INVESTOR KIT

GREATER RICHMOND PARTNERSHIP

RLC Annual Dinner

The Greater Richmond Partnership, a 501(c)3 non-profit, is the lead regional economic development organization for the City of Richmond and counties of Chesterfield, Hanover and Henrico. GRP is funded by these localities plus ~100 private sector companies.

Investing in GRP ensures that Greater Richmond remains globally competitive so businesses will continue to locate in our region.

Regional economic development lifts every segment of the area's economy, providing business opportunities for firms large and small, new and established.

When a new company locates in the region, they hire locals for newly created jobs and recruit new talent to the area. New companies also select a property to lease or purchase – immediately impacting real estate brokers, bankers, lawyers and construction workers. Employees then purchase cars and houses and spend their new income on dining out, retail, healthcare and more.

This work affects the economic prosperity of the surrounding community, the region's quality of life and talent recruitment.

MISSION

To aggressively generate economic opportunities that create quality jobs for residents in the region and increase the tax base for needed community services.

CONTACT
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VISION

Greater Richmond will be the top mid-sized region in the U.S. for companies to invest.

INVESTOR BENEFITS

GREATER RICHMOND PARTNERSHIP

ANNUAL INVESTMENT LEVELS

$100,000+	REGIONAL LEADERSHIP CIRCLE - Champion
$50,000+	REGIONAL LEADERSHIP CIRCLE - Advocate
$25,000+	REGIONAL LEADERSHIP CIRCLE - Director
$10,000+	PREMIUM INVESTORS
$5,000+	STANDARD INVESTORS

BRAND RECOGNITION	$100k+	$50k+	$25k+	$10k+	$5k+
Recognition as premier sponsor at all events	•				
Recognition as exclusive sponsor of annual meeting	•	•			
Ability to provide speaker for events + shape content for events	•	•			
Partnership on thought leadership marketing efforts	•	•			
Investor profile on GRP website	•	•	•		
Recognition as sponsor of quarterly investor forums	•	•	•		
First rights to special opportunities as they arise	•	•	•		
Enhanced recognition at GRP annual meeting and other investor events	•	•	•		
Company logo and hyperlink featured prominently on GRP marketing channels	•	•	•		
Investor highlights on social media	•	•	•	•	
Listed in GRP's online investor directory	•	•	•	•	•
Recognition through marketing channels, at annual meeting + in annual report	•	•	•	•	•

COMPANY RECRUITMENT	$100k+	$50k+	$25k+	$10k+	$5k+
Invitation to participate in at least one job recruitment mission per year	•				
Primary host for prospects / media / site consultants	•	•	•		
Potential participation in international job recruitment missions	•	•	•		
Potential participation in domestic job recruitment missions	•	•	•	•	
Opportunity to engage in recruiting new companies into the market	•	•	•	•	•

INVESTOR BENEFITS

GREATER RICHMOND PARTNERSHIP

BOARD & COMMITTEE PARTICIPATION	$100k+	$50k+	$25k+	$10k+	$5k+
Invitation for company's top executive to sit on the Regional Leadership Circle, which serves as an advisory council for the GRP Board of Directors	•	•	•		
Eligibility to be elected to the GRP Board of Directors	•	•	•	•	
Eligibility to serve on the Business Development Committee	•	•	•	•	
Eligibility to serve on committees: Investor Relations, Marketing, Research	•	•	•	•	•
Help guide GRP's annual plan through committees	•	•	•	•	•

ENGAGEMENT OPPORTUNITIES	$100k+	$50k+	$25k+	$10k+	$5k+
Invitation to ribbon cutting events with new companies	•	•			
Exclusive engagement opportunities	•	•	•		
Help guide long-term strategic planning efforts	•	•	•		
Complimentary tickets to GRP events	•	•	•		
Primary referral to your company for clients + others	•	•	•	•	
Ability to provide annual update to GRP team	•	•	•	•	•
Network with executives + government partners at events	•	•	•	•	•
Invitations to GRP events	•	•	•	•	•

MARKET RESEARCH + INTELLIGENCE	$100k+	$50k+	$25k+	$10k+	$5k+
Custom market research	•	•	•		
Access to advanced data analytics on the region	•	•	•	•	
Digital subscription to monthly investor-only newsletter and quarterly economic updates	•	•	•	•	•
Investment announcements and press releases	•	•	•	•	•

INVESTOR COMMITTEES

GREATER RICHMOND PARTNERSHIP

REGIONAL LEADERSHIP CIRCLE

Limited to the senior-most level executives among GRP's private sector investors who contribute a minimum of $25,000 annually. Meets on a quarterly basis. Serves as an advisory group for the GRP Board.

Robert Locke, Dominion Energy	Chair
Kamran Khan, Altria Group	Vice Chair

BUSINESS DEVELOPMENT COMMITTEE

Limited to investors who contribute a minimum of $10,000 (Premium level) annually. Composed of investors who provide counsel on business development efforts. Meets on a quarterly basis or as needed.

Bryan Jones, Hourigan	Chair
Eric Robison, Cushman & Wakefield | Thalhimer	Vice Chair

MARKETING COMMITTEE

Composed of top marketing professionals from public and private sector investors as well as regional partners. Meets on a quarterly basis or as needed. Provides counsel on marketing strategy.

Jessica Schneider, Chesterfield County	Chair
David Metnick, Accenture	Vice Chair
Odie Donald II, City of Richmond	Vice Chair

RESEARCH COMMITTEE

Composed of top research professionals from public and private sector investors as well as regional partners. Meets on a quarterly basis or as needed. Provides counsel on research strategy.

Dr. Chris Chmura, Chmura Economics & Analytics	Chair

INVESTOR RELATIONS COMMITTEE

Composed of investors who provide counsel on investor relations and engagement. Meets on a quarterly basis or as needed.

Jody Rogish, Henrico County	Chair
Dr. Alexis Ehrhardt, VCU	Vice Chair
Jen Kostyniuk, Dominion Energy	Vice Chair

For more information, contact invest@grpva.com

TESTIMONIALS

GREATER RICHMOND PARTNERSHIP

“The nation’s economic landscape has changed dramatically in the last ten years, but during that time, one thing has remained constant: the importance of a regional economic development organization spearheading the business attraction efforts of Greater Richmond. The public sector can’t do it alone, and neither can the private sector. That’s why it’s so important to fund the Greater Richmond Partnership and its vision.”

Bobby Ukrop
Chairman & CEO, Ukrop’s Homestyle Foods

“The end game of economic development is a vibrant community full of opportunity. The Greater Richmond Partnership and its partner localities take great care in the effort of analyzing data, finding the region’s best attributes, and marketing those findings to clients. It’s been amazing what companies GRP has been able to attract to the region for nearly 30 years.”

Dr. Chris Chmura
Founder & CEO, Chmura Economics & Analytics

“Economic vitality is the key for a successful business community. And investing in regional economic prosperity means investing in the Greater Richmond Partnership and its three programmatic pillars of lead generation, regional marketing and research.”

Victor Branch
Richmond Market President, Bank of America

“The ability of the Greater Richmond Partnership to pull together the different localities and to really speak with one voice… From an economic development standpoint, that is a very important role to play.”

John Asbury
CEO, Atlantic Union Bank

“My favorite part of the Greater Richmond Partnership is being among like-minded people who are just as passionate about growing Richmond and seeing what’s best for the region and how it’s going to thrive in the next 10, 20, 30 years.”

Kristen Costello
Director of Business Development, Dewberry