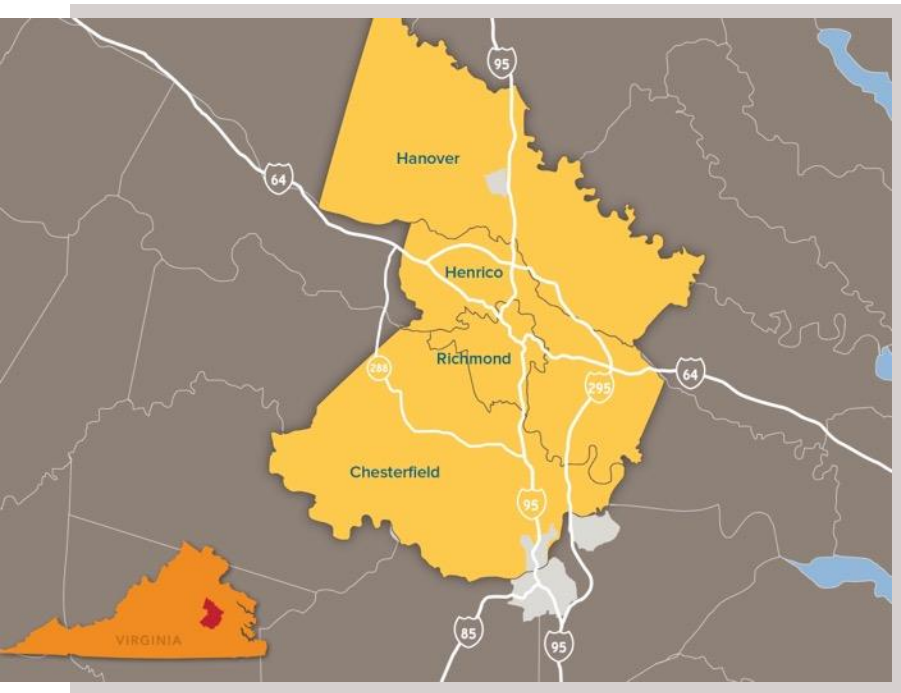


An aerial photograph of a city skyline, likely Richmond, Virginia. The image shows a dense cluster of skyscrapers and commercial buildings along a river. A large, modern glass skyscraper is prominent on the left. A wide bridge spans the river in the foreground, with a highway running alongside it. The river is filled with greenery and small islands. The sky is overcast.

Regional Competitiveness



Who we are

- ▶ The Greater Richmond Partnership, Inc. (GRP) is the lead regional economic development organization for the City of Richmond and counties of Chesterfield, Hanover and Henrico in Virginia.
- ▶ Public-private partnership. 501 (c) 3 organization.

What we do

- ▶ GRP works to attract new companies to the region by providing in-depth market data, marketing the region globally and generating quality economic opportunities.

Our vision

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

Core activities



Lead Generation



Marketing



Research

Since 1994



560+

Projects



~55k

Jobs



\$13.9b

**Capital
Investment**

Recent announcements



FY21 – FY24 results



28

Projects



6,859

Jobs



\$2.9b

Capital
Investment



8.6m

Square Feet
Impacted

FY21 – FY24 Economic Impact

Direct, Indirect + Induced



13,575

Jobs



\$798.7m

Labor
Income



\$3b

Wealth
Creation

Recognitions + Accomplishments

#8

Best U.S. City
for HQ Projects
(Site Selection Magazine, 2024)

#11

Hottest U.S.
Job Market
(Wall Street Journal, 2024)

Top 50

Best Cities in
America
(Resonance)



**ALLIANCE FOR BUILDING
BETTER MEDICINE**

GRP helped form the Alliance for Building Better Medicine, the world's central access point for advanced pharma manufacturing

BROOKINGS



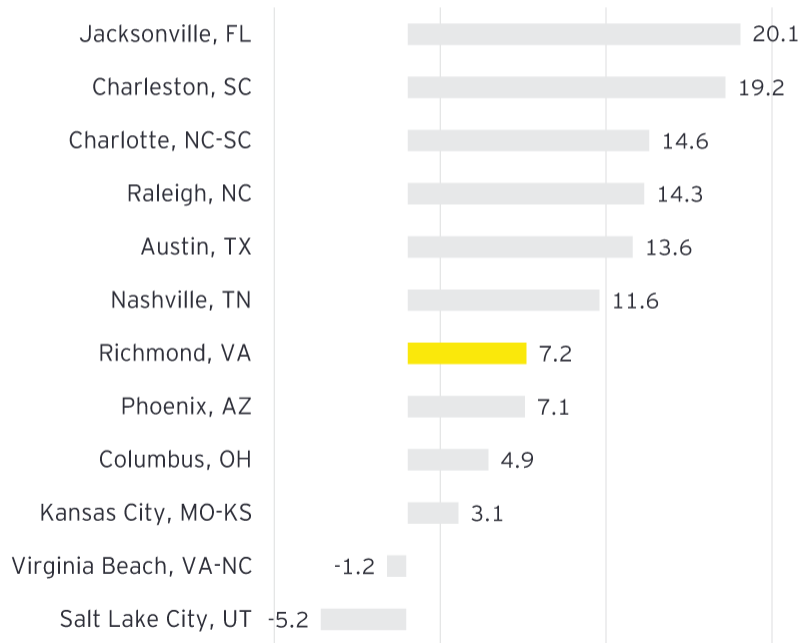
Brookings Metro selected Richmond for its Regional Inclusive Growth Network

Addressing Challenges



Population

Net migration per 1K residents, 2023

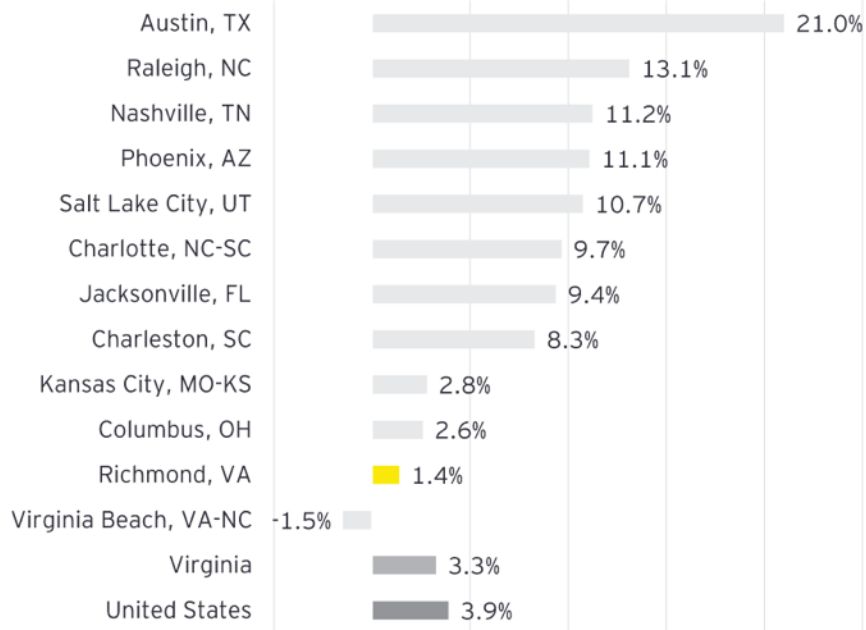


**Population Growth
has not kept pace
with peer markets**

Not keeping pace with peer markets

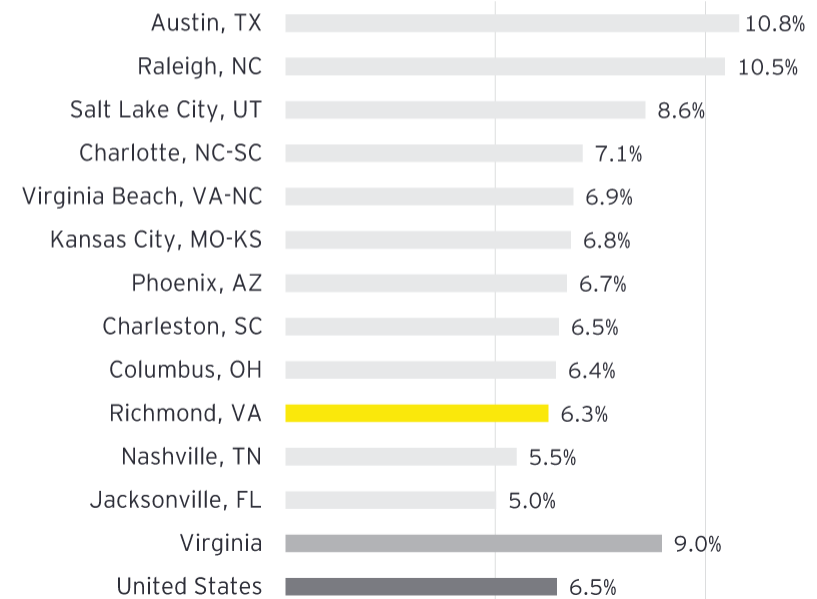
Employment

Employment growth, 2018-2023



STEM workforce

STEM workforce employment share, 2023



Perception Research: Considered Richmond for previous projects

2% → ~30%

2021 2024

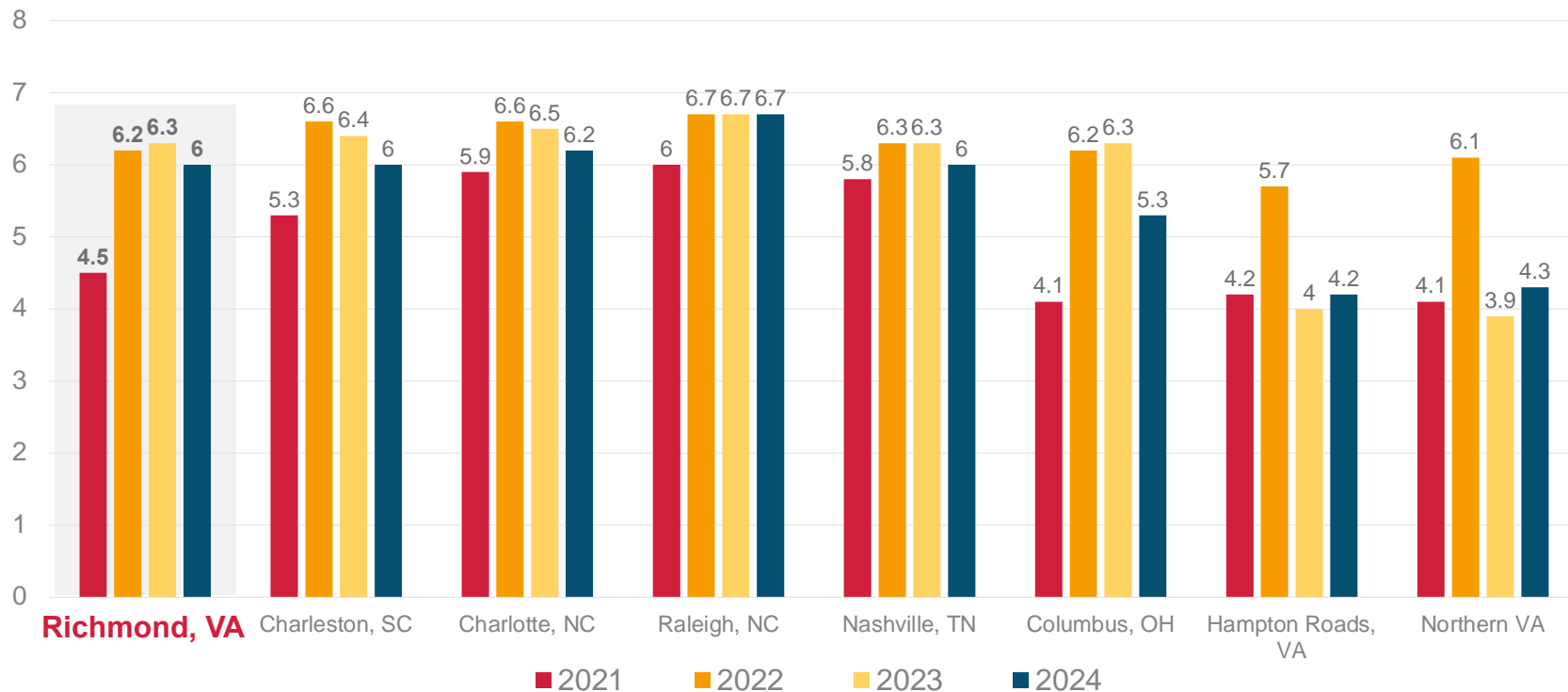
Corporate Executives

20% → ~60%

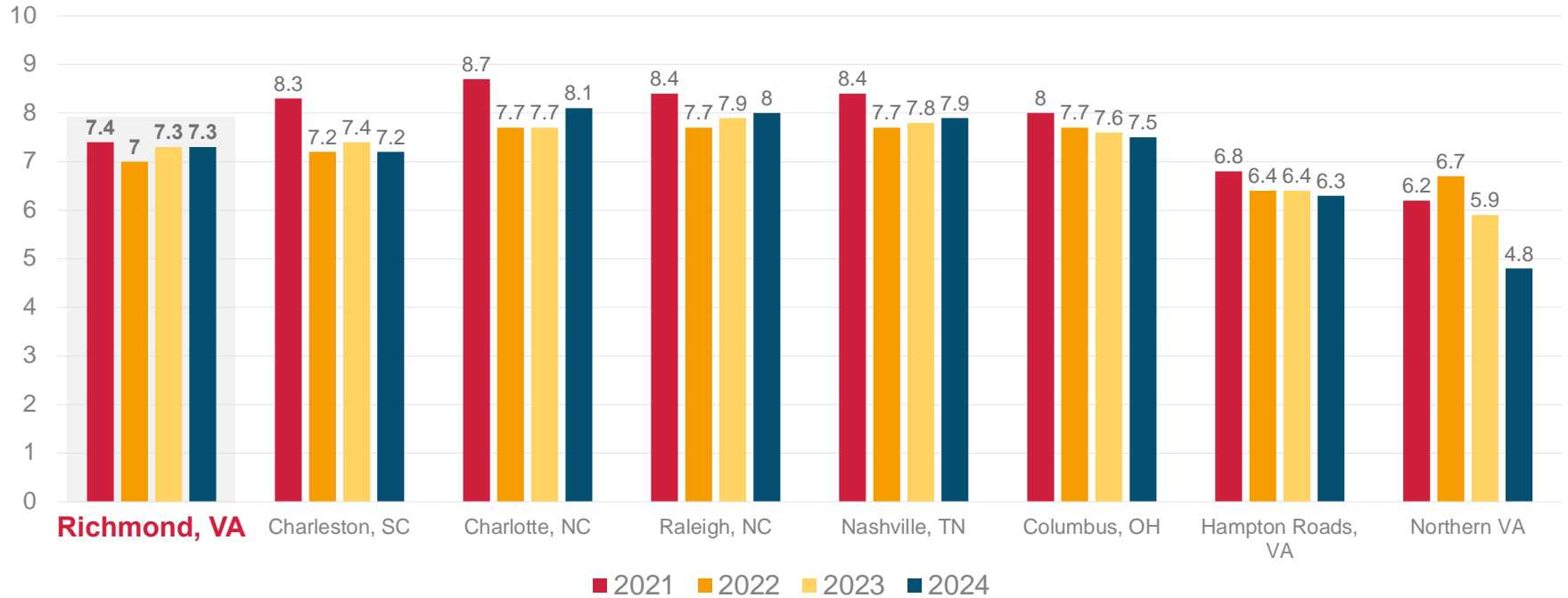
2021 2024

Site Selectors

Competing metros – corporate executives



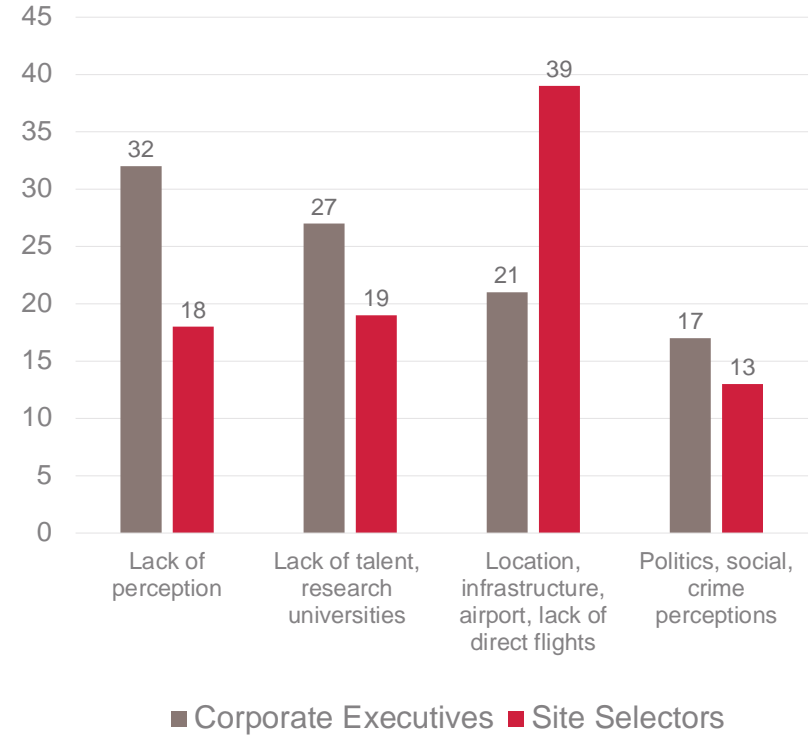
Competing metros – site selectors



Strengths



Weaknesses



Providing Solutions



FY26-FY30 Priorities



Advancing business recruitment and cluster development



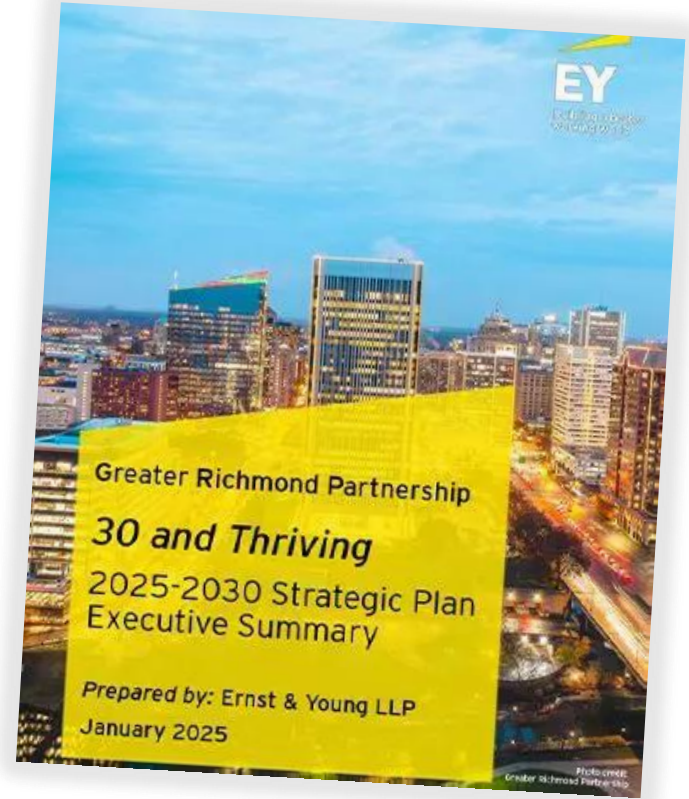
Delivering world-class research and market intelligence



Amplifying awareness and shaping perception of the region



Elevating regional competitiveness



Target Industries

Advanced Manufacturing

- Advanced Materials
- Packaging
- Food and Beverage

Corporate Services

- Headquarters
- Regional operations
- Finance and Insurance

Information Technology

- Data centers and cloud computing
- Cybersecurity and data privacy
- Software development

Life Sciences

- Pharmaceuticals
- R&D and laboratory testing

Emerging Niche Industries

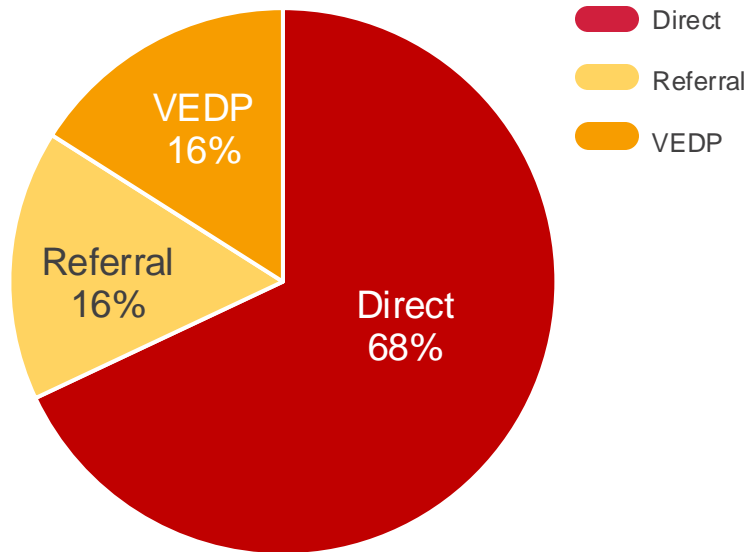
- Cleantech
- Defense

Regional Economic Driver

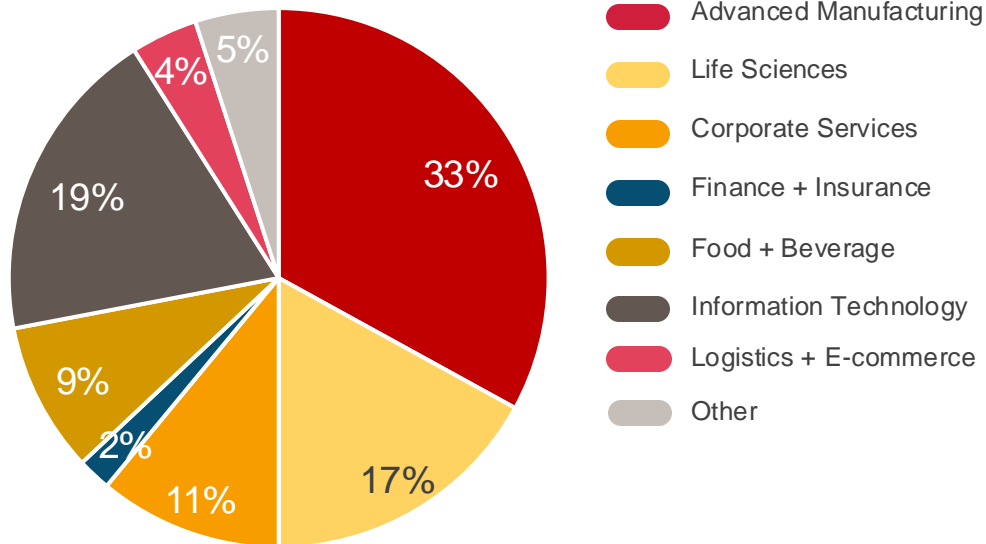
- Transportation
- Logistics

Pipeline

Lead Source Details



Industry Cluster



Thank you



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President + CEO

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