

## GROWTH OPPORTUNITIES FOR CYBER SECURITY, SOFTWARE DEVELOPMENT + MORE

Greater Richmond's Information Technology cluster is broad and diverse. The region offers one of the best location values for data centers in the mid-Atlantic with pre-certified, secure sites offering reliable fiber and redundant power. This is why companies such as Meta and QTS are choosing to consistently

reinvest in the region. The region is also home to successful cyber security operations from companies like the Federal Reserve Bank of Richmond, Capital One, Thomson Reuters and Bank of America.

### RICHMOND'S ADVANTAGES

**17%**

Lower avg. annual wages for computer + math occupations than Washington, D.C.

**33,800**

IT degrees awarded in 2021 by colleges within 150 miles

**8%**

More affordable electric rates for industrial customers compared to the national avg.

**6th**

Best City to Work in Tech by Smart Asset, 2021



Virginia's 6% corporate tax rate is one of the lowest in the U.S.



22 institutes of higher learning with 1.7 million higher education students enrolled within 150 miles



Virginia ranked #1 State for Tech Talent Pipeline + Cybersecurity  
- Business Facilities Magazine, 2022



#1 State for Business  
- CNBC, 2021



Virginia Ranked #10 State for Installed Solar Capacity  
- Business Facilities Magazine, 2022



Virginia ranked #1 for Overall Business Climate  
- Site Selection Magazine, 2022



4 high-speed fiber lines connect Greater Richmond to the world

### KEY COMPANIES



## INDUSTRY INCENTIVES

## AVERAGE WAGES

<b>Commonwealth's Development Opportunity Fund</b>	A "deal closing" fund to be employed at the Governor's discretion when necessary to secure a company location or expansion in Virginia	Occupation	Avg. Richmond Wage	Avg. U.S. Wage
<b>Chesterfield Data Center Tax Reduction</b>	The county recently decreased the property tax rate on computer and related equipment for data centers by 87% to \$0.24 per \$100	<b>Information Security Analysts</b>	<b>\$109k</b>	<b>\$113k</b>
<b>Henrico Data Center Tax Reduction</b>	The county recently decreased the property tax rate on computer and related equipment for data centers by 89% to \$0.40 per \$100	<b>Computer Network Support Specialists</b>	<b>\$68k</b>	<b>\$71k</b>
<b>Virginia Economic Development Incentive Grant</b>	Assists companies to invest and to provide new job opportunities	<b>Computer User Support Specialists</b>	<b>\$55k</b>	<b>\$58k</b>
<b>Virginia Talent Accelerator Program</b>	Provides world-class training and recruitment solutions that are fully customized to a company's unique operations, equipment, standards, and culture	<b>Database Administrators and Architects</b>	<b>\$102k</b>	<b>\$103k</b>
<b>Virginia Jobs Investment Program</b>	Supports the creation of new jobs and investment and helps businesses train new and existing workers	<b>Computer Programmers</b>	<b>\$87k</b>	<b>\$97k</b>
		<b>Software Developers</b>	<b>\$114k</b>	<b>\$121k</b>
		<b>Web and Digital Interface Designers</b>	<b>\$76k</b>	<b>\$96k</b>
		<b>Data Scientists</b>	<b>\$107k</b>	<b>\$109k</b>
		<b>Computer Systems Analysts</b>	<b>\$100k</b>	<b>\$102k</b>
		<b>Computer Systems Administrators</b>	<b>\$90k</b>	<b>\$91k</b>



SimpliSafe has been expanding rapidly, and we are excited to partner with the talented, diverse workforce in the Richmond Region to continue keeping more and more Americans safe. We aim to offer a fast-growing and innovative workplace culture and are thrilled to find ready-made facilities.

**Christian Cerda**, CEO, SimpliSafe



## GREATER RICHMOND PARTNERSHIP SERVICES

The Greater Richmond Partnership offers a full range of services to businesses looking to locate or expand in the Richmond area and has a staff of business development experts who can assist with everything from site location analysis to evaluation of financial assistance:

- **Workforce Recruitment + Training**
- **Site Selection Assistance**
- **Connections + Introductions**
- **In-Depth Market Data + Business Intelligence**
- **Financial + Entrepreneurial Resources**
- **Confidential Project Management Assistance**



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