

# RESULTS 2013

Virginia Economic Development Partnership



# 2013 – Executing Our Game Plan

## Diversifying Virginia's Economy Leads to Increased Job Creation



“In 2013, we continued to make steady progress and build momentum coming out of the economic downturn and climate of uncertainty following a national election year and concerns around sequestration.”

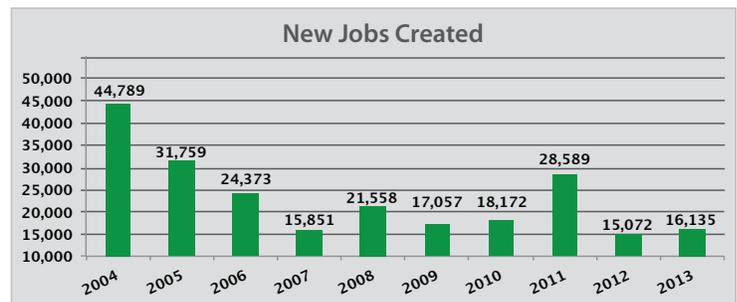
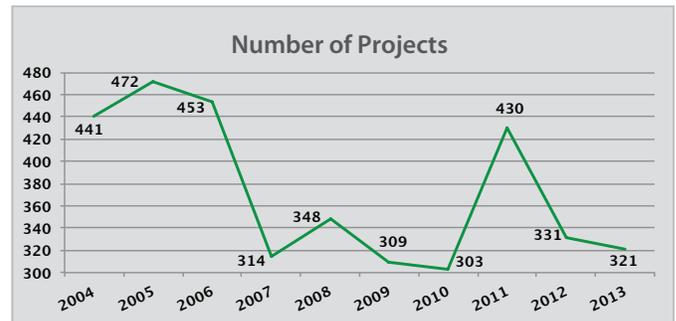
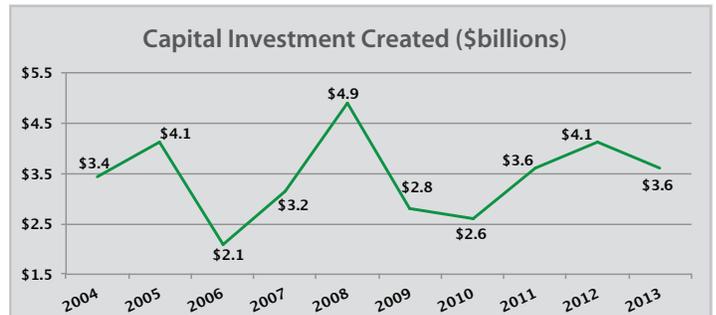
**Martin Briley**  
VEDP President & CEO

The economic recovery continued in 2013, and in many ways 2013 results mirrored those of 2012. We're pleased to report 16,135 new jobs were announced, representing a seven percent increase over last year. Our total number of projects declined slightly to 321, making this all the more impressive.

The speed of new project announcements in 2013 was slow early on, as many companies remained on the sidelines waiting for Congress to come to a decision on the budget resolution.

We saw noticeable gains in our pipeline as the year progressed, coming out of the uncertainty of 2012; however, we did not keep pace with the strong investment numbers of last year, and capital investment dipped slightly to \$3.6 billion.

As we adjust to the moderating pace of federal spending, we have focused on international markets by realigning our global business attraction team and increasing our international trade programs. We are starting to see results from these efforts, and international activity has increased for the third year in a row.

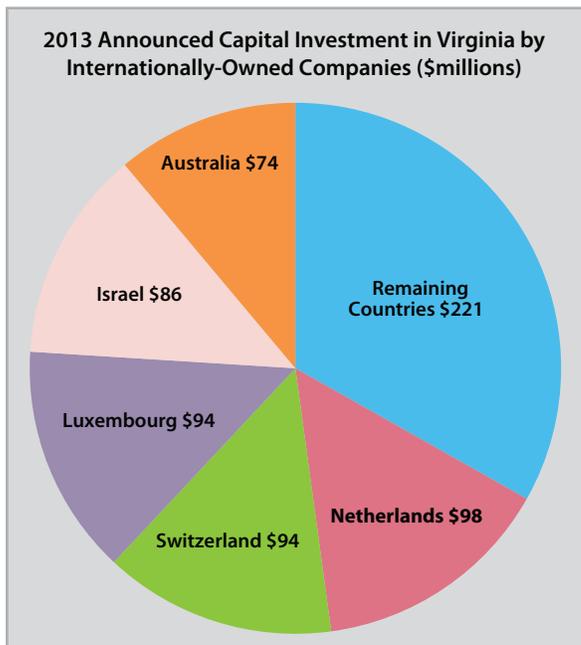
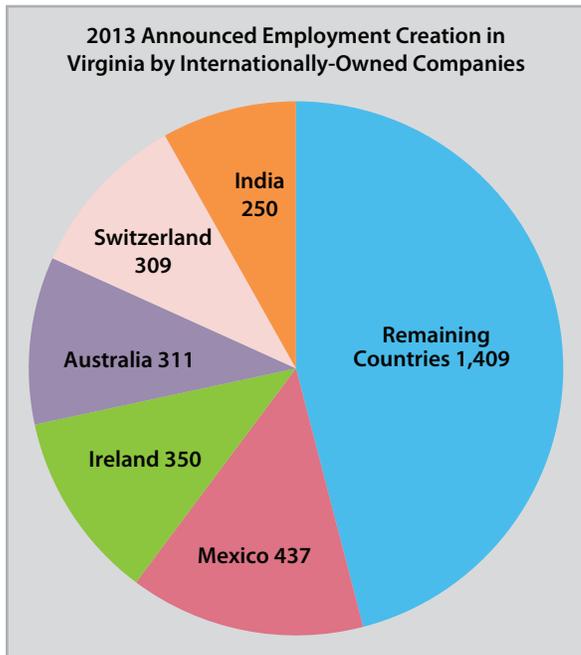


The continued diversification of Virginia's economy remains a priority, and we have already seen positive results from maintaining a balanced portfolio. Bright spots for the year include strong job creation numbers from Virginia's burgeoning food industry and increased investment from the Commonwealth's thriving data center industry. While all states must find their way in these challenging times, Virginia's win as the "2013 Best State for Business" from Forbes.com is a testament to the success and strength of Virginia's economy.

# International Investment on the Rise for the Third Consecutive Year

VEDP has realigned the business attraction team to increase our ability to market Virginia's story on the global stage, and the results continue to show a strong return on this investment. For the third year in a row, international companies have increased their announcement of investment, job creation and new projects in Virginia.

In 2013, international companies announced 54 new projects expected to yield 3,066 new jobs and \$667 million in investment. This represents a 35 percent increase in international job creation and an 18 percent increase in international investment over last year.



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Both job creation and investment metrics saw some new countries make it to the top tier this year. Mexico, Ireland and Australia were the top three countries creating jobs in Virginia, while the Netherlands, Switzerland and Luxembourg were the top three countries investing in the Commonwealth.

Ireland-based Greencore Group was the largest international job creation announcement of 2013, with 350 positions. This producer of convenience food and prepared meals plans to establish its first Virginia facility in Stafford County. The announcement was a positive outcome of the governor-led European Marketing Mission in the summer of 2012. Greencore chose Virginia due to its talented labor pool, proximity to Mid-Atlantic customers and access to high-quality produce through the Commonwealth's rich agricultural supply.



“International project wins in 2013 featured significant new business opportunities from China, India and Mexico, as well as Europe. Several key organizational and staff changes have enhanced the business attraction team’s international outreach capabilities, and I fully expect VEDP will continue to contribute to strong growth in foreign direct investment in the years to come.”

**Mike Lehmkuhler**  
VEDP Vice President of  
Business Attraction

# International Food and Beverage Companies Love Virginia



“Unilever is enormously proud of the heritage of Lipton, its employees in Suffolk and the wide range of quality teas we produce at this historic factory in Virginia.”

**Kees Kruythoff**  
President, Unilever  
North America

Virginia’s food and beverage industry was one of the top sectors for the Commonwealth in 2013. It was No. 2 for both job creation and investment, leading to announcements for 1,259 new jobs and \$515 million in capital investment. Also of interest — the top three international investment projects were all in the food industry.

One of the marquee projects announced early in the year was Unilever’s \$96.2 million investment to upgrade its Lipton Tea plant in Suffolk, Va. The plant has operated out of Suffolk since 1955 and is the largest tea-processing facility in the U.S., producing nearly all the Lipton Tea bags sold throughout North America.

The strength of the Hampton Roads labor force and close proximity to the international Port of Virginia were key deciding factors in the Commonwealth’s favor. Unilever brings in loose tea from all over the world for processing at its Suffolk plant through the Port of Virginia, which offers access to 250 ports in more than 100 overseas locations.

Food and beverage companies love Virginia because the Commonwealth provides a strategic East Coast location, premier transportation network, highly-productive advanced manufacturing workforce, favorably priced utility rates and a corporate tax rate of six percent that remains unchanged since 1972.

Top 10 Sectors by Employment		
NAICS	Industry Description	New Jobs
541	Professional, Scientific and Technical Services	5,886
311	Food Products	1,259
518	Data Processing, Hosting & Related (including Data Centers)	967
336	Transportation Equipment Manufacturing	884
333	Machinery	721
325	Chemicals	664
332	Fabricated Metal Products	647
561	Administrative, Consulting and Support Services	597
551	Headquarters/Division Offices	441
321	Wood Product Manufacturing	394

# Ardagh Group and Canline Systems – International Supply Chain Economic Development

When Luxembourg-based Ardagh Group announced plans to invest \$93.5 million to establish a metal packaging manufacturing plant, it selected Roanoke County over six states. Not only is this project expected to create 96 new jobs, it is the largest single manufacturing investment in Roanoke County's history.

Ardagh Group's investment illustrates the powerful effect of supply chain economic development. The company is a leading supplier of glass and metal packaging, focused on the food and beverage industry. The company recently won a long-term supply agreement with ConAgra, which required it to add manufacturing capacity on the East Coast.

Just eight days later, a major supplier to Ardagh Group announced it would establish its first U.S. facility, also in Roanoke County. Netherlands-based Canline Systems supplies conveyor systems with can-making and can-processing applications for the food industry that can move up to 2,400 cans per minute. The project is expected to bring another 25 jobs to the region.

Both projects are big wins for the region – not only will they bring more than 100 jobs, but adding two international companies in the food packaging sector augments the region's strong foundation in this growing industry cluster.



“Our expansion into Roanoke County was the result of evaluating a variety of qualifications, including, but not limited to, the proximity to our major customer, favorable business tax structure, skilled labor and reasonable cost of living for our employees, as well as logistical advantages. We're pleased that Roanoke County emerged to be the clear choice.”

**James Willich**  
CEO, Ardagh Metal Packaging USA Inc.

## Top Five International Projects by Investment Creation

Company Name	Location	Type	New Jobs	Investment (millions)	HQ Location
Lipton*	Suffolk	Expansion	0	\$96.2	Netherlands
Ardagh Group*	Roanoke Co.	New	96	\$93.5	Luxembourg
Sabra Dipping Company LLC*	Chesterfield Co.	Expansion	140	\$86.0	Israel
Iluka Resources*	Dinwiddie Co.	New	86	\$67.0	Australia
Liebherr Mining Equipment Newport News Co.*	Newport News	Expansion	174	\$45.4	Switzerland

\* Indicates international headquarters

# Food Products – Driving the Manufacturing Resurgence in Virginia



“We are so proud to continue to call Chesterfield County home. Sabra’s newest expansion underscores the fact that Virginia (and the rest of the country) is for hummus lovers. But our growth within Chesterfield specifically speaks to the relationships we have developed within the community and the wonderful environment the state has fostered for growing businesses.”

**Ronen Zohar**  
CEO, Sabra Dipping Company

Manufacturing has always been a main driver of Virginia’s economic engine. From heavy equipment to lightweight precision components, the Commonwealth does it all. What makes 2013 unique is the dominance of food manufacturing.

Four out of the top five manufacturing projects by investment creation are food manufacturing companies, and three of these are international companies.

In 2013, Sabra Dipping Co. celebrated the grand opening of its Center of Excellence on its 49-acre campus in Chesterfield County. The 20,000-square-foot center includes a state-of-the-art culinary center, research laboratory and pilot plant. The company also announced another expansion to extend its manufacturing capacity through an \$86 million investment that is expected to create 140 new jobs. Sabra has become the top-selling brand of hummus in the U.S.

Sabra chose Virginia again for its skilled workforce as well as the ability to partner with the Commonwealth’s leading higher education institutions. Resources such as Virginia Tech’s Department of Food Science and Technology will help Sabra establish best practices in the areas of food technology, agriculture, nutrition, manufacturing and packaging.

## Top Five Manufacturing Projects by Investment Creation

Company Name	Location	Type	New Jobs	Investment (millions)
Plains All American Pipeline	York Co.	Expansion	60	\$130.0
Lipton*	Suffolk	Expansion	0	\$96.2
Ardagh Group*	Roanoke Co.	New	96	\$93.5
Sabra Dipping Company LLC*	Chesterfield Co.	Expansion	140	\$86.0
H.P. Hood Inc.	Frederick Co.	Expansion	75	\$84.6

\* Indicates international headquarters

# Data Center Investment Reaches \$1.4 Billion

Data center announcements continued their reign during 2013. With announcements of \$1.4 billion, this is the second year in a row that data center investment topped one billion. Investment in data centers increased 37 percent over last year and accounted for more than two-thirds of all non-manufacturing capital investment.

Companies feel confident establishing their data centers in Virginia because the Commonwealth offers a safe environment, with low risk of natural disasters; the highest concentration of high-tech workers, according to *Cyberstates 2013*; competitive electricity rates below the national average; the advanced broadband infrastructure that supports up to 70 percent of the world's Internet traffic each day; and the Retail Sales and Use Tax Exemption that provides a competitive cost advantage on qualified equipment.

Industry leaders, like Microsoft, have continued to increase their data center investment in Virginia. In 2013, Microsoft announced plans to invest \$348 million to expand its latest generation data center campus in Mecklenburg County, adding 30 new jobs. This follows an initial announcement of \$499 million in 2010 and an expansion announcement of \$150 million in 2011, bringing Microsoft's total data center investment at this Virginia location to almost \$1 billion. With its modular technology and advanced cooling mechanics, the Mecklenburg County location is one of Microsoft's most advanced data centers.



“We appreciate the strong working relationship with the State of Virginia and the County of Mecklenburg . This expansion will allow us to meet the growing demand from consumers and businesses for our cloud services in the region in an increasingly efficient manner. These facilities showcase state-of-the-art designs developed from our latest technology and infrastructure research that continues to minimize water, energy use and building costs, while increasing computing capacity, software capabilities and server utilization.”

**Christian Belady**  
General Manager,  
Microsoft Data  
Center Services,  
Microsoft Corp.

## Top 10 Sectors by Investment

NAICS	Industry Description	Investment (millions)
518	Data Processing, Hosting & Related (including Data Centers)	\$1,447.3
311	Food Products	\$515.0
551	Headquarters/Division Offices	\$232.4
332	Fabricated Metal Product Manufacturing	\$162.3
324	Petroleum and Coal Products Manufacturing	\$135.6
541	Professional, Scientific and Technical Services	\$108.4
333	Machinery	\$107.5
322	Paper Products	\$96.1
325	Chemicals	\$90.8
334	Computer and Electronic Product Manufacturing	\$83.4

# Growing Companies Find Success in Virginia



“Existing businesses have ‘stock’ in Virginia, and through our strong business expansion and growth strategy, VEDP is helping companies maximize that stock purchase. Working with our local, regional and state partners, we’re proud that Virginia’s existing businesses continue to reinvest in new jobs, and with more capital, driving our economy forward.”

**Liz Povar**

VEDP Vice President of  
Business Expansion

In 2013, existing Virginia companies made 237 project announcements that included investment of \$3.1 billion and creation of 11,858 new jobs. This represents 86 percent of total invested capital and 74 percent of new job creation for 2013. The dominance of existing business expansion is perhaps the best endorsement a company can give to illustrate the success businesses experience in the Commonwealth’s innovative, pro-business environment.

Even more impressive, the top five projects overall for both new job creation and invested capital in 2013 were all made by expanding Virginia companies.

Amazon Web Services, a business unit within Amazon.com, was the top project for job creation in 2013, with 500 new positions. In August, the company hosted a grand opening reception at its new office in Fairfax County, marking a quick follow-up to its May announcement.

The new office location within the Dulles Technology Corridor provides a strong fit for Amazon Web Services, offering access to an advanced IT workforce and close proximity to government customers.

In addition, Amazon.com already has a strong presence in the Commonwealth. In 2011, the company announced it would establish two fulfillment centers in Central Virginia’s Chesterfield and Dinwiddie Counties for a total investment of \$135 million, creating more than 1,350 new jobs.

## 2013 New vs. Expansion

	Employment (No. of jobs)	Capital Investment (millions)	Number of Announcements
<b>New</b>			
Manufacturing Announcements	2,560	\$300.6	44
Nonmanufacturing Announcements	1,717	\$200.4	40
<b>Totals</b>	<b>4,277</b>	<b>\$501.0</b>	<b>84</b>
<b>Expansion</b>			
Manufacturing Announcements	3,872	\$1,207.2	87
Nonmanufacturing Announcements	7,986	\$1,896.8	150
<b>Totals</b>	<b>11,858</b>	<b>\$3,104.0</b>	<b>237</b>
<b>Virginia Totals</b>	<b>16,135</b>	<b>\$3,605.0</b>	<b>321</b>

# Professional Services is the Top Sector Again for Job Creation

Professional, Scientific and Technical Services, classified under NAICS code 541, once again led the way as the top sector for job creation in 2013, with 5,886 new positions. According to the U.S. Census Bureau, businesses in this sector rely on human capital as the major output. Companies in this sector tend to be service businesses, such as accounting, engineering, legal, computer design, technical consulting and scientific research firms. They are selling expertise and are highly dependent upon the knowledge and skills of their employees.

It comes as no surprise that this is the leading sector for job creation in the Commonwealth. Virginia's human capital pipeline is one of its strongest assets, and companies continue to praise the skill and dedication of their Virginia workforces. Virginia's expertise in the STEM industries is well-known. The U.S. Chamber of Commerce touted Virginia as the No. 1 state in STEM job concentration in its *Enterprising States 2013* study, and The TechAmerica Foundation once again esteemed Virginia as having the highest concentration of high-tech workers in the nation in its *Cyberstates 2013* report.

Cvent is one such company that has utilized Virginia's high-tech workforce from the beginning. Since its founding in the Commonwealth, the company has grown from a two-person start-up to a global, publicly-traded corporation that offers a leading cloud-based event management platform. In October, the company announced plans to expand and move its headquarters to the former SAIC headquarters building in Tysons Corner. The project is expected to create 400 new jobs over the next three years and retain more than 451 jobs in Virginia.



“This year’s announcement results, with particularly strong weightings in the professional services, technology and manufacturing sectors, confirm Virginia’s ability to deliver highly productive and skilled workers. Over the long run, this capability will help separate Virginia from its competitors.”

**Rob McClintock**  
VEDP Vice President  
of Research

## Top Five Projects by New Job Creation

Company Name	Location	Type	New Jobs	Investment (millions)
Amazon Web Services	Fairfax Co.	Expansion	500	\$9.5
Cvent	Fairfax Co.	Expansion	400	\$7.0
Greencore Group plc*	Stafford Co.	Expansion	350	\$5.8
Buchanan & Edwards	Arlington Co.	Expansion	300	\$4.0
StarTek, Inc.	Campbell Co.	Expansion	300	\$3.4

\* Indicates international headquarters

# VEDP Launches Going Global Defense Initiative



“International trade is the key to long-term business success.”

**Paul Grossman**

VEDP Vice President  
of International Trade

VEDP launched its Going Global Defense Initiative to mitigate the impact of defense spending cuts on Virginia’s economy, the nation’s leading state recipient of federal spending. The focus of VEDP’s international trade team is to assist Virginia businesses in capturing export opportunities overseas. As the U.S. federal government cuts back on defense spending, there are significant opportunities for Virginia’s defense companies to grow sales abroad.

VEDP received funding to assist Virginia’s defense-related companies that have been adversely affected by defense budget reductions. This grant will leverage the funds with VEDP’s international trade programs to promote the diversification of Virginia defense companies into new international markets, thereby ensuring long-term economic survival and continued ability to supply U.S. defense forces.

The Going Global initiative generated international sales for Virginia’s defense companies by providing the following:

- Market research
- International certification
- Export compliance
- Digital marketing
- Security market reports
- Export training
- International defense events

## INTERNATIONAL TRADE SNAPSHOT 2013

- In 2013, VEDP international trade graduated 27 companies and welcomed 25 new companies into the VALET program, which includes 50 companies at any one time.
- International trade participated in the State Trade and Export Promotion (STEP) Grant pilot program and helped 66 Virginia companies by arranging in-country market visits, translating marketing materials and developing international business plans. The STEP grant is made possible by the Small Business Administration as part of the Small Business Jobs Act of 2010, Section 1207.
- International trade led 13 trade missions to Singapore, Vietnam, Indonesia, Chile, Argentina, Canada, Germany, Australia, the United Kingdom, India, South Korea, Brazil, Colombia, Costa Rica, Australia, Poland and the Paris Air Show in France. A total of 96 companies participated.
- In addition, 42 Virginia companies used international trade to coordinate independent trade missions, which arranges face-to-face meetings with potential customers for Virginia exporters. Virginia companies traveled to China, Turkey, Germany, Chile, Brazil, Colombia, Singapore, Costa Rica, Indonesia, Canada, Mexico, India, Argentina, Japan, Israel, UAE and South Korea.
- International trade completed 126 internal research projects helping Virginia companies choose markets to enter, identify local partners, and manage shipping, legal and payment issues.
- International trade completed 245 market research projects for Virginia companies through its Global Network, a group of more than 55 in-country consultants contracted by VEDP.
- More than 215 business leaders attended the 65th Virginia Conference on World Trade in Williamsburg, the theme of which was, “Sixty-Five Years of Global Business Success.”

The Going Global initiative has reached capacity. To date, 158 Virginia companies have been accepted into the program, with 138 of those companies being new clients for VEDP international trade. VEDP has published two reports to help Virginia exporters in the cybersecurity and maritime industries, and plans to continue its training seminars in 2014. To learn more about the Going Global Defense Initiative, visit [www.ExportVirginia.org/defense](http://www.ExportVirginia.org/defense).

# Lead Generation Takes Center Stage

Building on the success of VEDP's call center operations, the Partnership launched a new lead generation program in 2013 that supports our business attraction marketing efforts with appointment setting services. The program replaces VEDP's traditional marketing mission program with a more responsive and flexible model. The primary objective of the call center lead generation campaign is to set telephone meetings between senior corporate prospects and VEDP business attraction managers. The managers qualify the prospects and determine if additional action is required prior to committing financial resources on travel. Through in-house and purchased data, VEDP's research team produces a target call list of approximately 4,000-6,000 companies each quarter in our geographic and vertical sector markets. The call center placed more than 60,000 calls in 2013, resulting in more than 250 appointments for our business attraction managers, and a steady pipeline of new opportunities for Virginia.

Continuing the momentum from its recent advertising success, VEDP launched two geo-targeted digital media campaigns in 2013 that focused on VEDP's key markets domestically and in the U.K., Germany and China. The campaigns will deliver more than 100 million impressions between January 2013 and June 2014. VEDP continues to see a direct correlation in website activity and geographic markets supported with advertising. The most impressive example of the correlation is a more than 1,200 percent increase in year-over-year website traffic originating from China between 2012 and 2013. *Forbes*, *The Wall Street Journal*, *The New York Times*, *Financial Times*, *CNN Money/Fortune International*, *Reuters*, *Guardian*, and ad networks through AdTheorent and Rocketfuel were some of the selected media outlets.

In October 2013, VEDP launched a redesigned website at [www.YesVirginia.org](http://www.YesVirginia.org) to reflect a more modern presence, streamline navigation and provide easier linkage to our social media outlets. We continued with our pay-per-click ads on Google and Bing to drive traffic to the website. In 2013, VEDP Web traffic was up again, with a 28 percent increase in total visits of 1.2 million and a 55 percent increase in unique visitors of 323,414.

VEDP continues to collaborate with its economic development and higher education partners on events and trade shows. The Port of Virginia site consultant tour, Paris Air Show, BIO International, CoreNet Global Summit and SelectUSA Investment Summit were all examples of showcasing a united Virginia presence, enhancing the Commonwealth's story in the global marketplace.



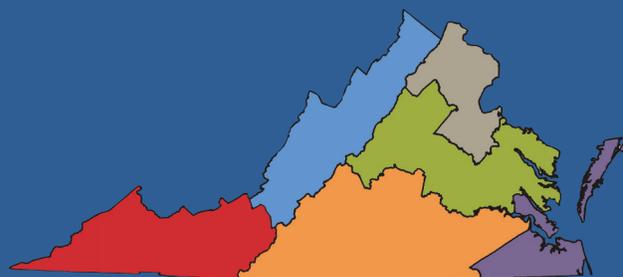
“VEDP's call center continues to play a vital role in VEDP's aggressive outreach marketing program. The call center placed more than 60,000 calls in 2013, resulting in more than 250 appointments for our business attraction managers, and a steady pipeline of new opportunities for Virginia.”

**Vince Barnett**  
VEDP Vice President  
of Communications &  
Promotions



A view of the redesigned  
[www.YesVirginia.org](http://www.YesVirginia.org)  
website, launched in October.

# Regional Breakout



## CENTRAL VIRGINIA

In 2013, Central Virginia attracted 2,446 jobs and \$503 million in investment. The region recorded 56 announcements for the year, 42 of which were expansions. Expansions of Central Virginia's existing firms accounted for 90 percent of the region's capital investment and 70 percent of the region's announced new jobs.

**New Jobs – 2,446**  
**Investment (millions) – \$503**  
**Projects – 56**

## HAMPTON ROADS

For the year, Hampton Roads registered announcements for 2,087 jobs and investment of \$527 million. Expansions were responsible for 37 of the region's 54 announcements in 2013, and 80 percent of Hampton Roads' new job creation. Representing an increase over recent years, 88 percent of the region's capital investment came from expanding companies.

**New Jobs – 2,087**  
**Investment (millions) – \$527**  
**Projects – 54**

## NORTHERN VIRGINIA

In 2013, Northern Virginia recorded announcements of 7,121 jobs and capital investment of \$1.37 billion, both up significantly from last year. Of the region's 118 announcements, 96 were for expansions. Existing firms in Northern Virginia accounted for 87 percent of its announced jobs and 95 percent of its capital investment.

**New Jobs – 7,121**  
**Investment (billions) – \$1.37**  
**Projects – 118**

## SOUTHERN VIRGINIA

During 2013, Virginia's Southern region recorded plans to create 2,136 jobs and investment of \$636 million. Of the region's 40 announcements, 27 were for expanding facilities. Expansions accounted for 83 percent of Southern Virginia's total capital investment, while announced new job creation was split nearly down the middle between new and expanding companies.

**New Jobs – 2,136**  
**Investment (millions) – \$636**  
**Projects – 40**

## VALLEY REGION

For 2013, this region's announcements totaled 1,068 jobs and \$453 million in investment. The Valley registered 28 announcements; 21 were expansions of existing facilities. Expansions accounted for 65 percent of the employment and 67 percent of the investment in the region.

**New Jobs – 1,068**  
**Investment (millions) – \$453**  
**Projects – 28**

## SOUTHWEST VIRGINIA

There were 23 announcements made in Virginia's Southwest region in 2013, 14 of which were expansions. The region's announcements are expected to create 1,277 jobs and investment of \$118 million. Southwest Virginia was the only region in which new projects outpaced expansions in both jobs and investment. New companies accounted for 64 percent of Southwest Virginia's jobs and 53 percent of the region's investment in 2013.

**New Jobs – 1,277**  
**Investment (millions) – \$118**  
**Projects – 23**

# Virginia Announcements of Employment Creation and Capital Investment 2013

Company Name	Location	Type	Business	New Jobs	Investment (millions)
James River Brewing Co.	Albemarle Co.	E	Craft beer brewery	0	\$0.70
<b>Albemarle Co. Total</b>			<b>1 announcement</b>	<b>0</b>	<b>\$0.70</b>
Arrowpoint Corporation	Alexandria	E	Provides IT and program management services	95	\$0.65
Carney, Inc.	Alexandria	E	Software developer; software that tracks and accelerates work performance	45	\$0.30
National Science Foundation (NSF)	Alexandria	E	HQ; supports and promotes fundamental scientific research	0	\$200.00
<b>Alexandria Total</b>			<b>3 announcements</b>	<b>140</b>	<b>\$200.95</b>
CakeBoxx Technologies	Amherst Co.	N	Door-less intermodal cargo shipping containers	33	\$0.90
Commercial Steel Erection (CSE)	Amherst Co.	E	Services the industrial market; provides crane, rigging and erection services	51	\$1.25
Greif	Amherst Co.	E	Corrugating medium and recycled linerboards	0	\$45.00
<b>Amherst Co. Total</b>			<b>3 announcements</b>	<b>84</b>	<b>\$47.15</b>
American Psychiatric Association	Arlington Co.	E	Psychiatric organization	60	\$0.00
Association for Unmanned Vehicle Systems International	Arlington Co.	E	Member association for government organizations, industry and academia	40	\$0.00
Bloomberg BNA	Arlington Co.	E	Subsidiary HQ; publisher of print and electronic news	100	\$0.00
Buchanan & Edwards	Arlington Co.	E	Information technology consulting and professional services provider	300	\$4.00
Distil, Inc.	Arlington Co.	E	Content protection network that identifies malicious Web scraping and mitigates content theft	46	\$0.22
Endgame, Inc.	Arlington Co.	E	Cybersecurity solutions	34	\$0.00
IBM Center for Community Security and Resilience	Arlington Co.	N	Provides research services to the Department of Homeland Security	16	\$0.10
Lookingglass Cyber Solutions, Inc.	Arlington Co.	N	Cyberthreat intelligence monitoring and management platform	30	\$1.00
Management Systems International (MSI)*	Arlington Co.	N	HQ; provide project consulting services and technical assistance	225	\$7.00
MIL Corporation	Arlington Co.	E	Provides financial management, system engineering and technical services to the federal government	10	\$0.00
Morgan Borszcz Consulting, LLC	Arlington Co.	E	Information technology and management consulting	62	\$0.77
Raytheon Company	Arlington Co.	E	Software and systems engineering	40	\$0.00
TechShop Inc.	Arlington Co.	N	Fabrication and prototyping studio	15	\$1.00
Thermopylae Sciences + Technology	Arlington Co.	E	Web-based geospatial capabilities, mobile software framework and applications, cloud computing	20	\$0.00
Wyle Aerospace Group	Arlington Co.	E	Program management and engineering services	15	\$0.00
<b>Arlington Co. Total</b>			<b>15 announcements</b>	<b>1,013</b>	<b>\$14.08</b>
Daikin McQuay*	Augusta Co.	E	Manufactures chillers for heating and AC units; testing and R&D lab	50	\$9.20
DASCOM Americas*	Augusta Co.	N	Industrial LED lighting, and printing company	20	\$0.00
Hollister Incorporated	Augusta Co.	E	Develops, manufactures and markets medical devices	0	\$29.60
Shamrock Farms	Augusta Co.	N	Milk processing	60	\$50.00
<b>Augusta Co. Total</b>			<b>4 announcements</b>	<b>130</b>	<b>\$88.80</b>
Babcock & Wilcox mPower, Inc.	Bedford Co.	E	mPower Integrated System Test facility; nuclear reactor R&D	12	\$13.00
Babcock & Wilcox Nuclear Energy, Inc.	Bedford Co.	E	Commercial nuclear energy services and engineering solutions	30	\$16.00
Central Virginia Manufacturers	Bedford Co.	N	Sheet metal fabrication	15	\$0.00
Simplimatic Automation, LLC	Bedford Co.	E	Manufactures conveyors and automation equipment for the assembly/packaging industries	10	\$4.00
Valley Processing	Bedford Co.	N	Custom rubber mixing solutions	62	\$2.00
<b>Bedford Co. Total</b>			<b>5 announcements</b>	<b>129</b>	<b>\$35.00</b>
W&B Fabricators, Inc.	Bland Co.	N	Manufactures mining machinery and equipment	50	\$3.10
<b>Bland Co. Total</b>			<b>1 announcement</b>	<b>50</b>	<b>\$3.10</b>
Altec Industries, Inc.	Botetourt Co.	E	Manufactures truck-mounted mobile equipment	96	\$2.24
Capco Machinery Systems, Inc.	Botetourt Co.	E	Manufactures roll grinders that are used in steel	30	\$4.20
Flying Mouse Brewery, LLC	Botetourt Co.	N	Brewery	15	\$0.94
<b>Botetourt Co. Total</b>			<b>3 announcements</b>	<b>141</b>	<b>\$7.38</b>
Shearer's Foods, Inc.	Bristol	E	Manufactures snack foods	25	\$4.75
<b>Bristol Total</b>			<b>1 announcement</b>	<b>25</b>	<b>\$4.75</b>
Banker Steel Company, LLC	Campbell Co.	E	Fabricates structural steel	50	\$2.45
StarTek, Inc.	Campbell Co.	E	Call center, customer services	300	\$3.40
<b>Campbell Co. Total</b>			<b>2 announcements</b>	<b>350</b>	<b>\$5.85</b>
Professional Solutions Delivered (ProSoDel)	Caroline Co.	E	Ladysmith Integration Facility, provides item unique identification marking	14	\$0.00
Truland Systems Corp.	Caroline Co.	N	Prefabrication, materials management and assembly, training	50	\$4.70
<b>Caroline Co. Total</b>			<b>2 announcements</b>	<b>64</b>	<b>\$4.70</b>
Classic Creations, LLC	Carroll Co.	N	High-tech screen printing, packaging, warehousing services to the apparel market	55	\$1.43
Virginia Produce Company	Carroll Co.	E	Agricultural produce wholesale	25	\$2.54
<b>Carroll Co. Total</b>			<b>2 announcements</b>	<b>80</b>	<b>\$3.97</b>
Atomized Products Group, Inc.	Chesapeake	N	Manufactures metal powders and battery expanders	26	\$4.30
DESMI*	Chesapeake	E	Pumps and pumping systems for the marine industry	34	\$1.90
Eska Graphic Board*	Chesapeake	E	Paperboard	18	\$0.55
Hamilton Consulting Corporation	Chesapeake	E	Provides IT consulting and management solutions	58	\$0.50
Oceaneering International Inc.	Chesapeake	E	Oilfield provider of engineered services and products	67	\$32.90
Sutherland Global Services	Chesapeake	E	Business process outsourcing and analytics services	275	\$6.87
<b>Chesapeake Total</b>			<b>6 announcements</b>	<b>478</b>	<b>\$47.02</b>
Air Water & Soil Laboratories Inc.	Chesterfield Co.	E	Environmental laboratory	0	\$1.50
Integrated Global Services, Inc.	Chesterfield Co.	E	HQ; metallurgical R&D, ceramic coatings and automated weld overlay systems	20	\$3.60
Marten Transport Ltd.	Chesterfield Co.	E	Regional/over-the-road trucking services	127	\$11.70
Medline Industries, Inc.	Chesterfield Co.	N	Medical supply distribution	27	\$26.00
Sabra Dipping Company, LLC*	Chesterfield Co.	E	Manufactures hummus and vegetable dips	140	\$86.00
Wako Chemicals USA Inc.*	Chesterfield Co.	E	Specialty chemicals	0	\$0.60
<b>Chesterfield Co. Total</b>			<b>6 announcements</b>	<b>314</b>	<b>\$129.40</b>
MODA Hardwood Flooring	Clarke Co.	N	Wood flooring	17	\$0.25
<b>Clarke Co. Total</b>			<b>1 announcement</b>	<b>17</b>	<b>\$0.25</b>
Applied Research in Acoustics (ARIa)	Culpeper Co.	N	Research and development in acoustics	10	\$0.00
Hardwood Artisans	Culpeper Co.	E	Manufactures hand-crafted wood furniture	30	\$0.31
Tanom Motors LLC	Culpeper Co.	N	Autocycle assembly line and distributor; 3-wheel motorcycle	300	\$0.00

Company Name	Location	Type	Business	New Jobs	Investment (millions)
TE Connectivity*	Culpeper Co.	E	Manufactures communication cables and wire for harsh environments, including undersea	30	\$15.40
Toll Integrated Systems	Culpeper Co.	N	Roof trusses, wood panels, other building materials	30	\$5.00
Verizon Wireless	Culpeper Co.	E	Data center; data hosting services	50	\$150.00
<b>Culpeper Co. Total</b>			<b>6 announcements</b>	<b>450</b>	<b>\$170.71</b>
AllergEase LLC	Danville	N	All-natural herbal lozenges; warehouse/distribution	150	\$7.50
Columbia Flooring	Danville	E	Manufactures hardwood and laminate flooring	40	\$3.00
JTI Leaf Services*	Danville	E	Tobacco processing	10	\$7.50
Macerata Wheels LLC	Danville	N	Custom wheels for automobiles and motorcycles	100	\$0.00
Nestlé Refrigerated Foods*	Danville	E	Manufactures refrigerated cookie dough, pasta and sauce	50	\$2.70
North American Mold Technology (NAMT)	Danville	N	Produces and refurbishes molds used in the manufacture of tires	120	\$4.35
Zeyuan Flooring International Corp.*	Danville	N	Wood flooring	100	\$15.00
<b>Danville Total</b>			<b>7 announcements</b>	<b>570</b>	<b>\$40.05</b>
Agri-Nutrients Associates, LLC	Dinwiddie Co.	N	Granulated fertilizer manufacturing plant	25	\$6.00
Iluka Resources*	Dinwiddie Co.	N	Mineral sands mining; produces zircon and titanium dioxide	86	\$67.00
Nelson Westerberg	Dinwiddie Co.	N	Manages relocation services for domestic, international, corporate and military clients	75	\$0.00
<b>Dinwiddie Co. Total</b>			<b>3 announcements</b>	<b>186</b>	<b>\$73.00</b>
AdJuggler	Fairfax Co.	E	SaaS-based digital ad management systems	31	\$0.10
Altruista Health	Fairfax Co.	E	Management solutions for health plans and providers	12	\$0.00
Amazon Web Services	Fairfax Co.	E	Provides cloud computing services, Web hosting, application hosting, storage and backup	500	\$9.50
American Technology Services, Inc. (ATS)	Fairfax Co.	E	Information technology services and consulting	20	\$0.00
Ampcus Inc.	Fairfax Co.	E	Provides technology consulting and related IT services	96	\$0.00
Ascom Network Testing*	Fairfax Co.	E	Provides on-site wireless communication	15	\$0.00
Belmora LLC	Fairfax Co.	N	Manufactures nonprescription drugs	30	\$1.00
Buller Group, LLC	Fairfax Co.	E	Provides recruiting, subcontracting and human resource-related advisory services	250	\$0.25
Capgemini U.S. LLC*	Fairfax Co.	E	Government consulting	20	\$0.00
Carahsoft Technology Corp.	Fairfax Co.	E	Government IT solutions provider	115	\$0.00
Centurion Research Solutions	Fairfax Co.	E	Business intelligence and analytics; helps contractors win more government business	10	\$0.00
Clarabridge	Fairfax Co.	E	Sentiment and text analytics software	88	\$0.00
Cochrane International*	Fairfax Co.	N	Manufactures physical barrier protection products	20	\$5.00
Command Security Corporation	Fairfax Co.	N	HQ; uniformed security services	30	\$0.00
CommTouch*	Fairfax Co.	E	HQ; provides Internet security technology and cloud-based services	10	\$0.00
comScore, Inc.	Fairfax Co.	E	Marketing analysis services on Internet buying	75	\$0.00
Cvent	Fairfax Co.	E	HQ; cloud-based event management platform	400	\$7.00
Delex Systems, Inc.	Fairfax Co.	E	IT consulting	61	\$0.00
Digicon Corporation	Fairfax Co.	E	HQ; network application and systems integration services	84	\$0.00
Digital Signal Corporation (DSC)	Fairfax Co.	E	Three-dimensional (3D) long-range facial recognition solutions	225	\$0.38
Dimension Data*	Fairfax Co.	E	Provides specialist IT services and solutions	85	\$0.00
eKuber Ventures, Inc.	Fairfax Co.	E	IT consulting	25	\$0.00
Exostar	Fairfax Co.	E	Systems integration	25	\$0.00
FrontPoint Security	Fairfax Co.	E	Nationwide provider of interactive wireless home security systems	179	\$0.00
Headstrong Corporation*	Fairfax Co.	E	Provides IT consulting to financial markets	12	\$0.00
Intellinote Inc.	Fairfax Co.	N	Software application specializing in note-taking and notes management	10	\$0.00
Internet Society	Fairfax Co.	E	Member association that promotes the open development, evolution and use of the Internet	12	\$0.00
IQ Business Group	Fairfax Co.	N	Cloud-based solutions	28	\$0.00
LGS Innovations	Fairfax Co.	E	Networking solutions to U.S. federal government	15	\$0.00
Mandiant Corporation	Fairfax Co.	E	IT threat detection and response solutions; security incident response management	80	\$0.00
Matt Martin Real Estate Management	Fairfax Co.	E	Regional office, government and investment real estate services	10	\$0.00
MAXIMUS, Inc.	Fairfax Co.	E	Provides administrative solutions to improve government-sponsored benefit programs	50	\$0.00
Mellanox Federal Systems*	Fairfax Co.	E	Government IT networking solutions	10	\$0.00
MicroPact Inc.	Fairfax Co.	E	Develops case management and business process management software	70	\$0.00
Millennium Enterprise Corp. (M.E.C.)	Fairfax Co.	E	Custom software development	38	\$0.15
Mirixa Corporation	Fairfax Co.	E	Provides medication therapy management (MTM) and targeted, pharmacist-delivered services to health plans	10	\$0.00
Modus Create, Inc.	Fairfax Co.	E	Provides application development and consulting services	13	\$0.00
Navigant Consulting, Inc.	Fairfax Co.	E	Management consulting services	50	\$0.00
nexGrēn, Inc.	Fairfax Co.	E	Green technology solutions provider	5	\$0.50
Nexius Solutions, Inc.	Fairfax Co.	E	Provides end-to-end wireless services and software solutions	25	\$0.00
OBXtek Inc.	Fairfax Co.	E	Provides information technology engineering and support, program management, software development	65	\$0.00
Onyx Government Services, Inc.	Fairfax Co.	E	Information technology, database and COTS integration, custom software development	274	\$0.35
Optimos, Inc.	Fairfax Co.	E	Provides strategy and enterprise information technology services	13	\$0.00
Pleasant Valley Business Solutions, LLC	Fairfax Co.	E	Enterprise resource planning	16	\$0.23
PublicRelay	Fairfax Co.	E	Media monitoring and analytics solutions and software	93	\$0.25
QuarkSoft USA, LLC*	Fairfax Co.	N	Provides software solutions	232	\$0.16
RCG, Inc.	Fairfax Co.	E	IT engineering, integration, security and network design	15	\$0.00
Red Hat	Fairfax Co.	E	Provides open source software and solutions	110	\$1.70
Red River	Fairfax Co.	N	Public sector HQ; federal information technology (IT) services provider	30	\$0.00
Resonate Networks Inc.	Fairfax Co.	E	HQ; online advertising and media, audience management platform	48	\$0.00
Sevatec, Inc.	Fairfax Co.	E	Management and technology consulting services	86	\$0.00
SICPA Securink Corp.*	Fairfax Co.	E	North American HQ; manufactures printing ink	15	\$18.60
Spear, Inc.	Fairfax Co.	E	Provides information technology solutions, management consulting, business process outsourcing	13	\$0.00
Strategic Operational Solutions, Inc. (STOPSO)	Fairfax Co.	E	IT strategy and management consulting	70	\$0.00
Surefire Social	Fairfax Co.	E	Personalized digital marketing; Internet marketing services	10	\$0.00
Tatum U.S.*	Fairfax Co.	E	Management and advisory services	25	\$0.00
Team Velocity Marketing, LLC	Fairfax Co.	E	Provides data research and marketing services to the automotive industry	65	\$2.00

Company Name	Location	Type	Business	New Jobs	Investment (millions)
TriVision Studios, Inc.*	Fairfax Co.	E	Global media, advertising and entertainment studio	10	\$0.00
Unissant, Inc.	Fairfax Co.	E	Information management	20	\$0.00
VBrick Systems, Inc.	Fairfax Co.	N	HQ; provides solutions for the management and distribution of streaming media	25	\$0.00
WashingtonFirst Bank	Fairfax Co.	E	HQ; banking and mortgage services	28	\$0.00
Zantech IT Services, Inc.	Fairfax Co.	E	Software engineering, application development, IT service management	249	\$0.00
<b>Fairfax Co. Total</b>			<b>62 announcements</b>	<b>4,356</b>	<b>\$47.17</b>
Hollingsworth & Vose Company	Floyd Co.	E	Non-woven fabrics for the window covering industry	17	\$6.10
<b>Floyd Co. Total</b>			<b>1 announcement</b>	<b>17</b>	<b>\$6.10</b>
Dormeo Octaspring*	Frederick Co.	N	Manufactures and distributes mattresses	20	\$1.00
H.P. Hood Inc.	Frederick Co.	E	Dairy products; ultra-high-temperature processing	75	\$84.60
Miller Milling Company	Frederick Co.	E	Grain mill and storage	0	\$15.40
Miller Milling Company	Frederick Co.	E	Grain mill and storage	0	\$30.00
Pactiv Corporation*	Frederick Co.	E	Corrugated containers	25	\$5.00
<b>Frederick Co. Total</b>			<b>5 announcements</b>	<b>120</b>	<b>\$136.00</b>
CarMax Inc.	Goochland Co.	E	HQ; national car dealership chain	50	\$0.00
<b>Goochland Co. Total</b>			<b>1 announcement</b>	<b>50</b>	<b>\$0.00</b>
Med-Fit Systems, Inc.	Grayson Co.	E	Nautilus brand exercise equipment	50	\$0.10
<b>Grayson Co. Total</b>			<b>1 announcement</b>	<b>50</b>	<b>\$0.10</b>
ABB Inc.*	Halifax Co.	E	Manufactures liquid-cooled transformers	25	\$2.00
Comfort Systems USA (MidAtlantic), Inc.	Halifax Co.	E	Provider of commercial, industrial and institutional HVAC services	5	\$0.56
<b>Halifax Co. Total</b>			<b>2 announcements</b>	<b>30</b>	<b>\$2.56</b>
Avdex Corporation	Hampton	E	Metal fabrication	0	\$1.67
Bay Disposal and Recycling	Hampton	E	Materials recovery facility	32	\$1.50
Carson Helicopters	Hampton	N	Manufactures aircraft parts	20	\$0.50
Cosentino S.A.*	Hampton	N	Distributes stone and stone-like materials used in countertops	17	\$2.28
DLBA Robotics, Ltd.	Hampton	E	Molds/patterns for marine, rail, aerospace wind generation equipment	0	\$0.50
Liebherr Mining Equipment Newport News Co.*	Hampton	E	Construction and mining equipment	0	\$10.00
Threat Tec, LLC	Hampton	E	Military consulting services	12	\$0.00
<b>Hampton Total</b>			<b>7 announcements</b>	<b>81</b>	<b>\$16.45</b>
Alliance Machine and Engraving, LLC	Hanover Co.	E	Manufactures embossers, embossing machines, extrusion machinery, engraved rolls, etc.	10	\$0.18
Delta Pure Filtration	Hanover Co.	E	Manufactures cartridge filtration solutions; standard and custom filters	15	\$1.00
FedEx Corporation	Hanover Co.	E	Distribution center, parcel shipping	0	\$4.00
Hanover Foils, LLC	Hanover Co.	E	Converts foils for the confectionery industry	18	\$0.50
Republic National Distributing Co.	Hanover Co.	E	Distribution of wine and spirits	0	\$1.90
Republic National Distributing Co.	Hanover Co.	E	Distribution of wine and spirits	0	\$15.10
The Peggs Company	Hanover Co.	E	Reconditioned shopping cart distribution	99	\$2.90
Tyson Foods Inc.	Hanover Co.	E	Poultry processing	120	\$14.00
Virginia Crane (Foley Material Handling)	Hanover Co.	E	Manufactures industrial cranes	20	\$1.50
<b>Hanover Co. Total</b>			<b>9 announcements</b>	<b>282</b>	<b>\$41.08</b>
Ariake USA*	Harrisonburg	E	Manufactures stocks, bouillons and natural meat flavorings	4	\$6.20
Shenandoah Processing LLC	Harrisonburg	N	Organic poultry processing	102	\$2.20
<b>Harrisonburg Total</b>			<b>2 announcements</b>	<b>106</b>	<b>\$8.40</b>
Aditya Birla Minacs*	Henrico Co.	N	Business process outsourcing, IT outsourcing	250	\$2.00
Best Bully's	Henrico Co.	E	Manufactures and distributes pet treats	40	\$1.00
Blue Bell Creameries	Henrico Co.	N	Warehouse and distribution of ice cream products	20	\$0.50
CapTech Ventures, Inc.	Henrico Co.	E	Technology consulting provider	100	\$0.00
Central Virginia Health Network	Henrico Co.	E	Laboratory	7	\$2.00
Design Ready Controls	Henrico Co.	E	Original design manufacturer (ODM) providing control panel and harness solutions	42	\$0.00
Dominion Packaging	Henrico Co.	E	Manufactures printed paper products	113	\$45.00
GENETWORX, LLC	Henrico Co.	E	Pharmacogenomic testing devices and kits	200	\$3.00
Health Diagnostic Laboratories, Inc.	Henrico Co.	E	Warehouse and shipping department for biorelated products	0	\$0.20
Innovative Diagnostic Laboratory, LLP (IDL)	Henrico Co.	E	Laboratory services, testing, research for cardiovascular health management and improvement	45	\$1.50
Kosmo Machine, Inc.	Henrico Co.	E	Manufactures precision machine parts	0	\$2.00
Pelon's Baja Salsa	Henrico Co.	E	Salsa and guacamole	10	\$0.75
Stalwart Films*	Henrico Co.	N	Film production company	15	\$0.59
The Travelers Cos. Inc.	Henrico Co.	E	Regional HQ; customer service, underwriting, claims and information technology	0	\$8.00
Triad Isotopes	Henrico Co.	N	Made-to-order pharmaceuticals	8	\$0.50
Wellborn + Wright	Henrico Co.	E	Wood flooring, wall paneling, cabinets, doors, chairs	0	\$0.95
WorldStrides	Henrico Co.	E	Educational travel company	25	\$1.00
<b>Henrico Co. Total</b>			<b>17 announcements</b>	<b>875</b>	<b>\$68.99</b>
Bassett Furniture Industries, Inc.	Henry Co.	E	Manufactures custom furniture	25	\$1.50
Eastman Chemical Company	Henry Co.	E	Manufactures window films for the automotive and architectural markets	25	\$40.00
Kimball Hospitality	Henry Co.	E	Hospitality furniture production; administrative offices	45	\$1.00
Monogram Snacks	Henry Co.	E	Meat snacks	100	\$0.00
Stone Dynamics	Henry Co.	E	Fabricates marble and granite into various shapes, sizes and thicknesses and edge design	44	\$1.00
<b>Henry Co. Total</b>			<b>5 announcements</b>	<b>239</b>	<b>\$43.50</b>
Franklin Lumber, LLC	Isle of Wight Co.	N	Southern yellow pine lumber	72	\$14.80
<b>Isle of Wight Co. Total</b>			<b>1 announcement</b>	<b>72</b>	<b>\$14.80</b>
Anheuser-Busch InBev*	James City Co.	E	Beer brewery	0	\$10.00
Greystone, Inc.	James City Co.	E	Metal plating of components	34	\$1.50
<b>James City Co. Total</b>			<b>2 announcements</b>	<b>34</b>	<b>\$11.50</b>
Fresh Tulips USA, LLC	King George Co.	E	Grows and distributes hydroponic tulips	100	\$3.00
<b>King George Co. Total</b>			<b>1 announcement</b>	<b>100</b>	<b>\$3.00</b>
Elite Apparel USA	Lee Co.	N	Apparel (shirts)	25	\$0.39
<b>Lee Co. Total</b>			<b>1 announcement</b>	<b>25</b>	<b>\$0.39</b>

Company Name	Location	Type	Business	New Jobs	Investment (millions)
Abbyson Living	Loudoun Co.	N	Warehouse and distribution; furniture	50	\$0.00
Corporate Office Properties Trust (COPT)	Loudoun Co.	E	Data center	45	\$300.00
Cuisine Solutions	Loudoun Co.	E	Manufactures fully-cooked, frozen entrees and sauces	30	\$29.52
Digital Realty Trust, Inc.	Loudoun Co.	E	Data center	15	\$20.00
Digital Realty Trust, Inc.	Loudoun Co.	E	Data center	50	\$150.00
DRT-3	Loudoun Co.	E	Data center	10	\$0.20
Equinix, Inc.	Loudoun Co.	E	Data center	35	\$0.30
Gauge Works, LLC	Loudoun Co.	E	Plastic thermoforming/machining operations; sheet metal fabrication	10	\$0.40
L-3 Unmanned Systems	Loudoun Co.	N	Manufactures unmanned systems	40	\$1.00
M.C. Dean, Inc.	Loudoun Co.	E	HQ; electrical design-build and systems integration	0	\$1.50
Monogram Systems - TIA Division*	Loudoun Co.	E	Galley insert equipment and parts, fusing systems and components for use on aircraft	10	\$1.00
Perceptive Software (Lexmark International)	Loudoun Co.	E	Data capture and enterprise search solutions	30	\$0.50
Premium Rx National	Loudoun Co.	N	Wholesaler of pharmaceutical and medical supplies	5	\$0.30
RagingWire Enterprise Solutions, Inc.	Loudoun Co.	E	Data center; managed IT services provider	5	\$145.00
RagingWire Enterprise Solutions, Inc.	Loudoun Co.	E	Data center; managed IT services provider	45	\$5.00
Raytheon Intelligence, Information and Services (IIS)	Loudoun Co.	E	Warehouse; aerospace information systems, defense contractor	1	\$0.50
RxAlly, LLC	Loudoun Co.	E	Nationwide alliance and network of pharmacies	150	\$1.00
United Airlines	Loudoun Co.	N	Aircraft maintenance hangar	0	\$45.00
Voodoo Lunchbox, Inc.	Loudoun Co.	E	Multi-tenant cloud analytic platform; digital insights and analytics services	27	\$1.25
Wikipedia	Loudoun Co.	N	Data center	5	\$0.30
<b>Loudoun Co. Total</b>			<b>20 announcements</b>	<b>563</b>	<b>\$702.77</b>
Faulconer Construction Company	Louisa Co.	E	HQ; site and heavy civil contractor	0	\$3.20
Patriot Aluminum Products LLC	Louisa Co.	E	Manufactures aluminum conduit	0	\$1.50
Trae-Fuels LLC	Louisa Co.	N	Wood pellet mill	30	\$2.30
<b>Louisa Co. Total</b>			<b>3 announcements</b>	<b>30</b>	<b>\$7.00</b>
Porter's Group, LLC	Lynchburg	N	Produces fabricated metal products; safes and related products and parts	120	\$1.80
<b>Lynchburg Total</b>			<b>1 announcement</b>	<b>120</b>	<b>\$1.80</b>
AREVA NP, Inc.*	Lynchburg/ Campbell Co.	E	Nuclear power products and services	12	\$26.30
<b>Lynchburg/Campbell Co. Total</b>			<b>1 announcement</b>	<b>12</b>	<b>\$26.30</b>
Micron Technology, Inc.	Manassas	E	Semiconductor components; memory chip production	216	\$49.74
<b>Manassas Total</b>			<b>1 announcement</b>	<b>216</b>	<b>\$49.74</b>
Arrington Performance Products LLC	Martinsville	E	Builds HEMI engines and custom performance parts	8	\$1.50
Faneuil, Inc.	Martinsville	E	Customer service center	100	\$1.00
Solid Stone Fabrics	Martinsville	E	Manufactures and distributes fabrics	16	\$1.00
<b>Martinsville Total</b>			<b>3 announcements</b>	<b>124</b>	<b>\$3.50</b>
Microsoft Corp.	Mecklenburg Co.	E	Data center	30	\$348.00
<b>Mecklenburg Co. Total</b>			<b>1 announcement</b>	<b>30</b>	<b>\$348.00</b>
1901 Group	Montgomery Co.	E	Managed IT services provider	45	\$0.13
Atomic Axis	Montgomery Co.	N	iOS development, mobile solutions and apps	30	\$0.15
Polymer Solutions Incorporated	Montgomery Co.	E	Laboratory, chemical analysis, physical testing, research and development and litigation services	5	\$2.90
Rackspace Hosting	Montgomery Co.	E	Open cloud services; IT hosting operation	100	\$5.50
<b>Montgomery Co. Total</b>			<b>4 announcements</b>	<b>180</b>	<b>\$8.68</b>
Bold Rock Hard Cider	Nelson Co.	E	Hard apple cider	0	\$4.00
Devils Backbone Brewing (Mountain View Brewery)	Nelson Co.	N	Brewery	0	\$3.05
<b>Nelson Co. Total</b>			<b>2 announcements</b>	<b>0</b>	<b>\$7.05</b>
Canon Virginia Inc.*	Newport News	E	Manufactures toner for Canon copiers	0	\$27.00
Ferguson Enterprises Inc.*	Newport News	E	Subsidiary HQ; distribution center, bathroom fixtures	0	\$2.60
High Liner Foods Inc.*	Newport News	E	Seafood processing; frozen seafood products	57	\$6.60
Liebherr Mining Equipment Newport News Co.*	Newport News	E	N.A. HQ; manufactures construction and mining equipment	174	\$45.43
Newport News Industrial Corp. (NNI)	Newport News	E	Fabricate, assemble, inspect and transport nuclear shield building wall panels	50	\$10.00
<b>Newport News Total</b>			<b>5 announcements</b>	<b>281</b>	<b>\$91.63</b>
Bauer Compressors Inc.*	Norfolk	E	U.S. HQ; air and industrial compressors	130	\$15.00
<b>Norfolk Total</b>			<b>1 announcement</b>	<b>130</b>	<b>\$15.00</b>
Bayshore Concrete Products	Northampton Co.	E	Producer of quality precast concrete products	100	\$0.00
<b>Northampton Co. Total</b>			<b>1 announcement</b>	<b>100</b>	<b>\$0.00</b>
AAI Corporation	Nottoway Co.	N	Provides training, remanufacturing and logistics services for unmanned air systems	75	\$1.00
American Bluesky Lumber	Nottoway Co.	N	Hardwood lumber	15	\$1.08
<b>Nottoway Co. Total</b>			<b>2 announcements</b>	<b>90</b>	<b>\$2.08</b>
Homestead Building Systems, Inc. (HBS)	Orange Co.	N	Engineered wood products, lumber, sheathing	40	\$4.50
<b>Orange Co. Total</b>			<b>1 announcement</b>	<b>40</b>	<b>\$4.50</b>
The Results Companies	Patrick Co.	E	Customer service center; life and health insurance	80	\$0.00
<b>Patrick Co. Total</b>			<b>1 announcement</b>	<b>80</b>	<b>\$0.00</b>
Amsted Rail Company, Inc.	Petersburg	E	Tapered roller bearings	104	\$37.50
<b>Petersburg Total</b>			<b>1 announcement</b>	<b>104</b>	<b>\$37.50</b>
Dan River Plants, LLC (DRP)	Pittsylvania Co.	E	Creates, clones and grows ornamental plants and biorenewable feedstock	27	\$1.30
Virginia Candle Company	Pittsylvania Co.	E	Warehouse, distribution, manufacturing; candles	15	\$0.00
<b>Pittsylvania Co. Total</b>			<b>2 announcements</b>	<b>42</b>	<b>\$1.30</b>
Marine Specialty Painting	Portsmouth	E	Ship repair	15	\$0.30
<b>Portsmouth Total</b>			<b>1 announcement</b>	<b>15</b>	<b>\$0.30</b>
Tri-Boro Shelving & Partition Corp.	Prince Edward Co.	E	Metal shelving, stock carts, work benches and other storage products	25	\$4.50
<b>Prince Edward Co. Total</b>			<b>1 announcement</b>	<b>25</b>	<b>\$4.50</b>
Service Center Metals	Prince George Co.	E	Compact remelt plant	30	\$17.00
<b>Prince George Co. Total</b>			<b>1 announcement</b>	<b>30</b>	<b>\$17.00</b>
Albert Tire	Prince William Co.	N	Tire distribution	14	\$1.79
Berkley Net Underwriters, LLC	Prince William Co.	E	Corporate HQ; Provides automated specialty insurance solutions	14	\$3.50

Company Name	Location	Type	Business	New Jobs	Investment (millions)
MCL Systems Limited	Prince William Co.	E	Software solutions for telecommunication firms and business process management	10	\$0.16
Momentum Aviation Group (MAG)	Prince William Co.	N	Provides specialty aviation, aerial surveillance and ISR support and training	55	\$2.38
Universal Dynamics, Inc.*	Prince William Co.	E	N.A. HQ; designs/manufactures/installs auxiliary products for the plastics processing industry	0	\$6.00
Zeiders Enterprises, Inc.	Prince William Co.	E	HQ; social services management provider	64	\$6.60
<b>Prince William Co. Total</b>			<b>6 announcements</b>	<b>157</b>	<b>\$20.43</b>
Blue Bird Resins/Blue Bird Recycling	Pulaski Co.	E	Industrial recycling operation dedicated to converting waste-to-scrap commodity	10	\$0.50
Falls Stamping & Welding, Inc.	Pulaski Co.	N	Metal stamping for the automotive, trucking and non-automotive markets	112	\$5.70
INTER Materials, LLC	Pulaski Co.	E	Light weight ballistic helmets; anti-reflective, scratch- and abrasion-resistant coatings	10	\$0.50
Korona S.A.*	Pulaski Co.	N	Candles	170	\$18.30
Red Sun Farms*	Pulaski Co.	N	Greenhouse tomato production; hydroponic vegetables	205	\$30.00
<b>Pulaski Co. Total</b>			<b>5 announcements</b>	<b>507</b>	<b>\$55.00</b>
Dominion Transmission Inc.	Richmond City	E	Provides gas processing, transportation and storage services	100	\$0.00
Englewood Enterprises	Richmond City	N	Rail transloading facility for biofuels/ethanol from railcar to pipeline	6	\$3.50
Schneider Laboratories Global, Inc.	Richmond City	E	Testing laboratory; certified test kits	12	\$0.10
UNOS (United Network for Organ Sharing)	Richmond City	E	HQ; Organ donation coordination	47	\$5.00
<b>Richmond City Total</b>			<b>4 announcements</b>	<b>165</b>	<b>\$8.60</b>
Helena Chemical Company	Richmond Co.	E	Distributor of crop protection and crop production inputs	0	\$0.18
<b>Richmond Co. Total</b>			<b>1 announcement</b>	<b>0</b>	<b>\$0.18</b>
R&K Solutions, Inc.	Roanoke City	E	Facilities and real property management software	21	\$0.30
Virginia Transformer Corp.	Roanoke City	E	Power transformers	150	\$1.00
<b>Roanoke City Total</b>			<b>2 announcements</b>	<b>171</b>	<b>\$1.30</b>
Ardagh Group*	Roanoke Co.	N	Metal packaging manufacturing for the food and beverage industry	96	\$93.50
Atlas, an Americold subsidiary	Roanoke Co.	E	Warehouse/distribution; refrigerated foods	100	\$4.30
CANLINE-Systems*	Roanoke Co.	N	Manufactures automated conveyor systems using magnetic and vacuum technologies	22	\$1.00
Coca-Cola Bottling Co. Consolidated	Roanoke Co.	E	Warehouse and logistics center	0	\$7.00
Optical Cable Corp.	Roanoke Co.	E	Fiber-optic cable	25	\$1.00
Tecton Products LLC	Roanoke Co.	E	Manufactures custom fiberglass pultrusions for windows	47	\$0.80
<b>Roanoke Co. Total</b>			<b>6 announcements</b>	<b>290</b>	<b>\$107.60</b>
Devils Backbone Brewing (Mountain View Brewery)	Rockbridge Co.	E	Brewery	0	\$0.20
<b>Rockbridge Co. Total</b>			<b>1 announcement</b>	<b>0</b>	<b>\$0.20</b>
SRI International	Rockingham Co.	E	Center for Advanced Drug Research	0	\$2.80
SYSCO Corp.	Rockingham Co.	E	Distribution center, food services	6	\$24.00
WhiteWave Foods Company	Rockingham Co.	E	Plant-based foods and beverages, coffee creamers and beverages and premium dairy products	36	\$69.80
<b>Rockingham Co. Total</b>			<b>3 announcements</b>	<b>42</b>	<b>\$96.60</b>
Steel Fab*	Russell Co.	E	Manufactures pressure vessels and line tanks	50	\$1.50
<b>Russell Co. Total</b>			<b>1 announcement</b>	<b>50</b>	<b>\$1.50</b>
Tempur Sealy International, Inc.	Scott Co.	E	Foam mattresses and pillows	42	\$13.30
VFP Inc.	Scott Co.	E	Builds concrete buildings for cell tower sites	50	\$3.50
<b>Scott Co. Total</b>			<b>2 announcements</b>	<b>92</b>	<b>\$16.80</b>
Liaoyang Ningfeng Woodenware Co., Ltd. (New Ridge, LLC)*	Smyth Co.	N	Manufactures furniture components	125	\$2.10
<b>Smyth Co. Total</b>			<b>1 announcement</b>	<b>125</b>	<b>\$2.10</b>
AMAC Leasing LLC	Southampton Co.	N	Aggregate distribution facility and asphalt manufacturing	26	\$5.60
Hampton Farms/Severn Peanut Company	Southampton Co.	N	Peanut butter production	60	\$5.50
<b>Southampton Co. Total</b>			<b>2 announcements</b>	<b>86</b>	<b>\$11.10</b>
Greencore Group plc*	Stafford Co.	E	Manufactures convenience foods, packaged sandwiches and other food products	350	\$5.75
<b>Stafford Co. Total</b>			<b>1 announcement</b>	<b>350</b>	<b>\$5.75</b>
Applied Technical Systems (ATS)	Suffolk	E	Data analysis and software development	20	\$0.00
Blue Bell Creameries	Suffolk	N	Transfer station; ice cream products	10	\$0.50
Continental Terminals Inc.	Suffolk	E	Coffee roasting, sorting, storage, blending and distribution	20	\$5.00
Lipton*	Suffolk	E	Tea, bagged and instant	0	\$96.20
Mills Marine & Ship Repair, LLC	Suffolk	E	Ship maintenance, repair, facility services and shipboard components	142	\$3.00
<b>Suffolk Total</b>			<b>5 announcements</b>	<b>192</b>	<b>\$104.70</b>
Acosta, Inc.	Virginia Beach	E	Provides sales and marketing services to consumer packaged goods companies	20	\$0.35
Advanced Engineering Consultants	Virginia Beach	N	Technology engineering design services	13	\$0.00
Arc Granite & Marble	Virginia Beach	N	Distribution of architectural stone products	5	\$0.15
Architectural Graphics Inc.	Virginia Beach	E	Architectural quality interior and exterior sign systems	125	\$17.35
Atlas North America (Atlas NA)*	Virginia Beach	N	Manufactures underwater defense vehicles	5	\$0.51
AvalonBay Communities, Inc.	Virginia Beach	E	National customer care center, real estate investment trust	52	\$1.50
Avis Budget Group, Inc.	Virginia Beach	E	National processing center; regional shared services center; rental car supplier	25	\$0.00
BFPE International	Virginia Beach	E	Regional headquarters; full-service fire protection and security system firm	30	\$0.95
Chartway Federal Credit Union	Virginia Beach	E	Corporate headquarters for national credit union	0	\$11.50
Franklin Johnson Group	Virginia Beach	N	Corporate HQ; East Coast multifamily development group	30	\$0.10
Global Supply Solutions (GSS Gear)	Virginia Beach	E	Supplier of tactical and outdoor gear	11	\$0.10
Green Flash Brewing	Virginia Beach	N	Manufactures craft beers	42	\$20.00
IMAGINIT Technologies	Virginia Beach	E	Technology consulting, provider of engineering enterprise solutions	5	\$0.10
KCK Enterprises	Virginia Beach	N	Import and distribution of absorbent medical supplies	10	\$0.10
KOSTER American Corp.*	Virginia Beach	E	U.S. HQ; distribution of waterproofing construction materials and other building products	6	\$4.60
Liberty Tax Services	Virginia Beach	E	Corporate HQ; financial services	26	\$0.00
Lindab Building Products*	Virginia Beach	N	NA HQ; building productions division	5	\$0.15
PHH Arval	Virginia Beach	N	Provides financial and management services for commercial vehicle fleets	10	\$0.15
PRUFREX Innovative Power Products GmbH*	Virginia Beach	N	U.S. HQ; digital ignition systems and electronic control units for the automotive and electric and cordless power industries	60	\$7.33
Swift Air Logistics	Virginia Beach	E	Air freight and line haul trucking	0	\$0.10
Urology of Virginia	Virginia Beach	E	Chemotherapeutic treatment and medical device R&D	66	\$17.80
<b>Virginia Beach Total</b>			<b>21 announcements</b>	<b>546</b>	<b>\$82.84</b>

Company Name	Location	Type	Business	New Jobs	Investment (millions)
Axalta Coating Systems	Warren Co.	E	Manufactures high-technology paint for automotive aftermarket	0	\$4.50
<b>Warren Co. Total</b>			<b>1 announcement</b>	<b>0</b>	<b>\$4.50</b>
Appalachian Cast Products	Washington Co.	E	Manufactures custom die cast	36	\$1.10
<b>Washington Co. Total</b>			<b>1 announcement</b>	<b>36</b>	<b>\$1.10</b>
O'Gara Group	Westmoreland Co.	E	Tactical training center to teach combat, marksmanship, defensive tactics, modeling & simulation	100	\$10.00
<b>Westmoreland Co. Total</b>			<b>1 announcement</b>	<b>100</b>	<b>\$10.00</b>
Evolve Stone, LLC	Winchester	N	Manufactures poly-based resins	46	\$0.15
<b>Winchester Total</b>			<b>1 announcement</b>	<b>46</b>	<b>\$0.15</b>
Plains All American Pipeline	York Co.	E	Refinery	60	\$130.00
<b>York Co. Total</b>			<b>1 announcement</b>	<b>60</b>	<b>\$130.00</b>
Not publicly announced	Confidential		14 announcements	250	\$339.00
<b>Confidential Total</b>			<b>14 announcements</b>	<b>250</b>	<b>\$339.00</b>
<b>Grand Total</b>			<b>321 announcements</b>	<b>16,135</b>	<b>\$3,604.99</b>

Notes:

\* Indicates foreign affiliation.

All announcements are subject to revision.

## Notes on Methodology

This report reflects calendar year 2013 and 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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