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Accolades

Virginia was rated America's **top state for business** by Forbes.com for four consecutive years (2006, 2007, 2008 and 2009) and by CNBC.com twice (2007 and 2009).

Greater Richmond has received more than 50 accolades from the media in the last five years. Recently the area was rated:

One of the 20 best cities of its size for young professionals to live and work, by Next Generation Consulting, June 10, 2009.

One of the nation's 40 best places for business and careers among the 200 largest metro areas by *Forbes*, March 19, 2009.

The fifth best metro center for business, by Dow Jones MarketWatch.com, December 2, 2008.

One of the 10 best cities for commuters of the nation's 75 largest metro areas in Forbes.com, April 2008.

Testimonial

Admiral Group plc, the UK's third largest auto insurer, chose Greater Richmond as the location for their Elephant Auto Insurance subsidiary in 2009.

Andrew Rose said of their decision, "From the very beginning when we narrowed the list of cities that we wanted to look at, it was like having a free consulting firm is probably the best way to describe it. While they (the Greater Richmond Partnership) obviously are pulling for Richmond they helped us in the whole process in doing our due diligence on all of the cities. They showed us where Richmond was the best and they showed us where Richmond wasn't necessarily the top choice. But in aggregate this ended up being the right place for us to locate. The materials that they provided were invaluable in conveying thousands of miles away what Richmond had to offer.

"One of the steps that the Partnership did above and beyond a lot of the other competing cities was actually come visit in Cardiff where Admiral Group is located. A visit like that demonstrated the commitment and the interest that Richmond and the state of Virginia had in having Admiral locate."

Andrew Rose

President and CEO, Elephant Auto Insurance



Gregory H. Wingfield
President



L. Gene Winter
Senior Vice President, Business Development



Evelyn Glazier
Vice President, Business Resources



Sara Dunnigan
Senior Vice President, Existing Business Services & Talent Development



Rowena Fratarangelo
Vice President, Business Development



Olga Molnar
Research Manager



Jennifer Yeager
Marketing Communications Manager



Michael Ivey
Media Graphics Administrator



Valerio Derricott
Corporate Secretary & Office Manager



Deidre Thurston
Database Administrator



Your single point of contact for business assistance



Representing the City of Richmond and the Counties of Chesterfield, Hanover and Henrico, Virginia

Single Point of Contact

The Greater Richmond Partnership, Inc. is the regional economic development team representing the counties of Chesterfield, Hanover, and Henrico and the City of Richmond, Virginia.

The Partnership was organized in mid-1994 as a public-private, not-for-profit corporation funded jointly by the four local governments and approximately 120 area businesses. The Partnership staff of 10 has a total of more than 180 years of economic development and business experience, which insures that inquiries are handled in a professional and timely manner. **Services are provided at no cost to the company and with complete confidentiality.** Since its founding, the Partnership has assisted more than 380 companies that have invested nearly \$6.9 billion in the area.

In addition to the Richmond office, the Partnership has consulting offices in Cologne, Germany and Kent, England. The Partnership has been named as one of the nation's top economic development groups by *Site Selection* magazine six times.

The Partnership has four main work activities:

- Business Attraction & Regional Marketing
- Business Retention & Expansion
- Talent Development & Promotion
- New Business Formation & Small Business Support

Business Attraction & Regional Marketing

The Partnership's business attraction efforts extend from North America to Europe and Asia. Direct marketing activities include trade shows, professional conferences, marketing missions, seminars, special events, and individual sales calls to qualified prospects. The Greater Richmond based staff is augmented by the Partnership's on-site consultants in the U.K. and Germany who assist with advance preparations and on-going follow up.

Business location assistance is focused on domestic and international companies planning to relocate or expand facilities. Business services are provided to small and large companies that require office, manufacturing, research and distribution buildings and/or sites. The Partnership serves as a single point of contact to the network of private sector and state and local government professionals serving Central Virginia.

The process begins with the preparation of custom research based on the company's parameters and data requirements. This may include information on labor, transportation, markets, customers, suppliers, taxes, government regulations, and available incentives.

Tailored real estate surveys and reports are compiled for existing buildings for sale or for lease, as well as sites for the construction of new buildings.

Once a visit to the area is scheduled, a staff member creates a structured itinerary that includes a community overview, travel to available sites and buildings, and meetings with suppliers and professional service providers. Introductions to government officials and community leaders are arranged as appropriate. "Peer to Peer" meetings are offered with local business leaders to obtain their insights into conducting business in the area.

When a company selects a Greater Richmond location, public relations services, relocation services for company employees, and startup services such as employee recruitment are provided. As a new corporate citizen, the company then transitions into the Partnership's existing business program, Business First Greater Richmond.

Where America's Business Began
GREATER RICHMOND VIRGINIA, USA

Business Retention & Expansion

Business First Greater Richmond is a collaborative effort between the Partnership and our four local government partners that focuses resources, services and support on companies that call Greater Richmond home. Professional development staff and trained volunteers from the business community interview CEOs and other top company officials to fully understand the company and the factors critical to its long-term success. Companies touched by the program receive a high level of customer service and access to a wide variety of resources – dictated by the company's unique needs. This customer-focused approach delivers value by quickly connecting companies to the resources they need and removes barriers to business growth. Information gained through the program is also used to make Greater Richmond an even better place to do business.

BUSINESSFIRST
greater richmond

Talent Development & Promotion

Critical to new and existing businesses is their ability to attract, retain and train the right workforce. The Partnership promotes job openings in the region through its RichmondJobNet website. This site provides a comprehensive listing of area job boards, tools and tips for job seekers, and a Career Calendar of job fairs and educational opportunities. The goal is to simplify the job search process and improve communication between area job seekers and employers with jobs to fill. The Partnership also supports services such as the Greater Richmond Chamber's annual College-to-Career Fair, which matches interns, graduating seniors and recent graduates of the region's colleges and universities with area employers and jobs. The Chamber also produces a Workforce Services Directory, in print and electronic versions, that includes contact information on more than 900 area workforce services providers.


RichmondJobNet.com

New Business Formation & Small Business Support

The Partnership supports new and emerging businesses through the Greater Richmond Small Business Development Center, which is a partnership between the U.S. Small Business Administration and the Greater Richmond Chamber. The Center provides counseling, training, education and information services for small business owners and future business owners. Programs such as the Business Leaders Roundtable provide a forum for open and confidential peer group consultation. Business owners and principals can discuss business concerns and enhance their companies' growth and profitability.



Research, information, publications and other media support these four main work activities. In addition to real estate information, the Partnership maintains information on critical business factors, including labor, education and training, transportation, utilities, taxes, incentives, area industries and business climate. Presentations tailored to a company's specific needs and comparisons with other metropolitan areas and states can be provided. Orientation briefings in Richmond or at out-of-state locations are offered in cooperation with relocation firms.

The Partnership produces information in a variety of formats, including print publications, electronic media, maps and tailored CDs. Print publications include *Just the Facts*, *Education in Greater Richmond*, *U.S. Start-Up Model for International Firms* and *Greater Richmond - A Visual Visit*. Electronic information includes the Partnership's main website, www.grpva.com, websites for specific industries and audiences, and a monthly email newsletter, grpva.comment.