GREATER RICHMOND PARTNERSHIP

Greater Richmond, Virginia

FINANCE + INSURANCE

BANKING, FINTECH, BROKERAGE, INVESTMENT SERVICES, INSURANCE + MORE

Greater Richmond is a major center for banking and financial services, with a strong presence in consumer, commercial and investment markets. The region supports a growing network of firms offering brokerage, wealth management and investment services for a diverse client base.

A bevy of Fortune heavyweights headline an incredibly deep pool of successful insurance companies in the region. From more conventional to specialized insurance companies, there's a wide range of insurance expertise and talent to meet the needs of prospective employers.

RICHMOND'S ADVANTAGES

152,146
Employees in the region's Finance + Insurance Industry Cluster

2,231
Finance + Insurance firms in Greater Richmond

36,318
Number of key Finance + Insurance degrees awarded annually statewide

$123m
invested in Richmond's Finance + Insurance industry since 2013



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

22 institutes of higher learning found within the region

Richmond ranked a Top 20 Small City for Career Opportunities

- New York Times, 2026

Greater Richmond ranked #2 for US Cities on the Rise

- LinkedIn, 2026

Richmond ranks #4 for Workforce Growth

- Newsweek, 2025

#1 State for Workforce Training

- Area Development, 2026

Mid-market home of the highest percentage of Finance + Business jobs in the East

KEY COMPANIES

Capital One · elephant · Atlantic Union Bank · Bank of America · EY Building a better working world · Davenport & Company · Kinsale Capital Group · Wells Fargo · Genworth Financial · forvis mazars · Truist · Allianz Partners · Keiter Your Opportunity Advisors · Markel

INDUSTRY INCENTIVES

Enterprise Zone Program	Assists business development and expansion in specially targeted, economically distressed areas
Commonwealth's Development Opportunity Fund	A "deal closing" fund to be employed at the Governor's discretion when necessary to secure a company location or expansion in Virginia
Major Business Facility Job Tax Credit	Qualified companies locating or expanding in Virginia receive a $1,000 corporate income tax credit for each new full-time job created over a threshold number
Virginia Economic Development Incentive Grant	Assists companies to invest and to provide new job opportunities
Virginia Jobs Investment Program	Supports the creation of new jobs and investment and helps businesses train new and existing workers
Recruitment + Training Incentives	Provides customized recruiting and training services in companies creating new jobs

WORKFORCE + TALENT PIPELINE

For middle-market regions, Greater Richmond's existing workforce of business and finance workers is one of the most robust east of the Mississippi River. The region boasts over 150,000 finance and insurance workers in Greater Richmond's total labor shed and nearly 650,000 statewide. Key occupations include accountants and auditors, analysts as well as back-office positions such as customer service representatives and account collectors.

Higher education institutions in Greater Richmond help prepare the workforce needed for decades to come. More than 20 colleges and universities in the region graduate nearly 3,500 key degrees in finance and insurance-related studies. From a state perspective, graduates increase more than tenfold to 36,300, ensuring that your company has the talent pipeline needed for expansions.

> It's not just about efficiency anymore, it's also about resilience... Companies are looking for some piece of the business that can be stable and certain and Greater Richmond offers that in a lot of ways.
>
> **Jeff Wright,** CEO, North America, Allianz Partners



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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