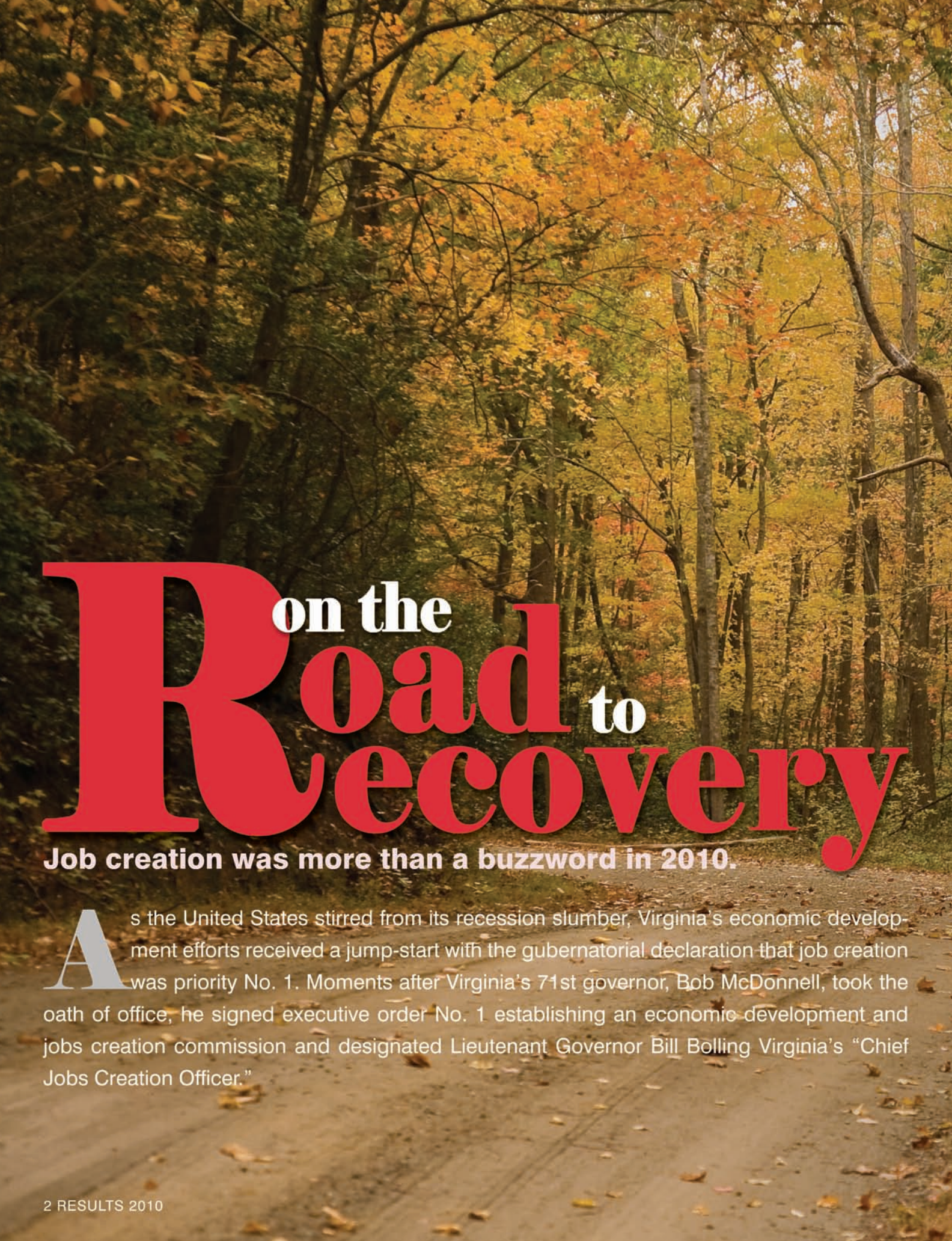
Virginia Economic Development Partnership

Results 2010



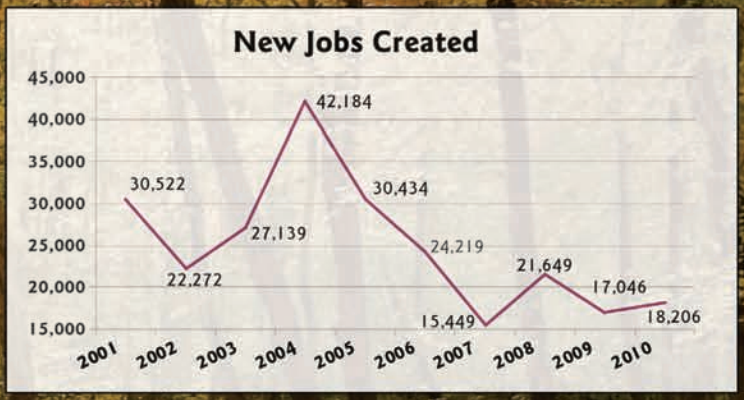
On the Road to Recovery

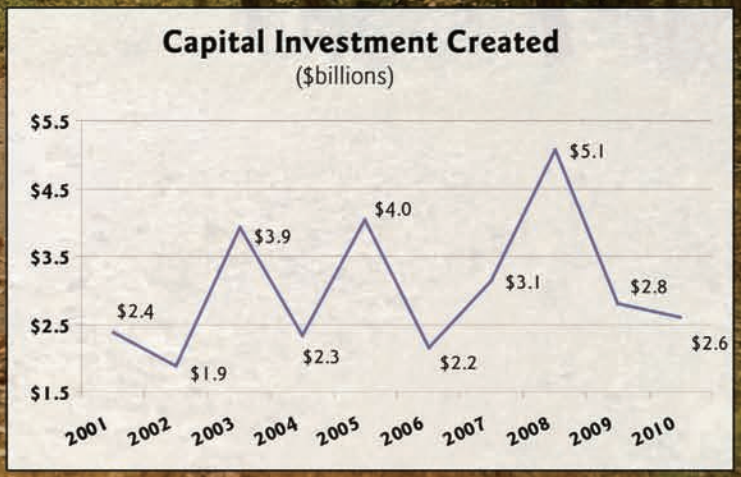
Job creation was more than a buzzword in 2010.

As the United States stirred from its recession slumber, Virginia's economic development efforts received a jump-start with the gubernatorial declaration that job creation was priority No. 1. Moments after Virginia's 71st governor, Bob McDonnell, took the oath of office, he signed executive order No. 1 establishing an economic development and jobs creation commission and designated Lieutenant Governor Bill Bolling Virginia's "Chief Jobs Creation Officer."

"We anticipated that 2010 would signal a modest turnaround in the economy."

Rob McClintock, VEDP Director of Research





THE MISSION: spur economic development and job creation.

The spurring aided in the attraction of $2.6 billion in capital investment and more than 18,000 new jobs in 2010. While capital investment was down slightly from 2009, which saw $2.8 billion, job creation was up.

"We anticipated that 2010 would signal a modest turnaround in the economy," said Rob McClintock, the Virginia Economic Development Partnership's Director of Research. "As our project pipeline steadily improved, we were fortunate to translate this activity into decisions for Virginia. While company investors remained cautious, particularly with respect to new hiring, we were especially pleased to record a slight uptick in planned employment."

Positioning Virginia

The Virginia Economic Development Partnership (VEDP) entered 2010 with a new level of support and a consistent, proactive strategy. VEDP aggressively recruited businesses from across the industry spectrum, while maintaining a focus on the advanced manufacturing, energy and information technology sectors—all markets in which Virginia has strong and sustainable competitive advantages.

The Commonwealth's rural communities continued to experience unemployment rates that exceeded the state average in 2010, further driving the charge to work with regional and local leaders and their economic development teams to identify appropriate target markets, both domestic and international.

"After peaking at 7.3 percent in March 2010, Virginia's unemployment rate dropped to 6.7 percent by December as economic conditions continually improved," McClintock said. "Virginia remains 2.7 percent lower than the United States unemployment rate."

VEDP sought new ways to leverage the Commonwealth's assets in response to a changing economic landscape nationwide. A Federal Strategy was launched to further capitalize on the growing economic sector that has been a key to Virginia's success. The Federal Strategy, which is being led by Keith Boswell, seeks to uncover high value, strategic projects within the federal government. While the overall goal is to identify projects that add jobs, investment, and footprint in Virginia, the initiative will target specific departments and agencies within the federal government and their contracting community that align with VEDP's target areas of energy, advanced manufacturing and information technology. In the wake of recent announcements by the federal government about its budget, VEDP seeks to proactively promote Virginia to those federal functions that will grow and for which the Commonwealth is strategically positioned. Ensuring that our federal partners (public and private) know the assets of the Commonwealth is critical to this initiative's success.

In the last two years, as the economy stalled, Virginia's communities didn't. They took aggressive steps to invest in real estate and infrastructure to be positioned for the future. To leverage these investments, VEDP is developing a multi-year Strategic Properties Initiative, led by Mike Lehmkuhler, to ensure that these significant investments in infrastructure across the Commonwealth will be visible in the appropriate markets. Through the initiative, VEDP will assist localities and regions in identifying unique properties and will work with communities and regions to analyze alignment of other regional assets (particularly workforce) with the target sector, and create a tailored marketing strategy for the properties to specific target sectors and/or companies.

"Virginia will stand apart from other states in the U.S. with the development of the unique properties in our footprint."

Liz Povar, VEDP Director of Business Development

In addition, VEDP spearheaded a significant market analysis and research effort into Virginia's viability in the life sciences and offshore wind energy sectors.

"While the Business Development Division remains focused on Virginia's strategic sectors—advanced manufacturing, energy and information technology—we were able to realign personnel to ensure that more federal opportunities were captured, and that the new and significant real estate investments were made highly visible in priority markets," said Liz Povar, VEDP's Director of Business Development. "Virginia will stand apart from other states in the U.S. with the development of the unique properties in our footprint. As the economy rebounds, clients need to know that they can reduce start-up risk and increase speed-to-market by choosing Virginia and its prepared localities."

Off and Running

The first official announcement of 2010 took place in Charlotte County, where Morgan Lumber Company, a homegrown, family-owned business, will invest $4.2 million to install new technology, enabling the company to increase production by 100 percent, increase energy efficiency by 30 percent, and create 25 new jobs.

Expansions of existing Virginia companies remained strong, accounting for 77 percent of the total announcements in 2010. Of the more than 18,000 total jobs announced in 2010, about 13,400 were created by existing Virginia companies. About 58 percent of the investment in Virginia came from expansion projects.

The largest job-creation announcement for 2010 was an expansion announced in October by Capital One. The largest bank headquartered in the Commonwealth will expand its workforce by more than 1,000 new positions; 700 of those positions will be located in Henrico County. ICF International, a professional services firm, ranked second-place for job creation with its announcement in November to renew and expand its corporate headquarters in Fairfax County. ICF's commitment will result in a $20 million investment and the creation of nearly 500 new jobs.

"As a professional services firm, ICF International maintains its global headquarters in Virginia, as the Commonwealth offers the best combination of a robust economy, a pro-business climate, a high-quality workforce, an efficient transportation infrastructure and an outstanding quality of life for ICF employees," said Sudhakar Kesavan, Chairman and CEO of ICF International. "Virginia has long been known for its ability to attract and retain businesses. ICF is both pleased and proud to call the Commonwealth its home."

Competition for job creation was fierce. To sharpen Virginia's competitive edge, Governor McDonnell's Administration teamed with VEDP to gain bipartisan support for policies designed to add flexibility to the Governor's Opportunity Fund, expand the Enterprise Zone and Major Business Facility Jobs Tax Credit programs, establish the Major Employment and Investment Project Site Planning Grant Fund, and establish a broader tax exemption for computer equipment.

"Virginia has long been known for its ability to attract and retain businesses."

Sudhakar Kesavan,

Chairman and CEO of ICF International

Governor McDonnell made his first economic development announcement in Charlotte County. Morgan Lumber's $4.2 million expansion will create 25 new jobs.

The largest job-creation announcement in 2010 was Capital One's expansion in Henrico County. The project will create more than 1,000 new jobs.

"The support we received from the Commonwealth of Virginia has also played a pivotal role in our selection of Virginia."

Philip Rundle, CEO of Mercury Paper

"Policy changes have a major impact on Virginia's economic development efforts. The McDonnell Administration has sent a strong message that the Commonwealth continues to provide a balanced, sustained, and consistent environment," Povar said. "In today's global economy, Virginia's fiscal stability and flexibility in incentive tools is a differentiator that attracts corporate decision-makers who seek to reduce risk when considering expansions."

Take one of Virginia's sales and use tax exemptions, for example. Virginia offers an exemption that includes servers, routers, chillers, generators and enabling software—critical equipment used in data centers. Four of the top 10 investment deals of 2010 were data center projects. No. 1 on the list was Microsoft Corp.'s data center project in Mecklenburg County, which was not only the largest investment of 2010 at $499 million, but the largest investment in the history of Southern Virginia.

Competition for the Microsoft project was great, but collaboration between VEDP, Mecklenburg County, Dominion Virginia Power, Mid-Atlantic Broadband Cooperative and the Virginia Tobacco Indemnification and Community Revitalization Commission to bring the company's most advanced data center to Southern Virginia proved greater.

"The company's infrastructure needs were huge," said Povar. "This project showcases the benefits of the Tobacco Commission's efforts to put in backbone fiber in Southern and Southwest Virginia and the success that can be achieved when a site is publicly owned and prepared for a specific industry."

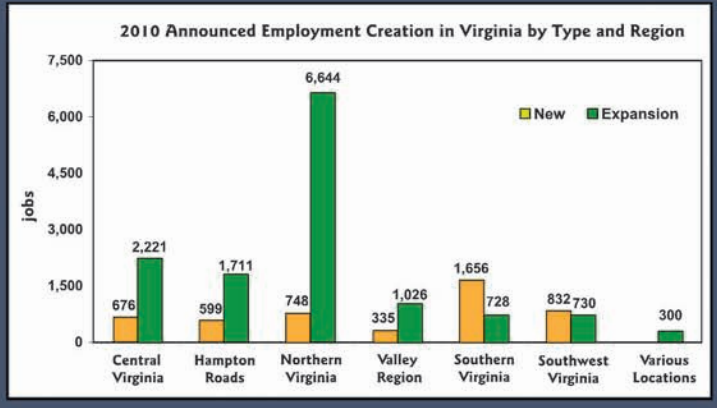
Governor McDonnell joined Northrop Grumman CEO Wes Bush to announce Virginia as the company's headquarters location.

Another headliner project in 2010 was Northrop Grumman's decision to relocate its headquarters from Los Angeles to Fairfax County. The intense, four-month competition between the District, Maryland and Virginia culminated in April with an announcement that the global security giant would move its corporate office to Virginia. A later announcement proclaimed Fairfax County the Virginia location of choice. Proximity to Northrop Grumman's clients and the availability of facilities that met the company's needs were among the factors that tipped the scale for Virginia. Northrop Grumman's decision solidified Virginia's posture in the defense and information technology industries, continued the Commonwealth's 2009 trend as the headquarters location of choice, and further strengthened the relationship that the state and company have enjoyed for decades.

Virginia's geographic advantages often swing the pendulum in the Commonwealth's favor. Proximity to customers and the U.S. capi-

2010 Virginia Employment and Capital Investment Summary

	Employment *(No. of Jobs)*	Capital Investment *(millions)*	Number of Announcement
Manufacturing			
New Announcements	2,161	$141.64	27
Expansion Announcements	2,590	$586.35	72
Totals	4,751	$727.99	99
Nonmanufacturing			
New Announcements	2,685	$956.36	41
Expansion Announcements	10,770	$910.44	161
Totals	13,455	$1,866.79	202
Virginia Totals	**18,206**	**$2,594.78**	**301**
New			
Manufacturing Announcements	2,161	$141.64	27
Nonmanufacturing Announcements	2,685	$956.36	41
Totals	4,846	$1,098.00	68
Expansion			
Manufacturing Announcements	2,590	$586.35	72
Nonmanufacturing Announcements	10,770	$910.44	161
Totals	13,360	$1,496.78	233
Virginia Totals	**18,206**	**$2,594.78**	**301**



"Phoenix Packaging chose the Commonwealth of Virginia to be the home of its U.S. operations after analyzing more than 40 possible locations."

Alberto Peisach, President and CEO, Phoenix Packaging Operations

tal are often high priorities for companies, as well as global access that Virginia provides through gateways like Washington Dulles International Airport and the Port of Virginia.

The Port of Virginia played a major role in Mercury Paper's March announcement that the company plans to expand its operations and locate its North American headquarters in Shenandoah County. The $21.2 million investment represents the second largest Chinese investment in Virginia.

Philip Rundle, CEO of Mercury Paper, said, "We selected Shenandoah County, Virginia, because it offers a strategic location to serve our customers and our growing market. The area has a competitively low operating cost advantage and boasts a pro-business environment. Our current experience with the community's leadership and the work ethic among the regional workforce has been very positive. These factors weighed favorably in our decision to locate our U.S. headquarters and expand our operations in Shenandoah County. The support we received from the Commonwealth of Virginia has also played a pivotal role in our selection of Virginia."

Latin-American company Phoenix Packaging announced in May its intentions to invest more than $20 million to establish its North American headquarters and first U.S. manufacturing operation in Pulaski, creating 240 new jobs.

"Phoenix Packaging chose the Commonwealth of Virginia to be the home of its U.S. operations after analyzing more than 40 possible locations in six states from the standpoint of geographical location, availability of qualified workforce, energy costs and state and local incentives, among others," said Alberto Peisach, President and CEO, Phoenix Packaging Operations. "We found that state and local authorities in Virginia were seriously committed to helping new companies set up their manufacturing facilities and bring in high-paying jobs. The state government's proactive attitude in finding ways to meet our needs, and their flexibility in creating a program to help us find and train the right workforce, was far more forward-thinking than any competing states. With three major higher education institutions in the area, and the government officials' unwavering interest in creating jobs, Pulaski County was hard to beat."

Top Five Projects by Investment Creation

Company Name	Location	Type	Business	New Jobs	Investment (millions)
Microsoft Corp.	Mecklenburg Co.	New	Data center	50	$499.00
Terremark Worldwide, Inc.	Culpeper Co.	Expansion	Managed IT infrastructure solutions; data center campus	100	$250.00
Quality Technology Services (QTS)	Henrico Co.	New	Data center facilities and managed services provider	16	$100.00
Polymer Group, Inc.	Waynesboro	Expansion	Nonwoven fabrics	41	$65.00
Capgemini U.S. LLC*	Prince William Co.	New	Data center	6	$60.00
Defense Intelligence Agency*	Fairfax Co.	Expansion	Intelligence gathering	0	$60.00

** tied for fifth place*

Top Five Projects by New Job Creation

Company Name	Location	Type	Business	New Jobs	Investment (millions)
Capital One Financial Corp.	Henrico Co.	Expansion	Call center and operations center; financial services	700	$21.60
ICF International	Fairfax Co.	Expansion	Corporate HQ; Professional services	493	$20.00
Capital One Financial Corp.	Fairfax Co.	Expansion	Corporate HQ; Financial services	400	$5.00
KPMG LLC	Fairfax Co.	Expansion	Audit, tax and advisory services	375	$12.00
United States Green Energy	Danville	New	Building integrated photovoltaics products manufacturer	372	$30.00

Expanding Virginia's Reach

Announcements made by internationally owned companies were responsible for the creation of 1,424 jobs and $232.9 million capital investment in 2010. The Commonwealth saw an increase in capital investment made by internationally owned firms in Virginia of 23 percent over 2009.

The announcements originated from 19 different countries in 2010. Leading the way in international investment in Virginia was France at $60 million. Combined with Germany's $40.9 million, these top two countries accounted for 44 percent of foreign investment for the year.

Top international investment announcements for the state included French company Capgemini and its $60 million data center investment in Prince William County, and The Hornschuch Group's $28.3 million investment to expand its O'Sullivan Films operation in Winchester, creating 174 new jobs.

In terms of employment generated by internationally based companies in 2010, Germany was the top performer with 320 jobs announced. Closely followed by Columbia with 240 jobs created, these top two countries represented 39 percent of employment generated by internationally owned companies in 2010.

Virginia recognizes that to be successful, it must market itself across the globe. Internationally owned companies are rich targets for economic growth across Virginia, investing disproportionally more in advanced manufacturing, energy and global logistics than domestically owned companies.

During the 2010 General Assembly session, the legislature approved $1.5 million over two years to increase Virginia's marketing presence overseas. As part of this increased international marketing effort, Virginia will establish representation in China, India and the UK to market Virginia for the purposes of attracting foreign investment in Virginia.

"With the allocation of funds necessary to deliver the Virginia business message to prospective clients in new international markets, Virginia will continue to see growth from international clients," said Paul Grossman, VEDP Director of International Trade and Investments.

China and India present significant international investment opportunities for Virginia. While the Commonwealth has performed favorably with respect to European foreign direct investment (FDI), Virginia has not performed as well in Asian FDI—14 percent of the Commonwealth's foreign investment as compared to 20 percent nationally. Virginia has not devoted resources in recent years to market to the growing markets of China and India, putting Virginia behind other states in competing for FDI opportunities in these regions. This increased emphasis will make it possible for Virginia to be aggressive in marketing to these emerging markets.

International Snapshot 2010

- International Trade led six group market visits to Canada, the United Kingdom, Turkey, Brazil, Chile and Saudi Arabia. A total of 25 Virginia companies participated.
- The Virginia Leaders in Export Trade program graduated 13 companies in 2010 and welcomed four new program partners: Access, Compleo Apps, M&T Bank and UPS.
- International Trade completed 101 internal research projects to help Virginia companies choose and enter a market, identify a local partner, and manage shipping, legal and payment issues.
- International Trade completed 191 market research projects for Virginia companies through the Global Network, a group of 44 in-country consultants contracted by VEDP to conduct market research.
- Eighteen Virginia companies used International Trade services to coordinate an independent market visit. The service works with Virginia companies and in-country consultants to identify partners and arrange face-to-face meetings with potential customers. Companies traveled to Australia, Brazil, Chile, Denmark, India, Japan, Mexico, Singapore, South Africa, Spain, Turkey, the United Arab Emirates and Vietnam.
- More than 250 business leaders attended the 62nd Virginia Conference on World Trade, the theme of which was, "17 Ways to Increase Your International Sales."

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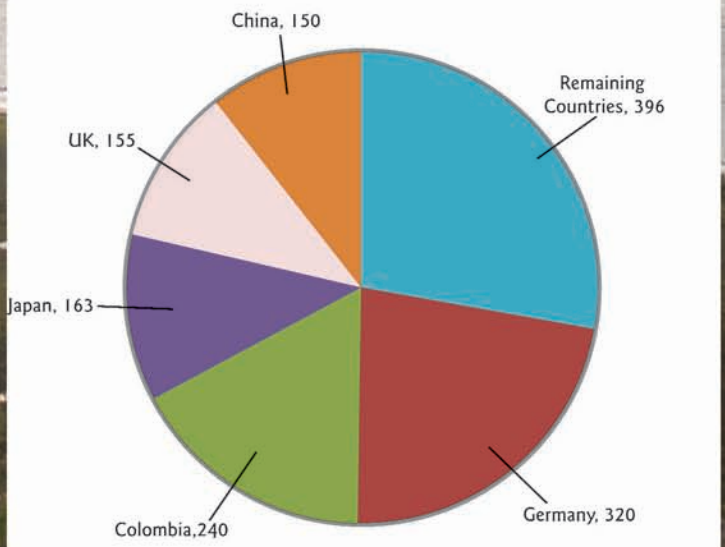
The time is right given that the markets of China and India already represent the second and 12th largest national economies respectively, and are expected to grow significantly in 2010.

Worldwide Chinese investment from 2001 to 2007 totaled $109 billion, of which $6 billion was in the United States. China is poised to be a significant source of potential investment into Virginia. Chinese companies are actively looking to invest in job-creating projects outside of China. Most of the increases in China's outbound international investment has taken place since 2000 when China officially initiated a "go-out" strategy to promote outbound international investment, relaxed controls on outward capital flows and simplified administrative requirements.

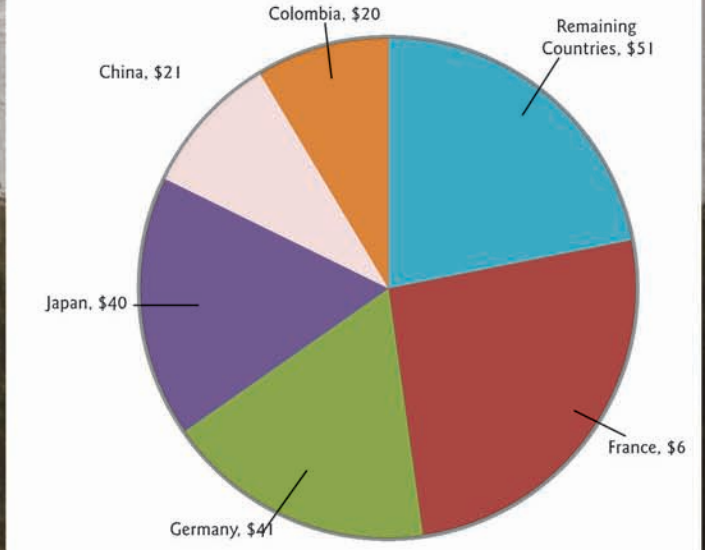
Economic reforms have made India the world's second-fastest-growing major economy, with a growth rate of 6.1 percent in 2009. Over the past decade, India has developed a sophisticated presence within a number of key industries that align well with Virginia's, including advanced manufacturing and information technology. As Indian companies grow, they look toward international markets and collectively choose the U.S. as the most popular destination for their international investments.

More than 250 business leaders from across the Commonwealth attended the Virginia Conference on World Trade.

2010 Announced Employment Creation in Virginia by Internationally Owned Companies



2010 Announced Capital Investment in Virginia by Internationally Owned Companies (millions)



"When a governor of a U.S. state takes the time to meet prospective investors in Europe, it sends the message that Virginia is willing to develop a working relationship with companies that will benefit the citizens of Virginia."

Rolf Gemmersdoerfer, Chairman of The Hornschuch Group

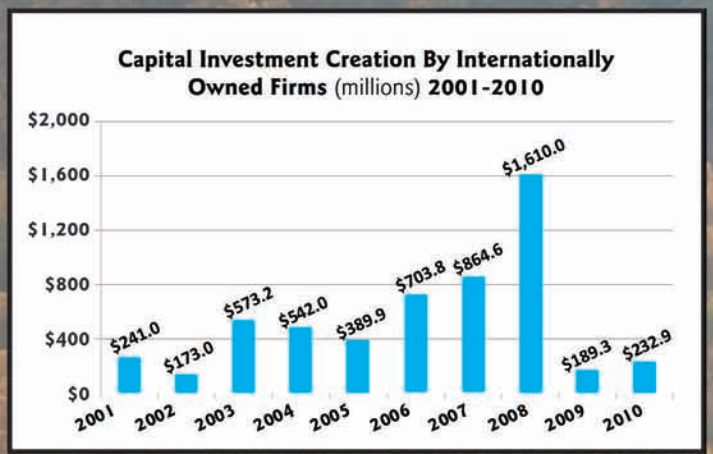
In July, Governor McDonnell led his first international marketing mission to the Netherlands, United Kingdom and Germany. The Governor's itinerary included confidential meetings with key European business executives and government leaders, as well as a visit to the Farnborough Air Show, one of the world's largest global aviation events. As a result of the mission, The Hornschuch Group announced its $28.3 million expansion in Winchester.

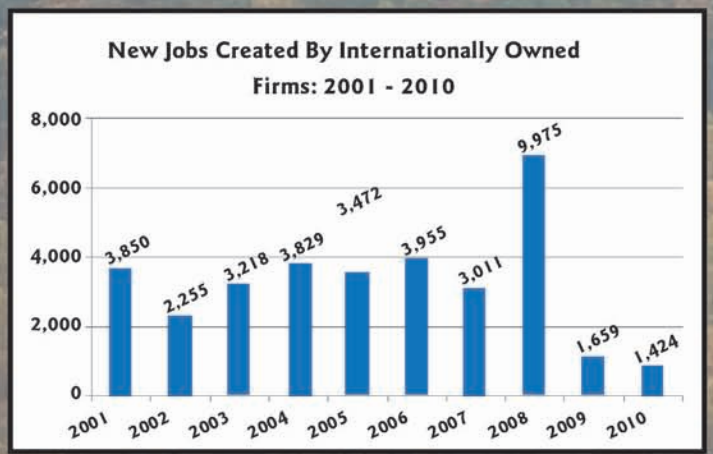
Rolf Gemmersdoerfer, Chairman of The Hornschuch Group, said, "We knew that Virginia was a great place in which to do business. Our acquisition of O'Sullivan Films is a testimonial to that effect. Governor McDonnell's visit to our facility in July was very helpful. When a governor of a U.S. state takes the time to meet prospective investors in Europe, it sends the message that Virginia is willing to develop a working relationship with companies that will benefit the citizens of Virginia. Our people worked relentlessly in the last four months to make this project a reality. We are excited that we are now bringing this expansion to fruition."

In addition to his overseas travel, Governor McDonnell dedicated personal time and the time of his Cabinet officials to two specific outreach activities. First, the Governor joined VEDP on a productive marketing trip to northern California. Meetings were held with executives from a number of financial, energy, advanced manufacturing and technology companies, as well as leading venture capital firms. Valuable information was shared regarding what Virginia needs to do to effectively compete in the emerging technology industry. Second, the Governor and his Cabinet made personal calls to more than 100 corporate executives, encouraging them to consider Virginia as they make location decisions.

The Hornschuch Group's $28.3 million expansion was a result of Governor McDonnell's first international marketing mission.

The Commonwealth also assists in the growth of Virginia companies by encouraging and supporting overseas expansion. In fact, recognizing the value of more in-depth training for Virginia companies to facilitate increased international sales led to the expansion of VEDP's Virginia Leaders in Export Trade (VALET) program. In 2010, the export





"A majority of our growth and success over the past two years is in part because of our participation in the VALET program and overall efforts of VEDP."

Chuck Wythe, Managing Director of VSD, LCC

program was expanded to assist 25 companies per year, up from 15 in prior years. Participating VALET companies are now also eligible to receive up to $15,000 in export expense reimbursements, up from $10,000.

"As our involvement in VALET increased, so too did our success," said Chuck Wythe, Managing Director of VSD, LLC, a participant in the program. "Nearing graduation from VALET, I am proud to say we have grown our workforce 130 percent and more than tripled our sales. A majority of our growth and success over the past two years is in part because of our participation in the VALET program and overall efforts of VEDP."

Coming Into Focus

The year 2010 was a year of transition as the economy began to recover and VEDP engaged with Governor McDonnell's economic team. Focus was a recurring theme. The new Administration brought a fresh perspective and unwavering enthusiasm to economic development, opening doors to new ideas and additional resources. An invigorated company calling program was instituted—both inside and beyond Virginia—helping to uncover and close economic development deals for Virginia. With the help of its many partners—from the Administration to local-level economic development agencies across the Commonwealth—VEDP worked to generate and implement a number of ideas to position the Commonwealth for a strong recovery.

CENTRAL VIRGINIA

In 2010, Central Virginia attracted 2,897 jobs and $588.7 million in investment. The region recorded 45 announcements for the year, 31 of which were expansions. Expansions of Central Virginia's existing firms accounted for 77 percent of the region's announced jobs and 75 percent of its investments.

New Jobs – 2,897
Investment (millions) – $588.7
Projects – 45

HAMPTON ROADS

For the year, Hampton Roads registered announcements for 2,310 jobs and investments of $125.4 million. Expansions were responsible for 38 of the region's 50 announcements in 2010. The region's expansions accounted for 74 percent of its announced employment and 91 percent of its capital investment.

New Jobs – 2,310
Investment (millions) – $125.4
Projects – 50

NORTHERN VIRGINIA

In 2010, Northern Virginia recorded announcements of 7,392 jobs and capital investments of $783.2 million. Of the region's 122 announcements, 107 were for expansions. Existing firms in Northern Virginia accounted for 90 percent of its announced jobs and 79 percent of its capital investments.

New Jobs – 7,392
Investment (millions) – $783.2
Projects – 122

SOUTHERN VIRGINIA

During 2010, Virginia's Southern region recorded plans to create 2,384 jobs and investments of $625.3 million. Of the region's 29 announcements, 14 were for new facilities. New facilities accounted for 69 percent of Southern Virginia's total capital investment and 92 percent of announced new jobs. 2010 was a banner year for Southern Virginia, marking its highest annual capital investment total.

New Jobs – 2,384
Investment (millions) – $625.3
Projects – 29

VALLEY REGION

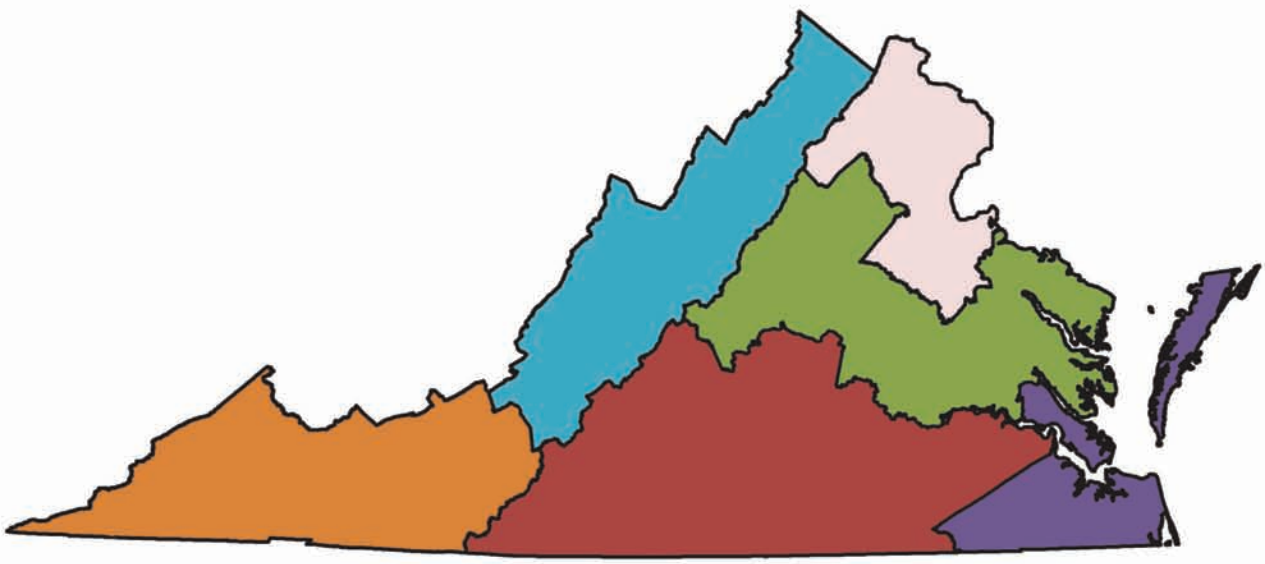
For 2010, this region's announcements totaled 1,361 jobs and $398.7 million in investments. The Valley registered 30 announcements; 23 were expansions of existing facilities. Expansions accounted for 75 percent of the employment and 58 percent of the investment in the region. In terms of capital investment, 2010 ranked as the third largest year in the past ten years in the Valley region.

New Jobs – 1,361
Investment (millions) – $398.7
Projects – 30

SOUTHWEST VIRGINIA

There were 24 announcements made in Virginia's Southwest region in 2010, 18 of which were expansions. These announcements should lead to the creation of 1,562 jobs and investments of $73.5 million. Announcements by expanding firms in the region accounted for 47 percent of Southwest Virginia's employment and 54 percent of its investment during the year.

New Jobs – 1,562
Investment (millions) – $73.5
Projects – 24



Virginia Announcements of Employment Creation and Capital Investment 2010

Company Name	Location	Type	Business	New Jobs	Investment (millions)
KmX USA*	Accomack Co.	E	Chemical recycling	9	$5.25
	Accomack Co. Total		***1 announcement***	***9***	***$5.25***
CustomInk	Albemarle Co.	N	Silk screen printing; custom apparel	120	$1.40
	Albemarle Co. Total		***1 announcement***	***120***	***$1.40***
Kingfisher Systems, Inc.	Alexandria	E	Provides national security support and technology-enabled services to the U.S. government	150	$0.20
	Alexandria Total		***1 announcement***	***150***	***$0.20***
Sonoco	Alleghany Co.	E	Round paper core and tube manufacturing	7	$1.00
	Alleghany Co. Total		***1 announcement***	***7***	***$1.00***
Advanced Technology Systems Company	Arlington Co.	E	Project management and consulting services to military, government and commercial clients	20	$0.00
Atlantic States Marine Fisheries Commission	Arlington Co.	N	Business association	30	$0.00
Capterra, Inc.	Arlington Co.	E	Enterprise software directory	20	$0.00
CENTRA Technology, Inc.	Arlington Co.	E	Provides security, analytic, technical, engineering, and management support	30	$0.00
Decision Lens	Arlington Co.	E	Software	10	$0.00
DELTA Resources, Inc.	Arlington Co.	E	Program management, IT, engineering, and administrative support services	15	$0.00
DRT Strategies, Inc.	Arlington Co.	E	IT, project management, and financial management services	40	$0.00
Excella Consulting	Arlington Co.	E	Business and technology consulting	75	$0.00
National Catholic Educational Association	Arlington Co.	N	Professional membership organization	45	$0.00
New Media Strategies	Arlington Co.	E	Online brand intelligence, protection, and social media engagement	232	$0.63
Onsite Health, Inc.	Arlington Co.	N	HQ; customized medical and dental services	15	$0.30
OPOWER	Arlington Co.	E	HQ; energy efficiency and smart grid software	50	$0.00
Potomac Institute for Policy Studies	Arlington Co.	E	Public policy research institute	30	$0.00
Retail Industry Leaders Association	Arlington Co.	E	Business association	10	$0.00
US-VISIT	Arlington Co.	E	Biometric identification services provider for the government	120	$0.00
Vistronix, Inc.	Arlington Co.	E	Information management, technical solutions, and managed services	15	$0.00
	Arlington Co. Total		***16 announcements***	***757***	***$0.93***
McQuay International*	Augusta Co.	E	Chiller manufacturing for heating and AC units	7	$6.00
MGW Communications	Augusta Co.	E	Call center and technical support	40	$0.00
Pro-Con	Augusta Co.	N	Paper converting	30	$0.00
	Augusta Co. Total		***3 announcements***	***77***	***$6.00***
American Mine Research, Inc.	Bland Co.	E	Monitoring and control electronics manufacturing for the mining industry	11	$0.80
	Bland Co. Total		***1 announcement***	***11***	***$0.80***
Altec Industries, Inc.	Botetourt Co.	E	Truck-mounted mobile equipment manufacturing	42	$1.50
Arkay Packaging Corp.	Botetourt Co.	E	Consumer products packaging	8	$1.25
	Botetourt Co. Total		***2 announcements***	***50***	***$2.75***
Mundet-Hermetite Inc.	Buena Vista	E	Cigarette paper manufacturing	24	$3.70
	Buena Vista Total		***1 announcement***	***24***	***$3.70***
Abbott Laboratories	Campbell Co.	E	Nutritional formula products	16	$8.70
Banker Steel Company, LLC	Campbell Co.	E	Structural steel fabrication	50	$0.00
Intersections, Inc.	Campbell Co.	N	Call center; identity theft protection support	250	$2.00
	Campbell Co. Total		***3 announcements***	***316***	***$10.70***
McKesson Corporation	Caroline Co.	N	Pharmaceutical and health care products distribution	150	$57.50
	Caroline Co. Total		***1 announcement***	***150***	***$57.50***
Morgan Lumber Company	Charlotte Co.	E	Lumber; continuous dry kiln	25	$4.20
	Charlotte Co. Total		***1 announcement***	***25***	***$4.20***
CORT Business Services Corporation	Chesapeake	E	Residential and commercial furniture distribution and warehousing	0	$0.65
Eden Pellets, Inc.	Chesapeake	N	Wood pellet manufacturing	20	$6.00
Electric Motor and Contracting Co. Inc.	Chesapeake	E	Electric motor repair and remanufacturing	11	$8.60
Gamesa*	Chesapeake	N	Offshore wind technology	40	$0.00
Gryphon Technologies	Chesapeake	E	Engineering and technical services	0	$0.93
H&E Equipment	Chesapeake	E	Construction equipment distribution	0	$0.60
Hackworth Reprographics, Inc.	Chesapeake	E	Printing solutions and wide-format equipment	2	$0.30
Hectronic*	Chesapeake	N	High-tech parking meter manufacturing	5	$2.00
Laurence Walter Aerospace Solutions LLC*	Chesapeake	N	Repair and overhaul of oxygen systems, fire suppression systems and environmental systems	10	$1.00
Monarch Bank	Chesapeake	E	Corporate HQ; banking and related services	0	$4.50
Safelite Fulfillment, Inc.*	Chesapeake	E	Vehicle glass distribution	0	$0.50
Web Teks, Inc.	Chesapeake	E	Custom information technology solutions	15	$0.00
Woolpert, Inc.	Chesapeake	E	Design, engineering, and geospatial services	0	$2.20
	Chesapeake Total		***13 announcements***	***103***	***$27.28***
DuPont Teijin Films*	Chesterfield Co.	E	Nanofiber film manufacturing	75	$10.00
E.I. DuPont de Nemours & Co., Inc.	Chesterfield Co.	E	Components for lithium ion batteries manufacturing for electric vehicles	11	$20.00

Company Name	Location	Type	Business	New Jobs	Investment (millions)
Kenco Logistics Services	Chesterfield Co.	E	Logistics solutions provider	30	$1.60
Merit Medical Systems, Inc.	Chesterfield Co.	E	Proprietary disposable medical device manufacturing	75	$1.00
Pohlig Bros.	Chesterfield Co.	E	Folding carton, rigid box, packaging manufacturing	10	$0.10
Proseal America, Inc.*	Chesterfield Co.	E	Heat sealing packaging machine manufacturing	20	$0.00
	Chesterfield Co. Total		***6 announcements***	***221***	***$32.70***
EURO-COMPOSITES Corporation*	Culpeper Co.	E	Light-weight panel structures for aerospace industry	70	$11.25
Terremark Worldwide, Inc.	Culpeper Co.	E	Managed IT infrastructure solutions; data center campus	100	$250.00
	Culpeper Co. Total		***2 announcements***	***170***	***$261.25***
EcomNets	Danville	N	"Green" computer manufacturing	160	$1.94
Essel Propack America LLC*	Danville	E	Toothpaste tubes	0	$10.00
Japan Tobacco International Leaf Services*	Danville	E	Tobacco processing	21	$10.50
United States Green Energy	Danville	N	Building integrated photovoltaics products manufacturing	372	$30.00
	Danville Total		***4 announcements***	***553***	***$52.44***
Acumen Solutions	Fairfax Co.	E	HQ; business and technology consulting	156	$2.35
Agilex Technologies, Inc.	Fairfax Co.	E	Enterprise application, solution, and advisory services	130	$0.00
American Technology Services, Inc.	Fairfax Co.	E	Information technology service and consulting	12	$0.00
Ampcus Inc.	Fairfax Co.	E	Customized software services and solutions; consulting services	20	$0.00
AppAssure Software	Fairfax Co.	E	Backup and disaster recovery software	60	$0.00
Appian Corporation	Fairfax Co.	E	Business process management software suites provider	28	$0.00
Arbinet	Fairfax Co.	E	HQ; voice and IP solutions	21	$0.00
ASM Research, Inc.	Fairfax Co.	E	Information technology and systems engineering solutions	200	$48.00
A-T Solutions Inc.	Fairfax Co.	E	Anti-terrorism technology/training provider to government and contractors	30	$0.00
AT&T Government Solutions	Fairfax Co.	E	HQ; IT solutions for federal, state, and local government	41	$0.00
Bode Technology Group, Inc.	Fairfax Co.	E	Provides forensic DNA analysis and DNA collection products	10	$0.00
Brillient Corporation	Fairfax Co.	E	Management consulting, IT services	57	$0.16
Business Transformation Group	Fairfax Co.	E	Management consulting services	10	$0.10
CACI International, Inc.	Fairfax Co.	E	Information technology consulting	225	$0.00
Capital One Financial Corp.	Fairfax Co.	E	Corporate HQ; financial services	400	$5.00
Carahsoft Technology Corp.	Fairfax Co.	E	Government IT solutions provider	50	$0.00
Cardinal Financial Corporation	Fairfax Co.	E	HQ; financial services	25	$0.00
CFN Services	Fairfax Co.	E	Network design, planning, deployment, and managed services	19	$0.13
Chenega Federal Systems, LLC	Fairfax Co.	E	Engineering, military, and intelligence operations and IT services	150	$0.00
Clarabridge	Fairfax Co.	E	Text mining software	50	$12.00
Corning Cable Systems	Fairfax Co.	E	Wireless coverage solutions provider for indoor environments	10	$0.00
CR Software	Fairfax Co.	E	Accounts receivable and inventory management software	20	$0.00
Defense Intelligence Agency	Fairfax Co.	E	Intelligence gathering	0	$60.00
Digital Intelligence Systems Corporation	Fairfax Co.	E	HQ; technology and business services consulting	80	$0.00
DLT Solutions, Inc.	Fairfax Co.	E	IT services and solutions; government contractor	15	$0.00
E&R Media	Fairfax Co.	N	Internet news publisher	16	$0.00
Emtec Federal	Fairfax Co.	E	IT consulting	18	$0.00
Expereo*	Fairfax Co.	N	Business-grade telecommunication services provider	15	$0.00
Force 3	Fairfax Co.	N	Technology solutions provider for the federal government	25	$0.00
GeoEye, Inc.	Fairfax Co.	E	HQ; satellite and geospatial information and services	100	$10.00
Hitachi Consulting Corporation*	Fairfax Co.	E	Business and IT strategies and solutions	10	$0.00
HopOne Internet Corp.	Fairfax Co.	E	Mission-critical bandwidth, collocation, managed IT services	15	$0.30
ICF International	Fairfax Co.	E	Corporate HQ; professional services	493	$20.00
InfoReliance Corporation	Fairfax Co.	E	Information technology consulting	90	$0.00
InTec, LLC	Fairfax Co.	E	Information technology services	63	$0.18
IntelliDyne, LLC	Fairfax Co.	E	IT solutions, consulting services, and outsourcing options provider	192	$0.30
Iridium Communications Inc.	Fairfax Co.	N	HQ; mobile satellite service	57	$0.00
KPMG LLC	Fairfax Co.	E	Audit, tax, and advisory services	375	$12.00
L-3 Global Security & Engineering Solutions	Fairfax Co.	E	Technical, analytical, operational, and security services	88	$0.00
ManTech International Corporation	Fairfax Co.	E	Technologies and solutions for mission-critical national security programs	153	$0.00
Marathon TS, Inc.	Fairfax Co.	E	Information technology solutions	25	$0.00
Masland Anderson Information Services, LLC	Fairfax Co.	E	Software development	12	$0.20
Multivision Inc.	Fairfax Co.	E	IT solutions	90	$0.20
MyTalk Inc.	Fairfax Co.	E	Location-based and mobile Web network services	20	$0.00
NavigationArts, LLC	Fairfax Co.	E	Web and application design and development	29	$0.00
Navy Federal Credit Union	Fairfax Co.	E	HQ; credit union, financial services	60	$0.00
Near Infinity Corporation	Fairfax Co.	E	Software development and design	14	$0.00
nexGrën, Inc.	Fairfax Co.	E	"Green" technology solutions provider	25	$0.00
NextGen, Inc.	Fairfax Co.	E	Information technology, telecommunications engineering support	20	$0.00
NII Holdings, Inc.	Fairfax Co.	E	HQ; wireless communications	30	$0.00
Northrop Grumman Corporation	Fairfax Co.	N	Corporate HQ; global security	300	$24.00

Company Name	Location	Type	Business	New Jobs	Investment (millions)
Ntelx Inc.	Fairfax Co.	E	Software and data analysis	25	$0.00
OakTree Enterprise Solutions, Inc.	Fairfax Co.	E	IT services and solutions provider	94	$0.30
OneVoice Communications, Inc.	Fairfax Co.	E	Voice, data, and other business communication services	9	$0.11
Pervazive*	Fairfax Co.	N	Information technology solutions	10	$0.00
Pivotal Information Technology, LLC	Fairfax Co.	E	IT strategy, operations, governance, and management control systems	10	$0.00
Primatics Financial	Fairfax Co.	E	Software solutions and professional services	45	$0.00
Qlarion, Inc.	Fairfax Co.	E	Business intelligence, data mining, and data management solutions	30	$0.19
RightNow Technologies, Inc.	Fairfax Co.	E	Customizable application platform provider	15	$0.00
Sagent Partners	Fairfax Co.	E	Information technology lifecycle management support	35	$0.00
ScienceLogic, Inc.	Fairfax Co.	E	HQ; IT operations and Cloud Monitoring solutions provider	90	$0.00
SENSA Solutions	Fairfax Co.	E	Management consulting; organizational development services	10	$0.00
ServInt	Fairfax Co.	E	Web hosting	10	$0.00
SES WORLD SKIES, U.S. Government Solutions*	Fairfax Co.	E	Satellite-based communications solutions	17	$0.00
Triple Canopy, Inc.	Fairfax Co.	E	HQ; security and risk management services provider	25	$1.00
U.S. Information Technologies Corporation	Fairfax Co.	E	Oracle-based information technology solutions provider	20	$0.00
Unicorn Group, LLC	Fairfax Co.	E	Business development and management consulting	20	$0.13
Unissant	Fairfax Co.	E	Information management, enterprise solutions, information security	14	$0.25
Vivacity Display, LLC	Fairfax Co.	N	HQ; manufacturing, production, and distribution of LED products	13	$0.00
Vovici Corp.	Fairfax Co.	E	HQ; software	75	$0.00
ZoomSafer, Inc.	Fairfax Co.	E	Software that prevents motorists from texting and e-mailing while driving	10	$0.00
	Fairfax Co. Total		***71 announcements***	***4,731***	***$196.89***
Cavco Industries, Inc.	Franklin Co.	E	Manufactured housing, park model home, and vacation cabin producer	149	$2.50
Solution Matrix, Inc.	Franklin Co.	N	HQ; cold-therapy canvas slings and wraps	80	$2.25
Trinity Packaging Corp.	Franklin Co.	E	Food service and industrial plastic bag products	25	$5.85
	Franklin Co. Total		***3 announcements***	***254***	***$10.60***
Crown Beverage Packaging	Frederick Co.	E	Aluminum can non-attached ring pull tab end manufacturing	0	$12.00
H.P. Hood Inc.	Frederick Co.	E	Plastic bottles manufacturing	74	$6.50
Kraft Foods Inc.	Frederick Co.	E	Fruit drink (Capri Sun) manufacturing	100	$40.00
Moxon Oak	Frederick Co.	N	Oak processing for winemaking industry	25	$1.00
Southern Scrap	Frederick Co.	E	Paper, plastic, glass, and metal recycling	12	$1.00
	Frederick Co. Total		***5 announcements***	***211***	***$60.50***
Consolidated Glass and Mirror Corporation	Galax	E	Solar energy glass products	40	$2.10
Magnolia Manufacturing, Inc.	Galax	E	Ring-spun yarn manufacturing	14	$1.00
Vaughan-Bassett Furniture Company	Galax	E	Wooden bedroom furniture	0	$1.00
	Galax Total		***3 announcements***	***54***	***$4.10***
Independence Homes LLC	Grayson Co.	N	Modular homes and accessory dwelling unit manufacturing	42	$1.00
Med-Fit Systems, Inc.	Grayson Co.	E	Exercise equipment	0	$2.50
	Grayson Co. Total		***2 announcements***	***42***	***$3.50***
Good Earth Peanut Co.	Greensville Co.	E	Peanuts and peanut products	15	$1.20
Wood Fuel Developers, LLC	Greensville Co.	N	Wood pellet manufacturing	39	$18.70
	Greensville Co. Total		***2 announcements***	***54***	***$19.90***
Ameriprise Financial, Inc.	Hampton	N	Financial planning, products, and services	5	$0.27
E&E Enterprises Global, Inc.	Hampton	E	Communications and communications equipment	21	$0.50
Intelligent Software Solutions, Inc.	Hampton	E	Open software design and integration	50	$0.00
National Institute of Aerospace	Hampton	E	Aerospace research	0	$12.00
Portfolio Recovery Associates	Hampton	E	Call center, consumer debt collection	87	$0.70
Swedish Match North America Inc.*	Hampton	N	Distribution of tobacco products	32	$1.20
X-R-I Testing	Hampton	E	Non-destructive testing services	10	$1.40
	Hampton Total		***7 announcements***	***205***	***$16.07***
Essroc Cement Corp.*	Hanover Co.	N	Cement	4	$3.10
Flexicell	Hanover Co.	E	Robotic material handling systems	15	$1.00
Specialty Coating and Laminating LLC	Hanover Co.	N	Converted paper products manufacturing	30	$7.50
	Hanover Co. Total		***3 announcements***	***49***	***$11.60***
IntraPac*	Harrisonburg	E	Pharmaceutical packaging manufacturing	10	$1.50
Rosetta Stone	Harrisonburg	E	HQ; foreign language teaching software	100	$0.00
	Harrisonburg Total		***2 announcements***	***110***	***$1.50***
2nd Solutions, LLC	Henrico Co.	E	Recycles and refurbishes mobile, wireless, and computer technology	45	$0.15
Alkenz USA*	Henrico Co.	E	Distributes solar screen fabrics	3	$0.21
Bizerba USA, Inc.*	Henrico Co.	N	Retail scales, slicer, weigh price labeling equipment manufacturing	10	$1.20
Capital One Financial Corp.	Henrico Co.	E	Call center and operations center; financial services	700	$21.60
CodeBlue Solutions	Henrico Co.	E	Medical software solutions	53	$0.50
Ironworks Consulting	Henrico Co.	E	HQ; management, IT, and Web consulting	10	$3.80
Kathrein Inc., Scala Division*	Henrico Co.	N	Distribution center; antenna and filter systems for communications	6	$0.21
Kinsale Insurance Company*	Henrico Co.	N	Nationwide commercial insurance	100	$0.75

Company Name	Location	Type	Business	New Jobs	Investment (millions)
McKesson Medical-Surgical	Henrico Co.	E	HQ; pharmaceutical distribution and health care IT systems	60	$2.90
MeadWestvaco Corp.	Henrico Co.	E	Research and development of packaging systems	6	$3.50
National Delivery Systems	Henrico Co.	E	Full-service logistics management; warehousing and fulfillment services	19	$2.14
Peak 10 Inc.	Henrico Co.	E	Data center	16	$1.02
PPD, Inc.	Henrico Co.	E	Drug discovery, development, and lifecycle management services	190	$28.00
Quality Technology Services (QTS)	Henrico Co.	N	Data center facilities and managed services provider	16	$100.00
R&B Hat Co., Inc.	Henrico Co.	N	Military hat manufacturing	35	$1.30
Smurfit-Stone Container Corp.	Henrico Co.	E	Corrugated container manufacturing	0	$32.00
Snagajob.com	Henrico Co.	E	National online job search portal	150	$0.00
SNL Financial	Henrico Co.	N	Corporate, financial, market, and merger and acquisition data provider	35	$0.40
Thalhimer	Henrico Co.	E	HQ; commercial real estate	0	$4.00
Three Way Logistics (Triple Play Services)	Henrico Co.	N	Logistics service provider specializing in project and heavy lift support	35	$2.10
Wachovia	Henrico Co.	E	Call center; customer service	220	$0.00
WellAWARE Systems	Henrico Co.	N	Medical and wellness monitoring software development	40	$0.00
Zeller+Gmelin Corporation*	Henrico Co.	E	U.S. HQ; printing inks and chemicals	55	$4.40
	Henrico Co. Total		***23 announcements***	***1,804***	***$210.18***
Drake Extrusion Inc.*	Henry Co.	E	Polypropylene fibers	25	$1.25
Kimball Hospitality	Henry Co.	N	Hospitality furniture production; administrative offices	67	$1.00
Monogram Food Solutions, LLC	Henry Co.	E	Processed beef products manufacturing	150	$4.00
SleepSafe Beds	Henry Co.	E	Safety bed manufacturing	0	$1.00
The Tile Store	Henry Co.	N	Warehouse distribution; natural stone, ceramic and porcelain tiles	25	$1.10
	Henry Co. Total		***5 announcements***	***267***	***$8.35***
Praxair, Inc.	Hopewell	N	Carbon dioxide/industrial gas capture and purification	17	$18.00
	Hopewell Total		***1 announcement***	***17***	***$18.00***
Accelerated Financial Solutions	Isle of Wight Co.	E	Debt recovery and management; call center	30	$0.00
	Isle of Wight Co. Total		***1 announcement***	***30***	***$0.00***
Owens-Illinois, Inc.	James City Co.	E	Glass bottle manufacturing	20	$20.00
	James City Co. Total		***1 announcement***	***20***	***$20.00***
Nestle Purina PetCare Company*	King William Co.	E	Kitty litter manufacturing	0	$5.40
	King William Co. Total		***1 announcement***	***0***	***$5.40***
KCG Call Centers, LLC	Lee Co.	E	Customer service call center	50	$0.00
	Lee Co. Total		***1 announcement***	***50***	***$0.00***
Consult America, Inc.	Loudoun Co.	E	IT consulting services provider	30	$0.15
NeuStar, Inc.	Loudoun Co.	E	Technology, directory and network services provider to the telecom industry	280	$11.20
Rockwell Collins, Inc.	Loudoun Co.	E	Regional HQ; flight simulator design and production	140	$56.30
VeriSign, Inc	Loudoun Co.	E	Corporate HQ; Internet infrastructure services	250	$11.00
Ward North American	Loudoun Co.	N	Moving and storage services	46	$6.00
	Loudoun Co. Total		***5 announcements***	***746***	***$84.65***
Mid-State Insurance	Lynchburg	E	Insurance and investment products and services provider	20	$0.10
NemoBiofuel	Lynchburg	N	Waste vegetable oil to heating oil conversion	2	$0.20
	Lynchburg Total		***2 announcements***	***22***	***$0.30***
Plow & Hearth	Madison Co.	E	National mail order catalog, Internet, and retail company	0	$20.00
	Madison Co. Total		***1 announcement***	***0***	***$20.00***
Lockheed Martin	Manassas	E	Hardware and software engineering	170	$0.00
Micron Technology, Inc.	Manassas	E	Memory chip production	123	$56.00
	Manassas Total		***2 announcements***	***293***	***$56.00***
Faneuil, Inc.	Martinsville	N	Customer service center	250	$2.40
Southern Finishing Company, Inc.	Martinsville	E	Prefinished components for cabinets manufacturing	67	$1.70
	Martinsville Total		***2 announcements***	***317***	***$4.10***
Home Care Industries, Inc.	Mecklenburg Co.	N	Floor care accessories manufacturing and distribution	150	$1.50
Microsoft Corp.	Mecklenburg Co.	N	Data center	50	$499.00
Régitex USA*	Mecklenburg Co.	N	Made-to-order ring spun and open end yarns manufacturing	60	$1.20
	Mecklenburg Co. Total		***3 announcements***	***260***	***$501.70***
Aegisound	Montgomery Co.	E	Hearing-protection device manufacturing for the defense industry	50	$0.10
DISH Network Corporation	Montgomery Co.	E	Call center	135	$0.00
Rackspace	Montgomery Co.	E	Software development	25	$0.06
United Pet Group	Montgomery Co.	E	Pet food manufacturing	70	$3.00
VTLS, Inc.	Montgomery Co.	E	HQ; visionary technology in library solutions	25	$0.00
	Montgomery Co. Total		***5 announcements***	***305***	***$3.16***
Doyon Government Group	Newport News	N	Project management; logistical support of various government agency clients	159	$0.00
Icelandic USA, Inc.*	Newport News	E	U.S. HQ; seafood processing	0	$8.40
Orion Air Group	Newport News	E	Aviation services	51	$4.00
	Newport News Total		***3 announcements***	***210***	***$12.40***

Company Name	Location	Type	Business	New Jobs	Investment (millions)
Grow Interactive	Norfolk	E	Website design, online advertising, graphic design	0	$1.21
Ryla	Norfolk	E	Customer service and technical support	315	$0.00
	Norfolk Total		***2 announcements***	***315***	***$1.21***
Griffith Lumber, Inc.	Patrick Co.	E	Lumber products manufacturing	15	$2.15
The Results Companies	Patrick Co.	E	Customer service center	150	$0.00
	Patrick Co. Total		***2 announcements***	***165***	***$2.15***
Homeplace Vineyard Winery	Pittsylvania Co.	N	Wine	8	$0.40
	Pittsylvania Co. Total		***1 announcement***	***8***	***$0.40***
MYMIC LLC	Portsmouth	E	Training analysis, simulation, modeling, and computer visualization solutions	90	$0.30
PER Properties	Portsmouth	E	Transloading facility	35	$3.50
	Portsmouth Total		***2 announcements***	***125***	***$3.80***
Immigration Centers of America	Prince Edward Co.	N	Immigration detention facility	143	$10.50
	Prince Edward Co. Total		***1 announcement***	***143***	***$10.50***
AMERICAN SYSTEMS Corporation	Prince William Co.	E	Systems engineering services	0	$0.40
American Type Culture Collection	Prince William Co.	E	Biotechnology research	40	$0.00
BioLogics, Inc.	Prince William Co.	E	Laboratory instrumentation manufacturing	2	$0.90
BuzzCart	Prince William Co.	E	E-commerce software and services	0	$0.38
Capgemini U.S. LLC*	Prince William Co.	N	Data center	6	$60.00
Christopher Consultants, Ltd.	Prince William Co.	E	Civil engineering, land surveying/planning, landscape architecture	11	$0.00
Commission on Accreditation for Law Enforcement Agencies, Inc.	Prince William Co.	E	HQ; independent law enforcement accrediting authority	0	$1.10
CSC	Prince William Co.	E	Information technology consulting	15	$0.00
Dizzy Pig BBQ Company	Prince William Co.	E	Spice grinding and blending	1	$0.50
EarthWalk Communications, Inc.	Prince William Co.	E	Electronic presentation systems	40	$5.00
Horizon Data Center Solutions, LLC	Prince William Co.	N	Data center	20	$10.00
HV TECHNOLOGIES, Inc.	Prince William Co.	E	High voltage and EMC test equipment and solutions supplier	0	$0.18
Logis-Tech, Inc.	Prince William Co.	E	HQ; information technology services, HVAC provider	8	$3.00
N to N Fiber, Inc.	Prince William Co.	E	Fiber optic cable design, engineering, and consulting services	11	$4.80
Power Loft LLC	Prince William Co.	E	Data center	0	$35.00
Progeny Systems Corporation	Prince William Co.	E	HQ; electronic systems development	50	$0.00
RANDAL	Prince William Co.	N	Land development engineering; defense R&D	0	$8.50
SET Corporation	Prince William Co.	E	"Smart" sensing and information technologies creator	2	$0.70
SURVICE Engineering Company	Prince William Co.	E	Engineering and computer science services	14	$0.00
Zeiders Enterprises, Inc.	Prince William Co.	E	HQ; social services management	15	$1.12
	Prince William Co. Total		***20 announcements***	***235***	***$131.58***
Dove Vinyl Windows	Pulaski Co.	N	Manufactures vinyl windows	100	$2.00
Phoenix Packaging Operations, LLC*	Pulaski Co.	N	North American HQ; thermoformed rigid plastic packaging manufacturing	240	$20.00
	Pulaski Co. Total		***2 announcements***	***340***	***$22.00***
Virginia Casting Industries, LLC	Radford	N	Ductile iron components manufacturing	300	$9.10
	Radford Total		***1 announcement***	***300***	***$9.10***
CEPHAS Industries	Richmond	E	Converts construction debris into biomass products for fuel	50	$5.70
Cortview Capital Securities LLC	Richmond	N	HQ; sales, trading, origination, securitization, and advisory services	100	$0.00
Health Diagnostic Laboratory	Richmond	E	Clinical laboratory, diagnostics, and clinical trial services	213	$4.20
MeadWestvaco Corp.	Richmond	N	Design, research, and development of packaging solutions	128	$10.00
Pfizer Inc.	Richmond	E	Pharmaceuticals; research and development facility	0	$0.60
	Richmond Total		***5 announcements***	***491***	***$20.50***
Chemsolv, Inc.	Roanoke City	E	Chemical distribution	10	$2.40
	Roanoke City Total		***1 announcement***	***10***	***$2.40***
Mennel Milling Company	Roanoke Co.	E	Flour mill and distribution	1	$4.50
Plastics One Inc.	Roanoke Co.	E	Medical components manufacturing	0	$0.35
RDS Recycling & Disposal Solutions	Roanoke Co.	N	Waste reduction consulting; brokerage of recyclable materials	5	$0.50
Wachovia	Roanoke Co.	E	Call center; customer service	100	$0.00
	Roanoke Co. Total		***4 announcements***	***106***	***$5.35***
Heatex America	Rockbridge Co.	E	Heat exchangers	14	$1.35
	Rockbridge Co. Total		***1 announcement***	***14***	***$1.35***
R.R. Donnelley & Sons Co.	Rockingham Co.	E	Book printing and binding	50	$19.00
	Rockingham Co. Total		***1 announcement***	***50***	***$19.00***
Yokohama Tire Corp.*	Salem	E	Passenger car and light truck tires	50	$13.00
	Salem Total		***1 announcement***	***50***	***$13.00***
Mercury Paper, Inc.*	Shenandoah Co.	E	Converted paper product manufacturing	150	$21.20
	Shenandoah Co. Total		***1 announcement***	***150***	***$21.20***
Lakeside Ready Mix, Inc.	Smyth Co.	E	Concrete	7	$0.95
	Smyth Co. Total		***1 announcement***	***7***	***$0.95***

Company Name	Location	Type	Business	New Jobs	Investment (millions)
Creative Dimension Group	Spotsylvania Co.	E	Architectural millwork	3	$4.00
	Spotsylvania Co. Total		***2 announcements***	***103***	***$5.00***
American Condenser and Coil	Suffolk	N	East Coast distribution center of automotive condensers	20	$0.50
Command Post Technologies, Inc	Suffolk	N	Program management, engineering and analysis, test and evaluation services	3	$0.10
Ishpi Information Technologies, Inc.	Suffolk	N	Engineering, integration, and information technology services	200	$0.00
	Suffolk Total		***3 announcements***	***223***	***$0.60***
Capital One Financial Corp.	Various locations	E	Financial services	300	$0.00
DIRECTV/Convergys	Various locations	N	Virtual call center	100	$0.50
	Various locations Total		***2 announcements***	***400***	***$0.50***
ADS, Inc.	Virginia Beach	E	Corporate HQ; distribution center, military tactical equipment	22	$4.00
Avis Budget Group, Inc.	Virginia Beach	N	Regional shared services center; rental car supplier	100	$0.50
EIMSKIP USA, Inc.*	Virginia Beach	E	U.S. HQ; global shipping and logistics provider	5	$0.10
GEICO Corporation	Virginia Beach	E	Call center; insurance policies	110	$0.00
GEICO Corporation	Virginia Beach	E	Call center; insurance policies	60	$0.00
InMotion Hosting, Inc.	Virginia Beach	E	Web-hosting services provider	275	$0.25
Klett Consulting Group	Virginia Beach	E	Operational systems engineering services and professional consulting	30	$0.35
Labels Unlimited, Inc.	Virginia Beach	E	Manufactures pressure sensitive labels and tags	25	$3.00
LifeNet Health	Virginia Beach	E	HQ; tissue and organ bank	35	$20.60
LoanCare, a division of FNF Servicing, Inc.	Virginia Beach	E	Call center; mortgage loan sub-servicing	226	$2.10
Paradigm, Inc.	Virginia Beach	E	Printing, personalization, and direct mailing of diplomas and certificates	10	$2.00
STIHL Inc.*	Virginia Beach	E	U.S. HQ; hand-held power tools	20	$3.50
Turner Strategic Technologies	Virginia Beach	E	Tactical and IT consulting, environmental management, engineering support	18	$0.17
Valkyrie Enterprises, LLC	Virginia Beach	E	System engineering and acquisition support, readiness, modernization	70	$0.05
Virginia Premier Health Plan	Virginia Beach	E	Regional health management organization services center	40	$0.10
	Virginia Beach Total		***15 announcements***	***1,046***	***$36.72***
E.I. DuPont de Nemours & Co., Inc.	Warren Co.	E	High-technology paint manufacturing for automotive aftermarket	12	$1.00
	Warren Co. Total		***1 announcement***	***12***	***$1.00***
General Engineering Company	Washington Co.	E	Hydraulic cylinders manufacturing	0	$7.40
Innovative Technologies, LLC	Washington Co.	E	Pharmaceutical drug/pill manufacturing	18	$2.50
Roger's Trucking	Washington Co.	E	Long-distance freight trucking	31	$5.10
	Washington Co. Total		***3 announcements***	***49***	***$15.00***
Polymer Group, Inc.	Waynesboro	E	Nonwoven fabrics	41	$65.00
	Waynesboro Total		***1 announcement***	***41***	***$65.00***
Solutionz Conferencing, Inc.	Williamsburg	E	Videoconferencing solutions	19	$2.00
	Williamsburg Total		***1 announcement***	***19***	***$2.00***
Mill Branch Industries	Winchester	N	Building components manufacturing	40	$0.00
O'Sullivan Films Inc.*	Winchester	E	Vinyl, polymer, alloy sheets and films	174	$28.30
Sunshine's Pride Dairy LLC	Winchester	N	Salvadoran cheese and meat products manufacturing	150	$9.50
Taura Natural Ingredients*	Winchester	N	North American HQ; dried-fruit pieces, flakes and pastes	5	$0.10
	Winchester Total		***4 announcements***	***369***	***$37.90***
Evatran LLC	Wythe Co.	E	Plugless power charging technology manufacturing for electric vehicles	84	$3.50
	Wythe Co. Total		***1 announcement***	***84***	***$3.50***
Not publicly announced	*Confidential Total*		*11 announcements*	*557*	*$426.08*
	Grand Total		**301 announcements**	**18,206**	**$2,594.78**

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 is complete.

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