



Greater Richmond, Virginia

Supply Chain

2,989

SUPPLY CHAIN ESTABLISHMENTS IN RICHMOND

\$751m

INVESTED BY SUPPLY CHAIN FIRMS SINCE 2008

2,024

KEY DEGREES AWARDED ANNUALLY

55,700

EXISTING SUPPLY CHAIN WORKERS IN THE REGION

KEY COMPANIES



AVERAGE WAGES

Occupation	Richmond Employment	Richmond Average Wage	U.S. Average Wage
Transportation Managers	420	\$50.11	\$48.43
Sales Representatives	6,480	\$35.22	\$32.67
Customer Service Representatives	13,280	\$16.77	\$17.14
Cargo and Freight Agents	390	\$21.83	\$21.62
Packers and Fillers	2,310	\$12.79	\$15.38
Stock Clerks and Order Fillers	9,890	\$12.72	\$13.20
Tractor-Trailer Drivers	8,970	\$20.77	\$21.39
Conveyor Operators	156	\$14.75	\$16.58
Fork Truck Operators	3,310	\$17.07	\$17.00
Material Movers, Hand	12,040	\$13.60	\$14.28



The region sits at the intersection of Interstates 95, 64 and 85



Amazon has 4 facilities in the region, including a 1 million SF distribution center



More than 380 motor freight companies serve the region



MSC connects the Richmond Marine Terminal to more than 315 global ports



Electric industrial costs are 37% below the U.S. average with a 99.9% reliability rate



A history of low labor unionization in a Right-To-Work state



45 percent of the U.S. population within a day's drive

GREATER RICHMOND'S MILITARY LOGISTICS FACILITIES

- Fort Lee is a 12,700 personnel base in the Richmond MSA and a key training facility for all branches of the military, including Army Logistics University; Army Quartermaster School; Army Transportation School; 49th Quartermaster Group; Defense Commissary Agency HQ and USAF Transportation Management School. On any given day, there are 10,000 military and civilian students training at Fort Lee, with 70,000 students trained annually.
- Defense Logistics Agency (DLA) provides the Army, Marines, Navy, and Air Force with logistics, acquisition and technical services. DLA-Aviation, a 600-acre campus with 4.5 million square feet of covered and uncovered storage space, employs 2,880 people.



RECENT ANNOUNCEMENTS

- A 110-acre property adjacent to I-95, dubbed **Deepwater Industrial Park**, has begun redevelopment as a newly built space for warehousing, distribution and manufacturing.
- Panattoni announced the **Virginia I-95 Distribution Center**, a 1-million square foot speculative building adjacent which is only 1 mile from the Richmond Marine Terminal.
- Richmond, Va., was ranked as one of the winners of the fDi Intelligence's **American Cities of the Future 2017/18** rankings. The region was named the top mid-sized "American City of the Future."
- **Richmond Marine Terminal** put into service a portable power unit that can be mounted on the Richmond Express barge for refrigeration. A specialized, heavy-lift forklift was purchased for use in the cargo operation.
- **Blue Bell Ice Cream** announced that it will begin construction on a 14,000 sq. ft. distribution facility. The center will consist of cold storage space with loading docks, fleet parking and administrative offices to serve cities within approximately a 70-mile radius.

INDUSTRY INCENTIVES

Below is a sampling of available incentives for supply chain businesses. Contact the Greater Richmond Partnership, Inc. for further information.

Barge and Rail Usage Tax Credit	Tax credit given for moving goods by barge or rail
International Trade Facility Tax Credit	Tax credit given for increasing the amount of cargo transported through a port facility and creating new jobs or capital investments
Port Volume Increase Tax Credit	Tax credit for manufacturers or distributors who increase port usage
Foreign Trade Zone	Allows businesses to defer paying U.S. Customs duties on imported goods held within the zone
Virginia Economic Development Incentive Grant	Assists and encourages companies to invest and to provide new employment
Virginia Jobs Investment Program	Supports the creation of new jobs and investment and helps businesses train new and existing workers
Enterprise Zones	Specially designated zones offer additional incentive opportunities
Commonwealth's Development Opportunity Fund (COF)	Designed as a "deal closing" fund to be employed at the Governor's discretion to secure a company location or expansion in Virginia.

COMMONWEALTH CENTER FOR ADVANCED LOGISTICS SYSTEMS (CCALS)

CCALS is a Virginia consortium of industry, government and universities that adapts and transforms advanced logistics systems for market-ready solutions. The organization puts industry expertise at the same table

with government knowledge and university research capabilities to drive real-world logistics systems solutions for Virginia companies.

Partnering with CCALS can be as simple

as requesting a brainstorming meeting to generate ideas on logistics solutions for your company, or as comprehensive as developing an enterprise-wide logistics solution that can be leveraged throughout the industry.

