

ECONOMIC DEVELOPMENT

IN CHESTERFIELD COUNTY, VIRGINIA

**JAY STEGMAIER, COUNTY ADMINISTRATOR,
CHESTERFIELD COUNTY**





Business Attraction Program
Business Retention Program

**ECONOMIC
DEVELOPMENT IS
A TEAM SPORT**

2006-2014 ANNOUNCEMENTS

\$3.2 Billion





MADE IN CHESTERFIELD COUNTY VIRGINIA



A photograph of an Amazon warehouse interior. In the foreground, a large cardboard box is in focus, featuring the Amazon logo and the text 'amazon.com'. Behind it, several other boxes are stacked on a conveyor belt system. The background shows industrial shelving and a green safety barrier.

amazon.com®



Capital OneSM

Philip Morris USA





grpva.com
Greater Richmond Partnership, Inc.



VIRGINIA'S GATEWAY REGION
Economic Development Organization

IMPORTANCE OF REGIONAL MARKETING

Easier to Market Larger Area
Leverage Combined Resources
Money - Staff - Information



Key Partners and Allies

LANDING A PAPER GIANT



\$2 Billion
2,000 Jobs





ATTRACTION STRATEGY

**A University Connection
Important Collaborations
Public & Private Allies**

MATCHED TARGET

**Advanced
Manufacturing
Large Employer
Huge Investment**



AVAILABLE MANUFACTURING SITE



James River Industrial Center



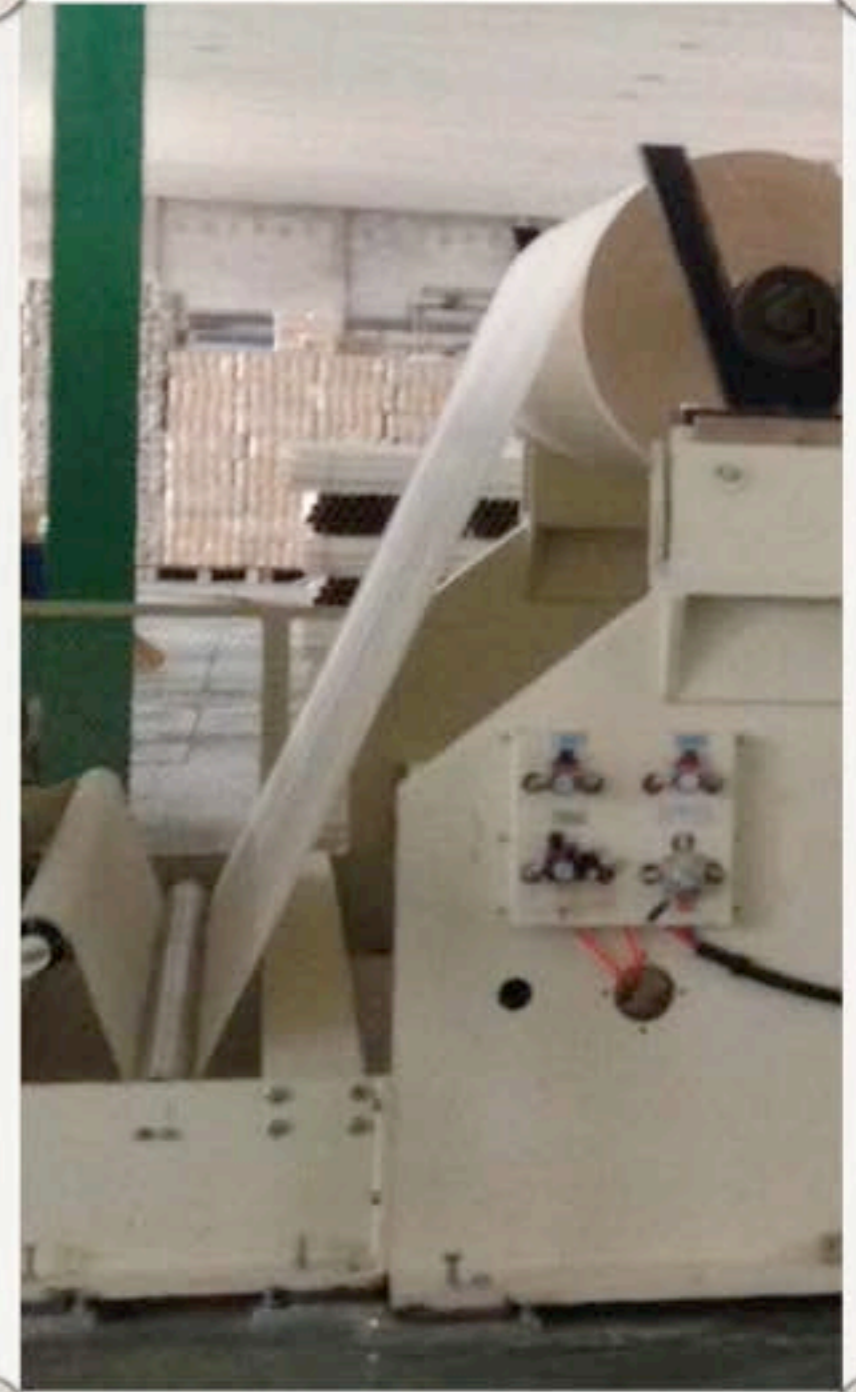
WORLD-CLASS SERVICE

**All Hands on Deck
Logistics & Visits
Hand-holding**



PRACTICAL INCENTIVES

Technology Zone
Fast-track Permitting
Complete Commitment





Tranlin Paper Products

TAKEAWAYS

Attraction & Retention Strategies

Target Markets

Available Sites & Buildings

World-Class Customer Service

Practical Incentives

Economic Development Teamwork

FINAL THOUGHT

**“Nothing can take the place of persistence –
Talent will not; nothing is more commonplace than
unsuccessful men with talent.**

**Genius will not; unrewarded genius is almost a proverb.
Education alone will not; the world is full of educated derelicts.
Persistence and determination alone are omnipotent.”**

Calvin Coolidge