

Greater Richmond, Virginia

Data Centers

2,430

INFORMATION TECHNOLOGY FIRMS IN GREATER RICHMOND

\$2.1b

INVESTED BY TECHNOLOGY FIRMS SINCE 2010

9,722

ENROLLMENT OF LOCAL COLLEGE STUDENTS IN IT PROGRAMS

23,390

WORKERS IN COMPUTER OCCUPATIONS IN THE REGION

KEY COMPANIES

FACEBOOK



BANK OF AMERICA



imagination at work



WHY RICHMOND?

Low Cost, High Volume

Moderate wages, a low tax burden, competitive real estate, and low electricity rates make the Richmond area affordable. A talented labor pool, a stable, business-friendly government, and a central location with unparalleled infrastructure make Richmond a superior value.

Safe Environment

Greater Richmond's moderate climate and central East Coast location results in very low risk for most naturally occurring disasters. The region has a low incidence of hurricane damage, tornadoes, floods, earthquakes, damaging hail, and disruptive winter storms. Richmond is located 50 miles outside of the Washington, D.C. nuclear blast zone.

Tax Exemptions and Exceptions

Virginia offers a tax exemption from the Retail Sales and Use tax for computer equipment bought or leased by June 30, 2035 for use in data centers. Additionally, localities in Greater Richmond have special reduced property tax rates for computer equipment.



On par with U.S. wage average and 13% lower than the Washington, D.C. metro



Virginia has the largest number of Information Security Analysts in the U.S.



Dominion Energy powers more than 12 million sq.ft. of data centers in Virginia



Proximate to the Northern Virginia data center corridor, the largest in the nation



Virginia has one of the largest concentrations of companies on the Cyber 500 list



International fiber cables pass through the region including MAREA and BRUSA



Richmond's connected to Northern Virginia's SummitIG's dark fiber

LOW ELECTRIC RATES, RELIABLE SOURCE

Dominion Energy is the prominent electric service provider, which is ready to partner with businesses to provide consistent, high-quality power.

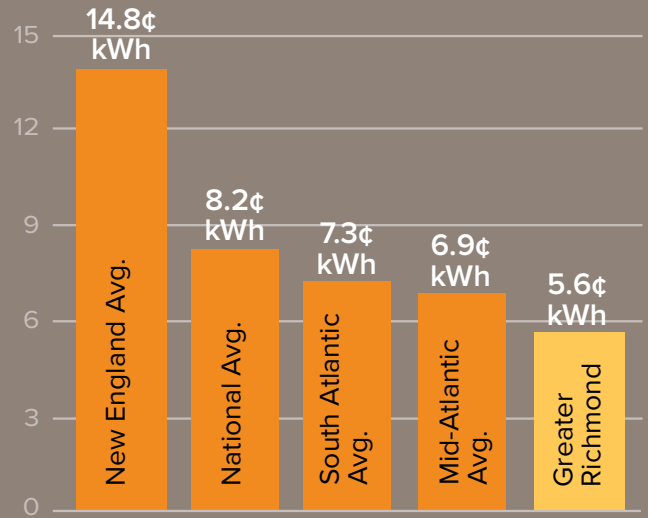
- Rates for industrial customers are 30 percent below the national average, at 6.33 cents/kWh.
- Dominion offers consistent, highly-reliable service and avoided 412 annual outage events in 2018 by replacing overhead powerline underground.
- High-voltage delivery system is designed to accommodate large blocks of load quickly and efficiently.
- The development of renewable energy is a priority for Dominion Energy. Its Coastal Virginia Offshore Wind project is the first offshore wind initiative in the mid-Atlantic.

Pre-selected Dominion-certified sites are located throughout the region, identified as ideal data center locations.

* Dominion bill: Rates effective Jan. 1, 2020. Includes interim fuel factor reduction and four generation rider adjustments. Source: Edison Electric Institute, Typical Bills and Average Rates Report: Winter 2020.

Large General Service Rate Comparison

Typical cost per 1,000kW demand and 650,000kWh/mo. usage



GROWING BUSINESS

One year after announcing a \$750 million data center in Henrico County, Facebook announced an additional \$1 billion phase. The social media giant's project will include three buildings totaling 1.5 million square feet and powered exclusively by 100% renewable energy.

QTS purchased a former semiconductor manufacturing plant in 2010 and converted it into a colocation data center. Features include:

- One of the largest data center campuses in the world at 1.3 million sq.ft.
- Two on-site Dominion Energy substations provide over 100 Megawatts of power each fed into the facility by two diverse paths.
- Meets Department of Defense anti-terrorism standards, with multiple levels of security including ballistically reinforced buildings, biometric verification systems and thermal, infrared imaging and night vision cameras.

INDUSTRY INCENTIVES

Below is a sampling of available incentives for information technology businesses. Contact the Greater Richmond Partnership for further information.

Data Center Retail Sales & Use Tax Exemption	Tax exemption from the Retail Sales and Use tax for eligible equipment for use in data centers
Virginia Economic Development Incentive Grant	Assists and encourages companies to invest and to provide new employment opportunities
Virginia Jobs Investment Program	Supports the creation of new jobs and investment and helps businesses train new and existing workers
Commonwealth's Development Opportunity Fund	A "deal closing" fund to be employed at the Governor's discretion to secure a company location or expansion in Virginia
Virginia Talent Accelerator Program	Provides customized recruiting and training services to companies creating new jobs
Chesterfield County Data Center Tax Reduction	The county recently decreased the property tax rate on computer and related equipment for data centers to \$0.24 per \$100, an 86.6% cut
Henrico County Data Center Tax Reduction	The county recently decreased the property tax rate on computer and related equipment for data centers to \$0.40 per \$100, an 89% cut



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