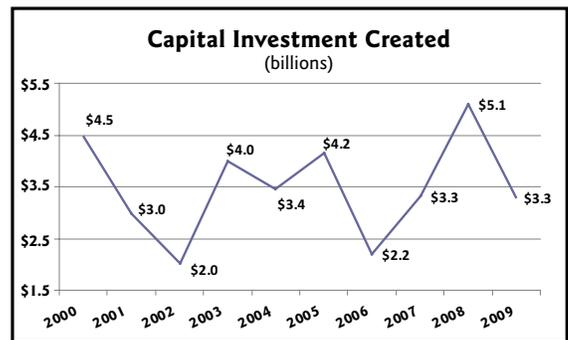


## STAYING ON COURSE

In 2009, companies operated much like households.

While families across the country responded to the recession by scaling back on expenses and tightening the budget belt, corporate decision makers followed suit. Companies found themselves rationalizing operations costs, consolidating facilities, and streamlining strategies with the bottom line in mind.

The Virginia Economic Development Partnership (VEDP) was there to help. The Commonwealth's competitive business costs attracted more than 17,000 new jobs and \$3.3 billion in capital investment to Virginia in 2009.





“YOU CAN’T UNDERESTIMATE THE IMPORTANCE OF EXPANSIONS OF EXISTING COMPANIES,”  
**Rob McClintock**, VEDP Director of Research



## TAKING CARE OF YOUR OWN

Expansion announcements, which occurred from Hampton Roads to Southwest Virginia, comprised more than 78 percent of Virginia’s economic development announcements in 2009. Of the more than 17,000 total jobs announced last year, about 13,300 were created by existing Virginia companies. About 83 percent of the investment in Virginia came from expansion projects.

“You can’t underestimate the importance of expansions of existing companies,” said Rob McClintock, VEDP Director of Research. “When we work with these companies, we ramp up as if it is the first time they’ve looked at Virginia.”

Take Vaughan-Bassett Furniture Company, for example. In March, the Virginia-founded company announced a \$2.15 million investment to expand its manufacturing facility in the City of Galax, creating 100 new jobs and keeping 500 jobs in Virginia that could have gone to North Carolina or Asia.

One might assume that Virginia had the project in the bag since Vaughan-Bassett was founded in the Commonwealth and has operated here for nine decades. Virginia wasn’t willing to take that chance—especially with 600 jobs at stake. VEDP teamed up with the local and regional economic development agencies to provide an incentive package that included a \$75,000 grant from the Governor’s Opportunity Fund, \$200,000 in Tobacco Region Opportunity Funds from the Virginia Tobacco Indemnification and Community Revitalization Commission, and employee training assistance through the Virginia Jobs Investment Program.

But it was relationships and the quality of the region’s workforce that won the Vaughan-Bassett expansion project for Virginia.



“THE QUEBECOR WORLD EXPANSION EXEMPLIFIES INTERNATIONAL COMPANIES’ LONG-TERM COMMITMENTS TO THE U.S. MARKET,”

**Paul Grossman**, VEDP Director of International Trade and Investment

“We believe our employees here in Galax represent the finest furniture workforce in the world,” said Wyatt P.E. Bassett, President and CEO of Vaughan-Bassett Furniture Company. “We are committed to growing our company, and that means we will need both more machines and more employees here in Galax to operate them. We appreciate the help of the Governor, the city of Galax, the Virginia Tobacco Commission and the Virginia Economic Development Partnership in helping us to make our goals a reality.”

Expansions took place among Virginia’s foreign-affiliated companies, too. Last summer, Canadian marketing and advertising company Quebecor World Inc., now known as World Color Press, expanded its Frederick County facility, which involved a \$35.2 million investment, the creation of 30 new jobs and the retention of 150 jobs. With approximately 20,000 employees worldwide, the company operates nearly 90 printing and related facilities in the United States, Canada, Argentina, Brazil, Chile, Colombia, Mexico, and Peru.

Of its multiple facilities, then Quebecor World chose its Frederick County site where the company has thrived for two decades.

### INTERNATIONAL SNAPSHOT 2009

- Thirty-three Virginia companies participated in Group Market Visits
- International Trade conducted eight group market visits around the world to promote Virginia goods and services
- International Trade completed 140 research projects to help Virginia companies choose and enter a market, find a local partner and manage shipping, legal and payment issues
- In May, VEDP hosted its first Virginia International Investors Forum, which attracted more than 100 Virginia business leaders representing companies from across the globe. Topics discussed during the forum included legal and accounting issues, new laws and regulations affecting international business, recent legislative actions, and the Employer Free Choice Act.
- Export 3.0 was launched in July to help Virginia companies grow internationally amid challenging economic times domestically. Focused on the early stage of the international business development process, the program is designed to organize meetings for 30 Virginia companies per year in one of 33 different countries. VEDP’s in-country consultants will identify prospective agents and customers in the target market and schedule three days of meetings on behalf of the Virginia company.
- In fall 2009, VEDP’s Global Network expanded into 17 additional countries, including Bulgaria, Turkey, the Netherlands, Israel and South Africa, bringing the total number of countries covered by the Network to 44. The Global Network is a comprehensive group of pre-screened, in-country consultants who partner with VEDP to deliver industry-specific market research to Virginia companies interested in exporting.



“JOB RETENTION IS AS CRUCIAL TO VIRGINIA’S ECONOMIC SUCCESS AS JOBS GAINED, ESPECIALLY IN THE CURRENT ECONOMIC CLIMATE,”

**Liz Povar**, VEDP Director of Business Development

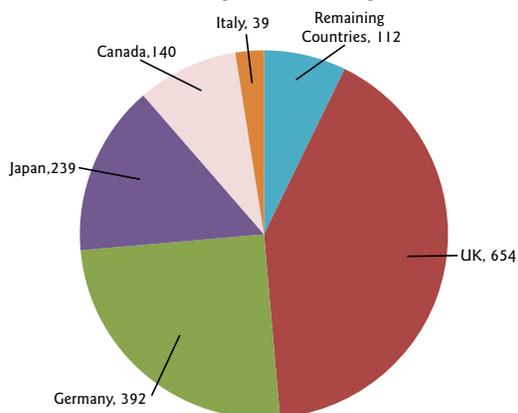


“The Quebecor World expansion exemplifies international companies’ long-term commitments to the U.S. market,” said Paul Grossman, VEDP Director of International Trade and Investment. “International companies invest twice as much as domestic companies for each job created, as they continually seek to expand market share in the U.S., a market critical to their global success.”

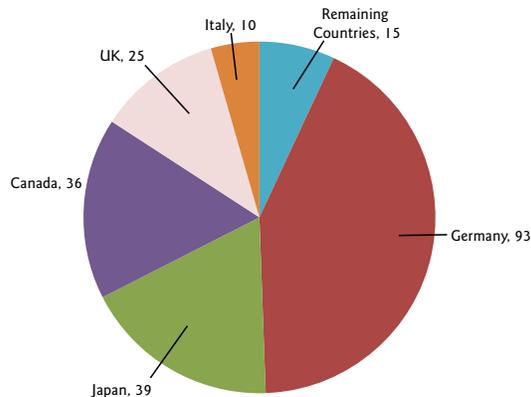
Because of the importance of expansions to Virginia’s economy, a new focus was placed on local-level business retention programs in 2009. VEDP now offers an interactive Web-based package, called ExecutivePulse, which assists communities with their business expansion and retention efforts.

“Job retention is as crucial to Virginia’s economic success as jobs gained, especially in the current economic climate,” said Liz Povar, VEDP Director of Business Development. “We know that to stay competitive, companies are always adjusting to new markets, modifying supply chains, and developing new products. We make it a priority to understand these changes so we can be a supportive public partner, identify appropriate Virginia assets, and sustain a business-friendly climate that supports their business goals.”

**2009 Announced Employment Creation in Virginia by Internationally Owned Companies**



**2009 Announced Capital Investment in Virginia by Internationally Owned Companies (millions)**





“OUR DECISION TO CONSOLIDATE OUR OFFICES BRINGS MANY OF OUR NORTHERN VIRGINIA EMPLOYEES TO A COMMON LOCATION AND PROVIDES AN OPPORTUNITY FOR GREATER RAYTHEON TEAMWORK, COLLABORATION AND INNOVATIVE THINKING.”

**Tom Culligan**, senior vice president of Raytheon Company

## DOING MORE WITH LESS

The recession of 2009 forced other companies to consolidate. Raytheon Company, which employs 4,000 in Virginia, announced in April plans to consolidate its Northern Virginia facilities in Loudoun County, requiring a \$37.5 million capital investment and the creation of 100 new jobs.

“As one of the fastest-growing counties in the country, we are confident that the move to Loudoun County will support our efforts to attract and retain a highly skilled workforce in the Commonwealth.”

2009 Virginia Employment and Capital Investment Summary			
	Employment <i>(No. of Jobs)</i>	Capital Investment <i>(millions)</i>	Number of Announcements
<b>Manufacturing</b>			
New Announcements	893	\$94.43	29
Expansion Announcements	4,552	\$876.99	89
Totals	5,445	\$971.42	118
<b>Nonmanufacturing</b>			
New Announcements	3,711	\$456.30	36
Expansion Announcements	8,749	\$1,873.17	151
Totals	12,460	\$2,329.47	187
<b>Virginia Totals</b>	<b>17,905</b>	<b>\$3,300.89</b>	<b>305</b>
<b>New</b>			
Manufacturing Announcements	893	\$94.43	29
Nonmanufacturing Announcements	3,711	\$456.30	36
Totals	4,604	\$550.74	65
<b>Expansion</b>			
Manufacturing Announcements	4,552	\$876.99	89
Nonmanufacturing Announcements	8,749	\$1,873.17	151
Totals	13,301	\$2,750.16	240
<b>Virginia Totals</b>	<b>17,905</b>	<b>\$3,300.89</b>	<b>305</b>



“OUR VIRGINIA PLANT HAS BEEN A VERY SAFE, PRODUCTIVE AND PROGRESSIVE PLANT THAT KNOWS HOW TO BUILD HIGH QUALITY PRODUCTS AND TAKE GOOD CARE OF OUR CUSTOMERS,”

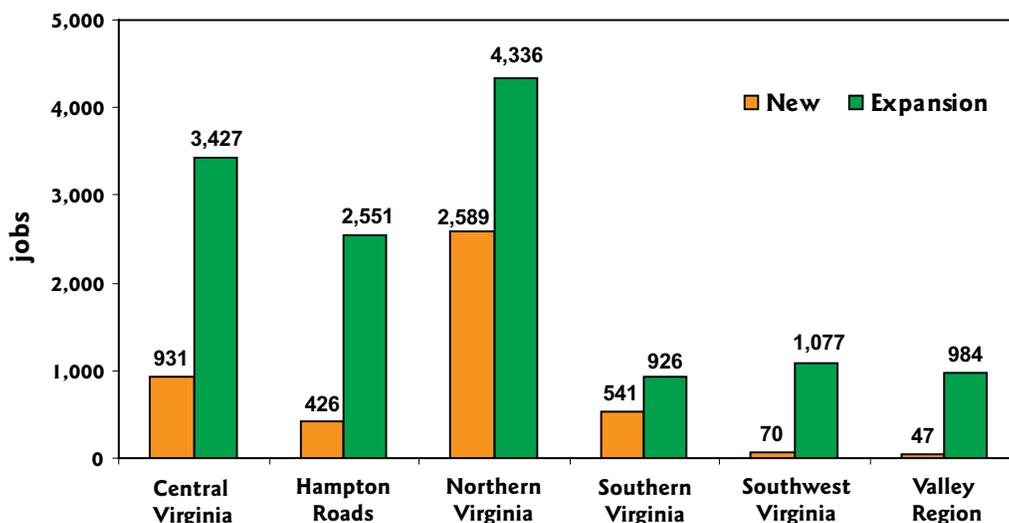
**Gene Buer**, Columbus McKinnon vice president



Columbus McKinnon Corporation, a designer, manufacturer and marketer of material handling products, also looked to consolidation in 2009. The company announced a \$5 million investment in its Damascus Hoist Division operations in Washington County as part of a corporate restructuring that will consolidate certain hoist operations to the Damascus plant. The project expects to create 70 new jobs and retain 174 current positions.

“Our Virginia plant has been a very safe, productive and progressive plant that knows how to build high quality products and take good care of our customers,” said Gene Buer, Columbus McKinnon vice president. “The products being added to this operation complement the products currently produced in Damascus very well, and we were very impressed with the level of support we received from the local community, Washington County and the state of Virginia.”

**2009 Announced Employment Creation in Virginia by Type and Region**





## LANDING CORPORATE LEADERSHIP

While MeadWestvaco announced its intentions to move its headquarters operations to the Richmond area in February 2006, the move to downtown Richmond actually materialized in 2009.

“Consolidating key business areas of our corporate operations is a critical element in facilitating collaboration and increasing cost efficiencies as we execute our strategy to be the global leader in packaging,” said John A. Luke, Jr., MeadWestvaco Chairman and Chief Executive Officer. “The Greater Richmond area provides an excellent venue for us to grow our business, and we look forward to contributing to the prosperity of the community.”

Ten more companies followed in MeadWestvaco’s footsteps, recognizing last year that a Virginia headquarters location would have a positive impact on their bottom lines. Global brands such as Hilton Worldwide and Science Applications International Corporation (SAIC) were among those who packed their offices for new digs in the Old Dominion.

Hilton announced in February 2009 a \$17 million investment to relocate its headquarters from Beverly Hills, California, to Fairfax County. The project will create more than 300 jobs.

“Virginia offers a more central location from which to operate a global organization and will ease coordination across our business, help us to better execute on strategic opportunities and allow us to significantly reduce our costs,” said Christopher J. Nassetta, President and Chief Executive Officer of Hilton Hotels Worldwide. “The cost and quality of living in the area are also tremendously appealing.”



“VIRGINIA’S FAVORABLE BUSINESS ENVIRONMENT, HIGHLY SKILLED WORKFORCE  
AND ATTRACTIVE QUALITY OF LIFE COMBINE TO MAKE THIS AN IDEAL LOCATION  
FOR OUR CORPORATE HEADQUARTERS.”

**Walt Havenstein, CEO of SAIC**



Home to more than 30 Fortune 1000 corporate headquarters, Virginia’s stable and competitive taxes, payroll costs, and lease rates, and legislation that protects “at will” employment practices attracts the attention of headquarters projects.

Global access and close proximity to the federal government are also important location factors for headquarters operations to consider, and Virginia offers both thanks to its East Coast location, and the Port of Virginia and Washington Dulles International Airport. Fortunately, many companies can operate their headquarters just about anywhere, but oftentimes choose to locate closer to their customer base. Companies dealing in financial, insurance, manufacturing and distribution industries gravitated toward Central Virginia and Hampton Roads, while defense, information technology and government services companies landed in Northern Virginia.

In September SAIC decided to move its corporate headquarters from San Diego to its McLean campus in Fairfax County. The company is investing \$25 million as part of the relocation and expects to create 1,200 new jobs, adding to its current base of approximately 17,500 employees in the region. The SAIC announcement was Virginia’s largest job-creation announcement in 2009.

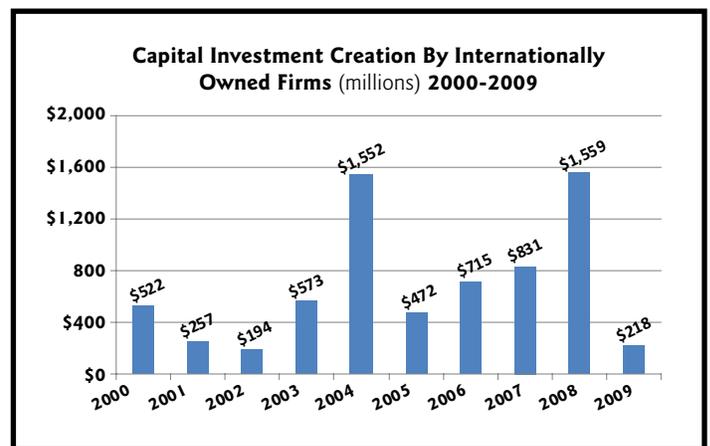
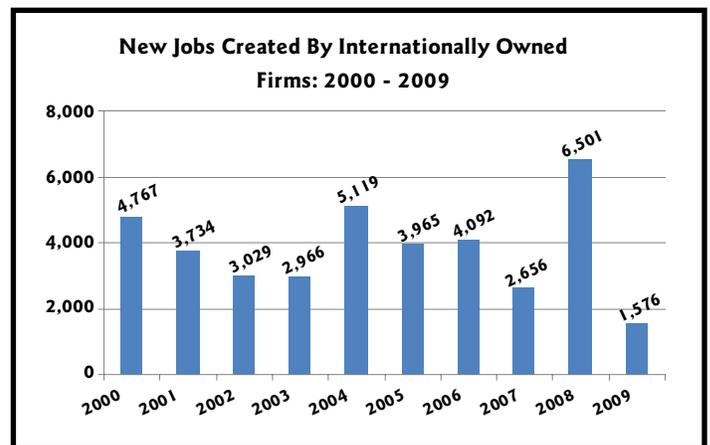
A Virginia headquarters relocation puts SAIC’s leadership team in close proximity to its federal government customers, an important factor in the company’s decision-making process, said Walt Havenstein, CEO of SAIC. “Virginia’s favorable business environment, highly skilled workforce and attractive quality of life combine to make this an ideal location for our corporate headquarters.”



## LOOK NO FURTHER THAN YOUR OWN BACK YARD

The year 2009, in many ways, served as a reminder to appreciate what we already have. That was—and will always be—especially true about the value of Virginia’s existing businesses. Whether it was an expansion, consolidation or headquarters project that announced in Virginia in 2009, the Commonwealth has its existing corporate partners to thank.

“At the state, regional, or local level, your most important clients are the businesses you already have in your community,” McClintock said. “Existing businesses provide the foundation upon which all successful economic development programs should be based. Regular interaction with corporate management provides helpful insight into workforce, transportation and business climate issues, which helps Virginia make informed policy decisions and improvements that will strengthen our competitive standing. In tough, uncertain economic times, we all need to keep very close to our existing businesses and stay attuned to their needs.”





### Top Five Projects by Investment Creation

Company Name	Location	Type	Business	New Jobs	Investment (millions)
Digital Realty Trust, Inc.	Loudoun Co.	Expansion	Manages technology and data center-related real estate	50	\$350.00
Northrop Grumman Newport News	Newport News	Expansion	Shipbuilding and repair; manufactures/launches Virginia class submarines	1,000	\$230.00
Dominion Energy	Buckingham Co.	Expansion	Electric power generation	0	\$214.00
The Ignite Institute, Inc.	Fairfax Co.	New	Medical research institute; molecular medicine	415	\$200.00
Western Refining, Inc.	York Co.	Expansion	Oil refinery	22	\$175.00

### Top Five Projects by New Job Creation

Company Name	Location	Type	Business	New Jobs	Investment (millions)
SAIC	Fairfax Co.	New	Corporate headquarters	1,200	\$25.00
Northrop Grumman Newport News	Newport News	Expansion	Shipbuilding and repair; manufactures/launches Virginia class submarines	1,000	\$230.00
Defense Intelligence Agency	Albemarle Co.	Expansion	Logistical, tactical and intelligence operation center	800	\$100.00
The Ignite Institute, Inc.	Fairfax Co.	New	Medical research institute; molecular medicine	415	\$200.00
Harris Teeter, Inc.	King George Co.	New	Distribution center, food products	335	\$101.00

## CENTRAL VIRGINIA ■

In 2009, Central Virginia attracted 4,358 jobs and \$436 million in investment. The region recorded 50 announcements for the year, 37 of which were expansions. Expansions of Central Virginia's existing firms accounted for 78.6 percent of the region's announced jobs and 80.7 percent of its investments. 2009 marked the third largest year in the past ten years in terms of job creation.

New Jobs – 4,358  
Investment (millions) – \$436  
Projects – 50

## HAMPTON ROADS ■

For the year, Hampton Roads registered announcements for 2,977 jobs and investments of \$620.2 million. Expansions were responsible for 40 of the region's 52 announcements in 2009. The region's expansions accounted for 85.7 percent of its announced employment and 94.3 percent of its capital investment. 2009 ranked the 5th highest year for capital investment announced in Hampton Roads.

New Jobs – 2,977  
Investment (millions) – \$620.2  
Projects – 52

## NORTHERN VIRGINIA ■

In 2009, Northern Virginia recorded announcements of 6,925 jobs and capital investments of \$1.8 billion. Of the region's 111 announcements, 89 were for expansions. Existing firms in Northern Virginia accounted for 62.6 percent of its announced jobs and 78.0 percent of its capital investments. In terms of capital investment, 2009 ranked the second-highest year for the region.

New Jobs – 6,925  
Investment (billions) – \$1.8  
Projects – 111

## SOUTHERN VIRGINIA ■

During 2009, Virginia's Southern region recorded plans to create 1,467 jobs and investments of \$340.7 million. Of the region's 32 announcements, 21 were for expanding facilities. Expansions accounted for 63.1 percent of Southern Virginia's total capital investment and 90.9 percent of announced new jobs.

New Jobs – 1,467  
Investment (millions) – \$340.7  
Projects – 32

## VALLEY REGION ■

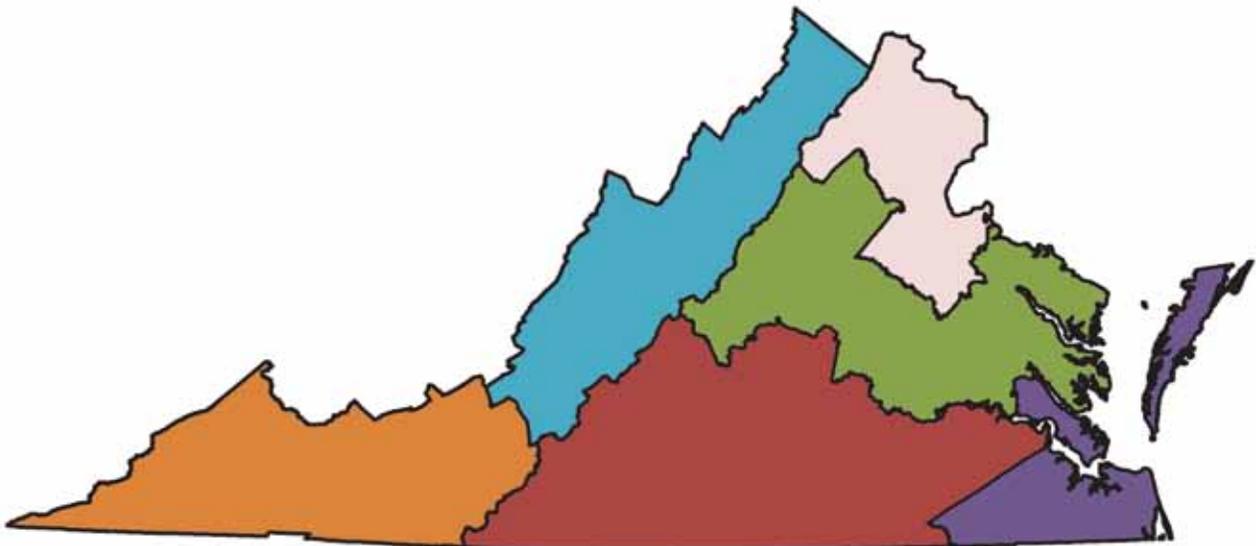
For 2009, this region's announcements totaled 1,031 jobs and \$162.2 million in investments. The Valley registered 37 announcements; 33 were expansions of existing facilities. Expansions accounted for 95.4 percent of the employment and 93.7 percent of the investment in the region.

New Jobs – 1,031  
Investment (millions) – \$162.2  
Projects – 37

## SOUTHWEST VIRGINIA ■

There were 23 announcements made in Virginia's Southwest region in 2009, 20 of which were expansions. These announcements should lead to the creation of 1,147 jobs and investments of \$84.2 million. Announcements by expanding firms in the region accounted for 93.9 percent of Southwest Virginia's employment and 69.7 percent of its investment during the year.

New Jobs – 1,147  
Investment (millions) – \$84.2  
Projects – 23



# Virginia Announcements of Employment Creation and Capital Investment 2009

Company Name	Location	Type	Business	New Jobs	Investment (millions)
Tucker Robbins	Accomack Co.	N	Manufactures high-end wood furniture	10	\$1.10
<b>Accomack Co. Total</b>			<b>1 announcement</b>	<b>10</b>	<b>\$1.10</b>
Afton Scientific	Albemarle Co.	E	Manufactures pharmaceutical drugs	20	\$5.00
Booz Allen Hamilton	Albemarle Co.	E	Consulting services to the U.S. government	20	\$0.00
Defense Intelligence Agency	Albemarle Co.	E	Logistical, tactical, and intelligence operation center	800	\$100.00
Mikro Systems Inc.	Albemarle Co.	E	Precision manufacturing	21	\$0.40
Musictoday, LLC	Albemarle Co.	E	Provides e-commerce services to the entertainment industry	47	\$1.03
NIITEK	Albemarle Co.	N	Adaptive landmine detection systems	69	\$1.30
Starr Hill Brewery	Albemarle Co.	E	Brewery	14	\$1.00
State Farm Insurance	Albemarle Co.	E	Insurance agency; operations center	103	\$0.00
<b>Albemarle Co. Total</b>			<b>8 announcements</b>	<b>1,094</b>	<b>\$108.73</b>
Penelope, Inc.	Appomattox Co.	E	Corporate office, warehousing, web store; ladies clothing and accessories	4	\$0.75
<b>Appomattox Co. Total</b>			<b>1 announcement</b>	<b>4</b>	<b>\$0.75</b>
DARPA	Arlington Co.	E	R&D project management for the Department of Defense	280	\$165.00
Deloitte LLP*	Arlington Co.	E	Provides audits, financial advisory, risk management, and tax services	0	\$1.00
<b>Arlington Co. Total</b>			<b>3 announcements</b>	<b>284</b>	<b>\$166.75</b>
Hershey Chocolate of Virginia, Inc.	Augusta Co.	E	Manufactures chocolate and confectionery	50	\$5.73
ZehN	Augusta Co.	N	Manufactures hot melt equipment for the packaging industry	12	\$0.75
<b>Augusta Co. Total</b>			<b>2 announcements</b>	<b>62</b>	<b>\$6.48</b>
Tread Corporation	Botetourt Co.	E	Manufactures explosives-handling equipment	72	\$2.20
<b>Botetourt Co. Total</b>			<b>1 announcement</b>	<b>72</b>	<b>\$2.20</b>
Alpha Natural Resources	Bristol	E	Corporate HQ; operates mines and coal preparation facilities	69	\$21.00
<b>Bristol Total</b>			<b>1 announcement</b>	<b>69</b>	<b>\$21.00</b>
Sykes Enterprises, Inc.	Buchanan Co.	E	Customer technical support call center	50	\$0.00
<b>Buchanan Co. Total</b>			<b>1 announcement</b>	<b>50</b>	<b>\$0.00</b>
Dominion Energy	Buckingham Co.	E	Electric power generation	0	\$214.00
<b>Buckingham Co. Total</b>			<b>1 announcement</b>	<b>0</b>	<b>\$214.00</b>
McNab Quality Control	Buena Vista	N	Manufactures quality control instrumentation	15	\$0.00
Preferred Credit Repair	Buena Vista	E	Receives inbound calls from industries needing to correct customers' credit	20	\$0.50
<b>Buena Vista Total</b>			<b>2 announcements</b>	<b>35</b>	<b>\$0.50</b>
Chancellor University	Campbell Co.	N	National Online Enrollment Center; inbound call center	100	\$0.10
Evington Ironworks	Campbell Co.	E	Manufactures metal rails, spiral stairways, gates, and fences	5	\$0.10
Key Parts, Inc.	Campbell Co.	N	Auto body panel wholesale distribution	8	\$0.10
<b>Campbell Co. Total</b>			<b>3 announcements</b>	<b>113</b>	<b>\$0.30</b>
Ladysmith Floor & Lumber LLC	Caroline Co.	E	Manufactures molding and flooring	25	\$0.75
Union First Market Bankshares Corp.	Caroline Co.	E	Banking operations center	40	\$0.00
<b>Caroline Co. Total</b>			<b>2 announcements</b>	<b>65</b>	<b>\$0.75</b>
Allen Corporation of America, Inc.	Chesterfield Co.	E	Provides IT solutions for military logistics	90	\$1.00
Capital One Financial Corp.	Chesterfield Co.	E	Call center; collections and loan work-out efforts	250	\$1.00
Maruchan Virginia, Inc.*	Chesterfield Co.	E	Manufactures ramen soup and noodles	50	\$18.00
Precision Recycling of Virginia	Chesterfield Co.	E	Glass recycling	6	\$1.00
Proseal America, Inc.*	Chesterfield Co.	N	Manufactures heat sealing packaging machines	5	\$0.45
<b>Chesterfield Co. Total</b>			<b>5 announcements</b>	<b>401</b>	<b>\$21.45</b>
Central Virginia Concrete	Cumberland Co.	N	Ready-mix concrete	12	\$0.00
<b>Cumberland Co. Total</b>			<b>1 announcement</b>	<b>12</b>	<b>\$0.00</b>
Batolli Sports	Danville	N	Administrative offices; design division; sport, active, and casual wear	30	\$1.50
Blue Ridge Fiberboard, Inc.	Danville	N	Manufactures fiberboard	88	\$5.26
Donnachaigh Associates LLC	Danville	N	HQ; Researches/grows/harvests hybrid poplar, uses wood as a biofuel	25	\$7.00
Essel Propack America LLC*	Danville	E	Toothpaste tubes	0	\$5.30
Japan Tobacco International Leaf Services*	Danville	E	Tobacco processing	39	\$19.50
Riverside Roof Truss, LLC	Danville	E	Roof and floor trusses, laminated veneer lumber	35	\$1.50
<b>Danville Total</b>			<b>6 announcements</b>	<b>217</b>	<b>\$40.06</b>
Mountain Forest Products Inc.	Dickenson Co.	E	Wood chips and lumber	13	\$0.50
<b>Dickenson Co. Total</b>			<b>1 announcement</b>	<b>13</b>	<b>\$0.50</b>
Georgia-Pacific Corp.	Emporia	E	Plywood mill	0	\$2.75
International Fiberglass	Emporia	N	Manufactures fiberglass pools	28	\$2.21
SteelFab of Virginia, Inc.	Emporia	E	Steel fabrication	18	\$1.32
<b>Emporia Total</b>			<b>3 announcements</b>	<b>46</b>	<b>\$6.28</b>
Soft Tech Consulting, Inc.	Fairfax City	E	Provides information technology services	22	\$0.25
<b>Fairfax City Total</b>			<b>1 announcement</b>	<b>22</b>	<b>\$0.25</b>
Agilex Technologies, Inc.	Fairfax Co.	E	Enterprise application, solution, and advisory services	85	\$0.00
Altum, Inc.	Fairfax Co.	E	Grants management and performance management software	13	\$0.00
Altum, Inc.	Fairfax Co.	E	Data management software development	20	\$0.00
AMERICOM Government Services	Fairfax Co.	E	Satellite bandwidth and custom satcom network solutions	30	\$0.12
ARTEL, Inc.	Fairfax Co.	E	HQ; IT and managed network services	50	\$0.00
Beltway Supply, Inc.	Fairfax Co.	E	Provides facility maintenance products to all levels of government	15	\$0.10
Best Foods, Inc.*	Fairfax Co.	N	Provides wholesale food and supplies to restaurant and grocery chains	20	\$0.00
CACI International, Inc.	Fairfax Co.	E	Information technology consulting	218	\$0.00

Company Name	Location	Type	Business	New Jobs	Investment (millions)
Carahsoft Technology Corp.	Fairfax Co.	E	Government IT solutions provider	25	\$0.00
Centurum, Inc.	Fairfax Co.	E	HQ; IT services	15	\$1.00
Cernium Corporation	Fairfax Co.	E	Developer of video analytics-enabled products	20	\$0.00
Cherry, Bekaert & Holland, L.L.P.	Fairfax Co.	E	Financial and management services	20	\$0.00
Cheshil Consultants, Inc. (CCI)	Fairfax Co.	E	Information systems technology, systems engineering, management consulting	22	\$0.00
Cogent Systems, Inc.	Fairfax Co.	E	Biometric ID solutions, fingerprint/palm print ID technology	12	\$0.00
COMTek	Fairfax Co.	E	Telecommunications and information systems technology	12	\$0.00
Coveros, Inc.	Fairfax Co.	E	Provides IT and software consulting services	30	\$0.21
CRGT, Inc.	Fairfax Co.	E	IT solutions	30	\$0.00
Criterion Systems, Inc.	Fairfax Co.	E	Information technology solutions	20	\$0.00
CVG, Incorporated	Fairfax Co.	E	Provides secure, satellite-based communication solutions	87	\$1.20
DCS Corporation	Fairfax Co.	E	Mission-critical engineering systems	126	\$0.00
Digital Sandbox, Inc.	Fairfax Co.	E	Develops software and service-based risk management solutions	20	\$0.00
Electronic Consulting Services, Inc. (ECS)	Fairfax Co.	E	Mission-critical system and software development	20	\$0.00
Entourage Systems, Inc.	Fairfax Co.	E	Digital electronics and communications	30	\$0.00
FlexPoint Technology, LLC	Fairfax Co.	E	Secure collaboration solutions	17	\$0.00
GreenBrilliance LLC	Fairfax Co.	E	HQ; alternate energy services provider	10	\$0.00
Hilton Worldwide	Fairfax Co.	N	Corporate HQ; hotels	325	\$17.00
Integral Systems, Inc.	Fairfax Co.	E	Provides integrated technology solutions for SATCOM-interfaced networks	12	\$0.00
Integrate Financials Corporation	Fairfax Co.	E	Financial management/reporting and business intelligence consulting	20	\$0.20
INTEGRITYOne Partners, Inc.	Fairfax Co.	E	Consulting and technology solutions customized to the U.S. Government	35	\$0.00
ITT Corporation	Fairfax Co.	E	Telemetry, tracking, and command services for near-Earth missions	0	\$2.00
Izen America*	Fairfax Co.	N	US HQ; bidet-style toilet seats	3	\$0.10
Knowledge Link, Inc.	Fairfax Co.	E	Government IT contractor	100	\$0.50
Latista Technologies Inc.	Fairfax Co.	E	Web-based field management software and services	10	\$0.00
Logistics Management Institute	Fairfax Co.	E	Management consulting, research, and analysis	110	\$0.00
Long & Foster Insurance Agency, Inc.	Fairfax Co.	E	Personal, commercial, and financial insurance	14	\$0.00
Luciad*	Fairfax Co.	N	High-performance visualization software	20	\$0.03
Meridian Imaging Solutions	Fairfax Co.	E	Document output and automation technologies	15	\$0.00
Metaformers Inc.	Fairfax Co.	E	Enterprise solutions for government, education, and commercial clients	35	\$0.00
MetroStar Systems	Fairfax Co.	E	Systems and software integration	20	\$0.00
Mian Adam & Associates, LLC	Fairfax Co.	N	Management consulting services	9	\$0.10
Near Infinity Corporation	Fairfax Co.	E	Software development and design	10	\$0.00
NetApp	Fairfax Co.	E	Storage and data management solutions	25	\$5.00
NetStar-1, Incorporated	Fairfax Co.	E	Technology and management consulting services	10	\$0.00
Network Solutions	Fairfax Co.	E	Subsidiary HQ; Internet domain name registration	30	\$0.00
Packet360, Inc.	Fairfax Co.	N	Integrator of mission-critical systems	15	\$0.00
Praemittias Group Inc. (PGI)	Fairfax Co.	E	Evaluates, integrates, and markets innovative technology solutions	27	\$0.00
PricewaterhouseCoopers	Fairfax Co.	E	HQ; public sector consulting unit	200	\$0.00
RightStar Systems	Fairfax Co.	E	Service management solutions	31	\$0.25
Rivermine, Inc.	Fairfax Co.	E	Telecom expense management software	12	\$0.00
SAIC	Fairfax Co.	N	Corporate headquarters	1,200	\$25.00
SeniorLiving.com	Fairfax Co.	E	Online information senior services resource	20	\$0.15
SENSA Solutions	Fairfax Co.	E	Management consulting; organizational development services	12	\$0.00
Simplexity	Fairfax Co.	E	Online cell phone retailer; technology solutions for cell phone carriers	40	\$0.00
SPADAC Inc.	Fairfax Co.	E	Spatial intelligence and predictive analytics	50	\$0.00
Speakeasy, Inc.	Fairfax Co.	N	Broadband voice (VoIP), data, and IT service provider	50	\$0.00
Suntiva Executive Consulting	Fairfax Co.	E	Management consulting	25	\$0.00
Tangible Software, Inc.	Fairfax Co.	E	Enterprise energy management software	40	\$0.00
Technical Communities, Inc.	Fairfax Co.	N	Provides contracting expertise and IT solutions to government contractors	10	\$0.00
TechTeam Government Solutions, Inc.	Fairfax Co.	E	IT-based services	42	\$0.00
TEOCO Corporation	Fairfax Co.	E	Provides cost, routing, and revenue management solutions software	10	\$0.00
The Ignite Institute, Inc.	Fairfax Co.	N	Medical research institute; molecular medicine	415	\$200.00
The Tauri Group	Fairfax Co.	E	Analytical consulting in the areas of security, defense, science, and IT	83	\$0.00
Three Pillar Software, Inc.	Fairfax Co.	E	Software development and systems integration provider	26	\$0.00
Trade Privacy, LLC	Fairfax Co.	N	Provides services to protect companies' trade information	24	\$0.00
VisualCV	Fairfax Co.	E	Internet-based resume enhancement technology	16	\$0.00
VSE Corporation	Fairfax Co.	E	Engineering, IT and consulting services, systems integration	100	\$0.00
Whitney, Bradley & Brown, Inc.	Fairfax Co.	E	Technical and management consulting	62	\$0.00
Zillion Technologies	Fairfax Co.	E	IT consulting services	25	\$0.00
<b>Fairfax Co. Total</b>			<b>68 announcements</b>	<b>4,305</b>	<b>\$252.96</b>
NorthStar Express Freight, Inc.	Falls Church	E	Tradeshow shipping provider	47	\$0.20
<b>Falls Church Total</b>			<b>1 announcement</b>	<b>47</b>	<b>\$0.20</b>
Dataknight365	Floyd Co.	N	Data center	20	\$25.00
<b>Floyd Co. Total</b>			<b>1 announcement</b>	<b>20</b>	<b>\$25.00</b>
Annandale Millwork Corporation	Frederick Co.	E	Manufactures prehung doors, windows, and special moldings	20	\$7.50
Barrett Machine Industries	Frederick Co.	E	Metal fabrication	0	\$0.25
Blane-Chase Industrial Construction & Maintenance	Frederick Co.	E	Industrial construction and maintenance	28	\$1.26
Garber Ice Cream	Frederick Co.	E	Manufactures ice cream	0	\$0.15
Home Depot Retail Distribution Center	Frederick Co.	E	Retail distribution center	30	\$0.25

Company Name	Location	Type	Business	New Jobs	Investment (millions)
Irongate, Inc.	Frederick Co.	E	Structural steel fabrication	0	\$2.00
Kraft Foods Inc.	Frederick Co.	E	Manufactures fruit drinks (Capri Sun)	75	\$10.20
M & H Plastics*	Frederick Co.	E	Plastic bottles and containers	0	\$0.95
Miller Milling Co.	Frederick Co.	E	Grain mill and storage	0	\$1.75
New World Pasta*	Frederick Co.	E	Pasta	0	\$0.38
Poly Processing	Frederick Co.	E	Plastic tank manufacturing	0	\$0.10
Quebecor World Inc.*	Frederick Co.	E	Commercial printing	30	\$35.20
Stuart M. Perry Inc.	Frederick Co.	E	Asphalt production; quarry	0	\$1.00
Thermo Fisher Scientific Inc.	Frederick Co.	E	Medical liquid formula; clinical diagnostics products	50	\$8.90
Trex Company Inc.	Frederick Co.	E	Wood/plastic composite lumber	0	\$3.00
Valley Proteins	Frederick Co.	E	Rendering and bio diesel plant	0	\$0.50
Winchester Coffee Roasters	Frederick Co.	N	Roasts coffee beans	10	\$0.40
<b>Frederick Co. Total</b>			<b>17 announcements</b>	<b>243</b>	<b>\$73.79</b>
Vaughan-Bassett Furniture Company	Galax	E	Wood furniture	100	\$2.15
<b>Galax Total</b>			<b>1 announcement</b>	<b>100</b>	<b>\$2.15</b>
Bucyrus International, Inc.	Giles Co.	E	Manufactures belt systems and components for mining equipment	50	\$0.00
NanoSonic Inc.	Giles Co.	E	R&D: nanomaterials; electrostatic self-assembly processing and use	0	\$1.00
<b>Giles Co. Total</b>			<b>2 announcements</b>	<b>50</b>	<b>\$1.00</b>
Carolina Profile Design Corp.	Grayson Co.	E	Manufactures metal parts for machinery	55	\$3.00
<b>Grayson Co. Total</b>			<b>1 announcement</b>	<b>55</b>	<b>\$3.00</b>
Ashbury International Group, Inc.	Greene Co.	E	Develops/builds laser range finders, night vision devices, optical products	15	\$6.00
Central Virginia Fiber Mill	Greene Co.	E	Processes raw alpaca fleece into artisan yarn	2	\$0.16
Video Gaming Technologies Inc.	Greene Co.	E	Electronic bingo, poker, and blackjack casino game developer	77	\$0.45
<b>Greene Co. Total</b>			<b>3 announcements</b>	<b>94</b>	<b>\$6.61</b>
BPR Plastics	Greensville Co.	N	Recycling warehouse operations	5	\$0.30
FASTA, Inc.	Greensville Co.	N	Energy-efficient building components and affordable housing solutions	150	\$7.90
<b>Greensville Co. Total</b>			<b>2 announcements</b>	<b>155</b>	<b>\$8.20</b>
LASCO Bathware	Halifax Co.	E	Manufactures fiberglass and acrylic bathtubs	50	\$1.70
<b>Halifax Co. Total</b>			<b>1 announcement</b>	<b>50</b>	<b>\$1.70</b>
Alcoa Howmet Castings	Hampton	E	Complex investment cast turbine airfoils	25	\$25.00
BAE Systems North America*	Hampton	E	Designs/manufactures electronic systems for military and commercial uses	12	\$0.62
Esterline Pressure Systems Inc.	Hampton	E	Pressure measurement instruments	15	\$1.00
M2 Pictures	Hampton	E	Video, film, and multi-media productions	30	\$0.25
Spiegel	Hampton	E	Call center	19	\$0.50
Sprint Nextel	Hampton	E	Customer support center, telecommunications	150	\$0.00
Thompson Consulting Engineers	Hampton	E	Engineering consulting services	2	\$0.15
Warwick Plumbing & Heating Corp.	Hampton	E	Mechanical engineering and construction	20	\$0.00
<b>Hampton Total</b>			<b>8 announcements</b>	<b>273</b>	<b>\$27.52</b>
Daystar Desserts/ World's Best Cheesecake	Hanover Co.	E	Dessert products	55	\$0.15
Daystar Desserts/ World's Best Cheesecake	Hanover Co.	E	Dessert products	0	\$1.70
Delta Pure Filtration	Hanover Co.	E	Manufactures cartridge filtration solutions; standard and custom filters	10	\$0.10
Hanover Foils, LLC	Hanover Co.	N	Converts foils for the confectionery industry	40	\$8.00
PSI Group, Inc.	Hanover Co.	E	Presort mail operating center	80	\$0.00
Tyson Foods Inc.	Hanover Co.	E	Poultry processing	225	\$6.00
<b>Hanover Co. Total</b>			<b>6 announcements</b>	<b>410</b>	<b>\$15.95</b>
Atlantic Systems Group	Harrisonburg	E	Steel storage tanks for the petroleum industry	10	\$0.00
Rosetta Stone	Harrisonburg	E	HQ; foreign language teaching software	100	\$0.50
Shenandoah Sustainable Technologies, LLC	Harrisonburg	E	Manufactures/installs sustainable facilities and products	72	\$0.60
Tyson Foods Inc.	Harrisonburg	E	Poultry processing	130	\$3.50
<b>Harrisonburg Total</b>			<b>4 announcements</b>	<b>312</b>	<b>\$4.60</b>
Admiral America*	Henrico Co.	N	U.S. HQ; direct-to-consumer auto insurance operations center	318	\$2.90
Altria UST	Henrico Co.	E	Subsidiary HQ; smokeless tobacco	70	\$0.00
Bank of America	Henrico Co.	E	Banking operations center	196	\$166.00
Big Oak SEO	Henrico Co.	E	Search engine optimization; Internet marketing solutions	0	\$0.14
Capital One Financial Corp.	Henrico Co.	E	Call center; collections and loan work-out efforts	250	\$1.00
Central Virginia Health Network	Henrico Co.	E	Inbound call center	105	\$0.20
Cheong Ming Limited*	Henrico Co.	N	Designs and manufactures packaging	3	\$0.50
Dominion Fiber Technologies	Henrico Co.	E	Converts nylon and polyester fibers	15	\$2.00
Genesis Logistics	Henrico Co.	E	Logistics operations	15	\$1.28
GPM Investments, LLC	Henrico Co.	E	HQ; operator of convenience stores on the East Coast	15	\$2.90
Kraft Foods Inc.	Henrico Co.	E	Manufactures cookies and crackers	100	\$15.30
MOS Group, Inc.	Henrico Co.	N	Mortgage outreach services	78	\$2.06
Phoenix Metals Co.	Henrico Co.	E	Custom metal work	20	\$3.00
Premier Woodworking	Henrico Co.	E	Manufactures wood store fixtures	30	\$0.30
Standex Engraving	Henrico Co.	E	Division HQ; industrial roll and plate engraving	0	\$4.50
The Whitlock Group	Henrico Co.	E	Systems integration focused on broadcast and presentation solutions	12	\$0.48
T-Mobile USA*	Henrico Co.	N	Call center; wireless telecommunications	250	\$13.00
Verizon Communications Inc.	Henrico Co.	E	Customer service call center; telecommunications services	60	\$0.00
<b>Henrico Co. Total</b>			<b>18 announcements</b>	<b>1,537</b>	<b>\$215.56</b>
American of Martinsville	Henry Co.	E	Wood furniture	94	\$1.40

Company Name	Location	Type	Business	New Jobs	Investment (millions)	
Monogram Food Solutions, LLC	Henry Co.	E	Manufactures processed beef products	120	\$3.00	
Stanley Furniture Co., Inc.	Henry Co.	E	Wood furniture	99	\$0.00	
StarTek, Inc.	Henry Co.	E	Call center, customer services	75	\$0.00	
<b>Henry Co. Total</b>				<b>4 announcements</b>	<b>388</b>	<b>\$4.40</b>
AVID Medical Inc.	James City Co.	E	Custom procedure trays for the healthcare industry	300	\$0.00	
Circle M Contracting	James City Co.	E	Metal fabrication	12	\$0.00	
Owens-Illinois, Inc.	James City Co.	E	Manufactures glass bottles	0	\$20.00	
<b>James City Co. Total</b>				<b>3 announcements</b>	<b>312</b>	<b>\$20.00</b>
Egypt Farms, Inc.	King & Queen Co.	N	Custom soil mixes and hardwood mulch	5	\$1.00	
Helena Chemical Company	King & Queen Co.	E	Distributor of crop protection and crop production inputs	5	\$0.37	
<b>King &amp; Queen Co. Total</b>				<b>2 announcements</b>	<b>10</b>	<b>\$1.37</b>
Harris Teeter, Inc.	King George Co.	N	Distribution center, food products	335	\$101.00	
Mid-Atlantic Precast Company, LLC	King George Co.	N	Manufactures structural precast concrete products	35	\$12.50	
<b>King George Co. Total</b>				<b>2 announcements</b>	<b>370</b>	<b>\$113.50</b>
KCG Call Centers, LLC	Lee Co.	E	Customer service call center	200	\$0.31	
<b>Lee Co. Total</b>				<b>1 announcement</b>	<b>200</b>	<b>\$0.31</b>
Digital Realty Trust, Inc.	Loudoun Co.	E	Manages technology and data center-related real estate	50	\$350.00	
Equinix, Inc.	Loudoun Co.	E	Data center and Internet exchange services	0	\$100.00	
Quartus Engineering	Loudoun Co.	N	Engineering/design for aerospace industry	5	\$0.10	
Raytheon Company	Loudoun Co.	E	Technical services and intelligence and information systems	102	\$37.50	
Zollner Elektronik AG*	Loudoun Co.	N	Electronic parts and components manufacturing	5	\$0.50	
<b>Loudoun Co. Total</b>				<b>5 announcements</b>	<b>162</b>	<b>\$488.10</b>
Woodfuels Virginia LLC	Louisa Co.	N	Manufactures wood fuel pellets and wood chips	35	\$25.00	
<b>Louisa Co. Total</b>				<b>1 announcement</b>	<b>35</b>	<b>\$25.00</b>
Babcock & Wilcox Company	Lynchburg	E	Engineering and design of the mPower nuclear reactor	100	\$2.00	
Genworth Financial, Inc.	Lynchburg	E	Life and long-term-care insurance	43	\$0.00	
Griffin Pipe	Lynchburg	E	Manufactures pipe	0	\$35.00	
<b>Lynchburg Total</b>				<b>3 announcements</b>	<b>143</b>	<b>\$37.00</b>
Solid Stone Fabrics	Martinsville	E	Manufactures and distributes fabrics	24	\$0.25	
<b>Martinsville Total</b>				<b>1 announcement</b>	<b>24</b>	<b>\$0.25</b>
Cobham Sensor Systems*	Montgomery Co.	E	Manufactures integrated assemblies and subsystems for military aircraft, ground vehicles	0	\$7.00	
Harmonia, Inc.	Montgomery Co.	E	Software development	82	\$0.40	
Intrexon Corporation	Montgomery Co.	E	Biotechnology	50	\$0.00	
TORC Technologies LLC	Montgomery Co.	E	Teleoperated control and navigation solutions for unmanned vehicles	19	\$0.20	
<b>Montgomery Co. Total</b>				<b>4 announcements</b>	<b>151</b>	<b>\$7.60</b>
Northrop Grumman Newport News	Newport News	E	Shipbuilding and repair; manufactures/launches Virginia class submarine	1,000	\$230.00	
<b>Newport News Total</b>				<b>1 announcement</b>	<b>1,000</b>	<b>\$230.00</b>
Colonna's Shipyard Inc.	Norfolk	E	Ship repair	68	\$14.00	
MASA Group Inc.*	Norfolk	N	Modeling and simulation	20	\$0.75	
<b>Norfolk Total</b>				<b>2 announcements</b>	<b>88</b>	<b>\$14.75</b>
Betis Group, Inc.	Northampton Co.	N	Provides comprehensive IT products, solutions, and services	40	\$0.00	
<b>Northampton Co. Total</b>				<b>1 announcement</b>	<b>40</b>	<b>\$0.00</b>
Aerial Machine and Tool Corp.	Patrick Co.	E	Sews and assembles harnesses and parachutes	20	\$1.00	
The Results Companies	Patrick Co.	E	Customer service center	135	\$0.10	
Virginia Transformer Corp.	Patrick Co.	E	Power transformers	40	\$0.00	
<b>Patrick Co. Total</b>				<b>3 announcements</b>	<b>195</b>	<b>\$1.10</b>
BleachTech LLC	Petersburg	N	Manufactures bleach	16	\$5.00	
<b>Petersburg Total</b>				<b>1 announcement</b>	<b>16</b>	<b>\$5.00</b>
Luck Stone Corporation	Prince Edward Co.	E	Mines and distributes crushed and broken stone	25	\$20.00	
<b>Prince Edward Co. Total</b>				<b>1 announcement</b>	<b>25</b>	<b>\$20.00</b>
Aviation Institute of Maintenance	Prince William Co.	E	Regional aviation training	45	\$6.00	
Canusa Hershman Recycling Company	Prince William Co.	E	Recycles, distributes, processes secondary fiber, plastics, and other materials	40	\$20.00	
Casework Genetics	Prince William Co.	N	HQ; forensics lab	25	\$1.00	
d3 Services, Ltd.	Prince William Co.	E	Cyber security services and solutions	10	\$0.36	
Dizzy Pigs BBQ	Prince William Co.	E	Spice grinding and blending	0	\$4.50	
Goodman Manufacturing Company, L.P.	Prince William Co.	N	Manufactures residential AC and heating products	3	\$1.25	
Group W	Prince William Co.	E	Analysis, modeling, simulation, and enabling software	15	\$0.80	
IMSolutions, LLC	Prince William Co.	E	Program management, cost analysis, automation support	25	\$2.80	
Jacobs Technology	Prince William Co.	E	Engineering services	20	\$0.35	
MGA Research Corporation	Prince William Co.	N	Engineering and testing services	2	\$1.10	
Society of Former Special Agents of the FBI	Prince William Co.	N	HQ; professional association	1	\$1.00	
Soudal Inc.*	Prince William Co.	N	Manufactures sealants, foams, and adhesives	4	\$2.20	
United Mine Workers	Prince William Co.	E	HQ; professional association	0	\$5.70	
UTRON, Inc.	Prince William Co.	E	R&D of propellant guns, powder metal compact presses, fine metal powders	4	\$3.45	
<b>Prince William Co. Total</b>				<b>14 announcements</b>	<b>194</b>	<b>\$50.51</b>
FedEx Corporation	Pulaski Co.	E	Distribution center, parcel shipping	60	\$4.00	
Mar-Bal, Inc.	Pulaski Co.	E	Custom molded parts and molding compounds	0	\$0.50	
Planet Care, Inc.	Pulaski Co.	N	Manufactures alternative sewage treatment tanks	10	\$0.50	
<b>Pulaski Co. Total</b>				<b>3 announcements</b>	<b>70</b>	<b>\$5.00</b>
Aspen Products, Inc.	Richmond	E	Paper goods manufacturing: plates, cups, lunch bags, etc.	61	\$0.00	

Company Name	Location	Type	Business	New Jobs	Investment (millions)
Health Diagnostic Laboratory	Richmond	N	Clinical laboratory for diagnostics and treatment of chronic illnesses	44	\$2.40
Perfograph, S.L.*	Richmond	N	Machine knives and cutting tools	4	\$0.60
<b>Richmond Total</b>			<b>3 announcements</b>	<b>109</b>	<b>\$3.00</b>
Advance Auto Parts	Roanoke City	E	HQ; automotive parts retailer	0	\$4.50
Advance Auto Parts	Roanoke City	E	HQ; automotive parts retailer	0	\$4.00
Foot Levelers, Inc.	Roanoke City	E	Custom-made orthotics and other similar products	129	\$0.50
Norfolk Southern Corp.	Roanoke City	E	Locomotive maintenance facility	68	\$3.70
Steel Dynamics Roanoke Bar Division	Roanoke City	E	Steel	0	\$38.00
<b>Roanoke City Total</b>			<b>5 announcements</b>	<b>197</b>	<b>\$50.70</b>
Coca-Cola Bottling Co. Consolidated	Roanoke Co.	N	Warehouse and logistics center	10	\$9.00
<b>Roanoke Co. Total</b>			<b>1 announcement</b>	<b>10</b>	<b>\$9.00</b>
Mohawk Industries Inc.	Rockbridge Co.	E	Manufactures modular and broadwoven carpet	100	\$5.00
<b>Rockbridge Co. Total</b>			<b>1 announcement</b>	<b>100</b>	<b>\$5.00</b>
CGI*	Russell Co.	E	Software development and systems integration	100	\$0.50
<b>Russell Co. Total</b>			<b>1 announcement</b>	<b>100</b>	<b>\$0.50</b>
First Fruits Beverage Company LLC	Smyth Co.	E	Manufactures beverages	35	\$0.00
Jensen Activewear Inc.	Smyth Co.	E	Berets for the U.S. Army and Air Force	10	\$0.00
<b>Smyth Co. Total</b>			<b>2 announcements</b>	<b>45</b>	<b>\$0.00</b>
GreenwoodRRST, LLC	Southampton Co.	N	Liquid asphalt distribution	10	\$2.20
Southampton Terminal, LLC	Southampton Co.	E	Warehouse/distribution/sorting of imported goods	35	\$3.20
<b>Southampton Co. Total</b>			<b>2 announcements</b>	<b>45</b>	<b>\$5.40</b>
A-T Solutions Inc.	Spotsylvania Co.	E	Provides anti-terrorism technology/training to government and contractors	59	\$0.37
A-T Solutions Inc.	Spotsylvania Co.	E	Provides anti-terrorism technology/training to government and contractors	150	\$3.00
Blue & Gray Brewing Company, Inc.	Spotsylvania Co.	E	Brewery	8	\$0.10
Printpack, Inc.	Spotsylvania Co.	E	Manufactures plastic wrap and labels	30	\$8.00
Shockey Precast Group	Spotsylvania Co.	E	Manufactures, distributes, and installs concrete architectural panels	0	\$1.00
Tru Tech Doors	Spotsylvania Co.	N	Manufactures residential and commercial steel doors	80	\$1.60
<b>Spotsylvania Co. Total</b>			<b>6 announcements</b>	<b>327</b>	<b>\$14.07</b>
GEICO Corporation	Stafford Co.	E	Call center; automobile insurance	70	\$0.00
SRA International Inc.	Stafford Co.	E	IT consulting, defense contractor	20	\$0.00
<b>Stafford Co. Total</b>			<b>2 announcements</b>	<b>90</b>	<b>\$0.00</b>
Cobham Composite Products*	Suffolk	N	Manufactures composite products for aerospace and defense industries	198	\$13.20
Massimo Zanetti Beverage USA*	Suffolk	E	Coffee flavoring	4	\$1.50
Northrop Grumman Corporation	Suffolk	E	Modeling and simulation; communications laboratory	25	\$0.00
Shandong Zhangqiu Blower Co., Ltd.*	Suffolk	N	U.S. HQ; distribution of positive displacement blowers	3	\$0.10
<b>Suffolk Total</b>			<b>4 announcements</b>	<b>230</b>	<b>\$14.80</b>
In Touch Sales	Tazewell Co.	N	Customer service center	40	\$0.03
<b>Tazewell Co. Total</b>			<b>1 announcement</b>	<b>40</b>	<b>\$0.03</b>
ADS, Inc.	Virginia Beach	E	Corporate HQ; distribution center, military tactical equipment	97	\$18.10
ADS, Inc.	Virginia Beach	E	Corporate HQ; distribution center, military tactical equipment	10	\$0.00
AGF Machining Solutions Inc.*	Virginia Beach	N	U.S. HQ; machine tool manufacturing	10	\$0.50
Allied Technology Group, Inc.	Virginia Beach	E	Provides engineering and information management solutions	18	\$0.05
ARAI Americas, Inc.*	Virginia Beach	E	Sealing solutions, elastomer products, and subassemblies	150	\$1.75
Architectural Graphics Inc.	Virginia Beach	E	Architectural quality interior and exterior sign systems	15	\$0.50
AvalonBay Communities, Inc.	Virginia Beach	E	National customer care center, real estate investment trust	12	\$0.10
Avis Budget Group, Inc.	Virginia Beach	E	National processing center	70	\$0.60
Busch Manufacturing Company*	Virginia Beach	E	Manufactures vacuum pumps, blowers, and compressors	50	\$10.00
Carraro Group*	Virginia Beach	E	N.A. HQ; Manufactures gears and axles for earth-moving equipment	35	\$8.05
CSC	Virginia Beach	E	Information technology consulting	10	\$0.10
Cyberdome Technology	Virginia Beach	N	Flight simulators	15	\$1.50
DOMA Technologies LLC	Virginia Beach	E	Document management applications and services	30	\$0.28
Hermes Abrasives, Ltd.*	Virginia Beach	E	Manufactures industrial coating abrasives	19	\$0.55
Hermes Abrasives, Ltd.*	Virginia Beach	E	Manufactures industrial coating abrasives	30	\$5.00
Impressions in Print	Virginia Beach	E	Creates, warehouses, and distributes branded products	0	\$1.22
LifeNet	Virginia Beach	E	HQ; tissue and organ bank	6	\$0.50
MCO Technology	Virginia Beach	E	Advanced technical surveillance and security solutions	14	\$0.80
reRequire, LLC	Virginia Beach	E	Web-based lien release tracking and reporting service	36	\$0.00
Restaurant Depot Inc.*	Virginia Beach	N	Distribution center, restaurant equipment and food	38	\$9.00
Serco Inc.*	Virginia Beach	E	Engineering services and government-related technology solutions	118	\$0.00
Special Tactical Services, LLC	Virginia Beach	E	Provides technology innovations in security shield emplacements for entry control points	20	\$0.60
STIHL Inc.*	Virginia Beach	E	U.S. HQ; hand-held power tools	0	\$55.00
Transformational Defense Industries, Inc.*	Virginia Beach	E	HQ; weapons operating systems	35	\$4.00
Turner Construction Company	Virginia Beach	N	Regional office, administration, operations, and services divisions; general builder	10	\$0.15
Valkyrie Enterprises, LLC	Virginia Beach	E	System engineering and acquisition support, readiness, modernization	37	\$0.00
Virginia Natural Gas	Virginia Beach	E	Regional headquarters; natural gas service provider	0	\$6.50
Willard Marine, Inc.	Virginia Beach	N	Small custom boats for government, military, and commercial uses	20	\$0.80
<b>Virginia Beach Total</b>			<b>28 announcements</b>	<b>905</b>	<b>\$125.65</b>
Columbus McKinnon Corporation	Washington Co.	E	Manufactures hoists	70	\$5.00
Universal Fiber Systems LLC	Washington Co.	E	Manufactures fibers and yarn	84	\$13.00

Company Name	Location	Type	Business	New Jobs	Investment (millions)
O'Gara Group Inc.	Westmoreland Co.	N	Tactical training center to teach combat, marksmanship, and driving	20	\$15.00
<b>Westmoreland Co. Total</b>			<b>1 announcement</b>	<b>20</b>	<b>\$15.00</b>
Ashworth Bros., Inc.	Winchester	E	Manufactures conveyor belts	0	\$1.00
National Fruit Product Co.	Winchester	E	Apple sauce processing	0	\$1.00
O'Sullivan Films Inc.	Winchester	E	Vinyl, polymer, alloy sheets and films	0	\$0.75
Rubbermaid Commercial Products Inc.	Winchester	E	Commercial plastic products	0	\$6.90
<b>Winchester Total</b>			<b>2 announcements</b>	<b>0</b>	<b>\$9.65</b>
Western Refining, Inc.	York Co.	E	Oil refinery	22	\$175.00
<b>York Co. Total</b>			<b>1 announcement</b>	<b>22</b>	<b>\$175.00</b>
<i>Not publicly announced</i>			<i>Confidential</i>	1,707	\$602.21
<b>Grand Total</b>			<b>305 announcements</b>	<b>17,905</b>	<b>\$3,300.89</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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