



BUSINESS RECRUITMENT

Virginia Institute for Economic Development

MEADOWVILLE
TECHNOLOGY PARK
CHESTERFIELD COUNTY



BUSINESS ATTRACTION IN CHESTERFIELD COUNTY, VA

What You Need to Know

Garrett Hart

DIRECTOR, CHESTERFIELD ECONOMIC DEVELOPMENT

WHO IS CHESTERFIELD?

Population in 2019: 349,000 people

Largest in Richmond MSA – 4th Largest in Virginia

#1 for Total Payroll Paid by Manufacturers in VA

4th Fastest Job Growth of Counties in USA in 2016

Six National Blue Ribbon Schools

Six National Title I Distinguished Schools

Triple AAA Bond Ratings



EMPLOYMENT TRENDS REGIONAL COMPARISON

	1Q:2014	1Q:2018	Level Chg	% Chg	Share Chg
Chesterfield	121,577	136,192	14,615	12.0%	1.0%
Hanover	47,052	51,536	4,484	9.5%	0.2%
Henrico	178,092	189,938	11,846	6.7%	-0.4%
Richmond	147,630	155,062	7,432	5.0%	-0.8%



“Economic Development requires a team of committed players.”

Dr. Joe Casey
COUNTY ADMINISTRATOR,
CHESTERFIELD COUNTY VIRGINIA

Economic Development Project Pipeline

Partners in the Process



PROJECTS ARE FINALIZED AT THE LOCAL LEVEL



BUSINESS ATTRACTION PROGRAM COMPONENTS

Well Defined Strategy

Supporting Research,
Data, & Information

Carefully Crafted
Marketing Plan

Boots on the Street

CREATE A FORWARD LOOKING STRATEGY

Identify Assets and Opportunities for Your Community



**TARGET MARKET SECTORS THAT FIT YOUR
COMMUNITIES' VALUE PROPOSITION**



WE STILL MAKE STUFF

Chesterfield
Focuses on Basic
Sector Job Creation



DuPont Spruance Plant

Build in 1929 - Produces Kevlar Today



Maruchan, Inc.

Largest Ramen Noodle Plant in the World



Sabra Dipping Company

Largest Hummus Plant in the World



Niagara Bottling

\$95 million - Highly Automated Production Facility



Amazon Fulfillment Center

\$135 million - Highly Automated Facility



PREP REAL ESTATE & RESEARCH

Assemble Supporting Product Information & Data

11:45 AM Shreve, Tina <ShreveT@chesterfield.gov> wrote:
Any insights on the AG/farm industry for workers? I have a vineyard that needs assistance with

Executive Director
Economic Development
1000 Courthouse Road, Suite 8
Chesterfield, VA 23832
Phone: 804-318-8564
Fax: 804-318-8564

CHESTERFIELD
ECONOMIC DEVELOPMENT
Business Starts Here

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International Directory Copy December 17, 2018

Rank	Company	Contact	Phone
1407	American Safety Systems	Bill Lamm, Product	804-318-8564
2177	WGI Lamm Manufacturing Inc	Bill Lamm, Product	804-318-8564
2276	Essex Concrete	Steve Lamm, Sales/Service	804-318-8564
2277	Fielding ERP Software	Scott Lamm, Sales & Marketing	804-318-8564
2278	Fielding ERP Software	Scott Lamm, Sales & Marketing	804-318-8564
2279	Fielding ERP Software	Scott Lamm, Sales & Marketing	804-318-8564
2280	Fielding ERP Software	Scott Lamm, Sales & Marketing	804-318-8564
2281	Fielding ERP Software	Scott Lamm, Sales & Marketing	804-318-8564
2282	Fielding ERP Software	Scott Lamm, Sales & Marketing	804-318-8564
2283	Fielding ERP Software	Scott Lamm, Sales & Marketing	804-318-8564
2284	Fielding ERP Software	Scott Lamm, Sales & Marketing	804-318-8564
2285	Fielding ERP Software	Scott Lamm, Sales & Marketing	804-318-8564
2286	Fielding ERP Software	Scott Lamm, Sales & Marketing	804-318-8564
2287	Fielding ERP Software	Scott Lamm, Sales & Marketing	804-318-8564
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2293	Fielding ERP Software	Scott Lamm, Sales & Marketing	804-318-8564
2294	Fielding ERP Software	Scott Lamm, Sales & Marketing	804-318-8564
2295	Fielding ERP Software	Scott Lamm, Sales & Marketing	804-318-8564
2296	Fielding ERP Software	Scott Lamm, Sales & Marketing	804-318-8564
2297	Fielding ERP Software	Scott Lamm, Sales & Marketing	804-318-8564
2298	Fielding ERP Software	Scott Lamm, Sales & Marketing	804-318-8564
2299	Fielding ERP Software	Scott Lamm, Sales & Marketing	804-318-8564
2300	Fielding ERP Software	Scott Lamm, Sales & Marketing	804-318-8564

CRAFT YOUR MARKETING PLAN

Engage with Partners and Allies to Leverage Resources

Use Address
Business Name
City, State, Zip
Phone Number
Fax Number
E-mail Address



HIT THE ROAD TO MARKET YOUR COMMUNITY TO THE WORLD

Marketing Missions, Trade Shows, Consultant Visits, Company Visits



KEY DRIVERS OF RFI

Does Your Community Fit?
Does Your Site Fit ?

USE TOOLS AVAILABLE TO YOUR COMMUNITY

EXISTING COMPANIES

ALLIES

WEBSITES

ECONOMIC
DEVELOPMENT
AUTHORITIES





USE AN EDA AS A TOOL

SUCCESS STORIES – MEADOWVILLE TECHNOLOGY PARK & STONEBRIDGE
IN THE PIPELINE IN CHESTERFIELD: MORE THAN \$30 MILLION



MEADOWVILLE TECHNOLOGY PARK

\$435 Million – 5,332 Jobs – 2.4 Million Sq.Ft.



STONEBRIDGE

From Dead Mall to Successful Mixed Use Development



Westchester
Commons

RT 60

RT 288

Future Employment
Center
642 acres +/-

Woolridge Rd
Interchange

Hallsley

TOMAHAWK TRUNK SEWER

TOMAHAWK TRUNK SEWER

\$15 Million Investment to Prepare Multiple Sites



BAXTER PERKINSON CENTER FOR THE ARTS

\$16.5 Million Investment to Enhance Quality of Life



RECAP

Assemble Your Economic Development Team

Develop Your Strategy

Gather Information & Prepare Real Estate

Create Your Marketing Plan

Go Play the Game!