



2011 IEDC EXCELLENCE IN ECONOMIC DEVELOPMENT AWARDS ENTRY FORM

Please complete this section for all entries.

Include 5 hard copies of the Entry Form and all supplemental information with your submission.

Organization: Sagacious Partners

Contact Name: Katherine Hutton

Email: krobinson@sagaciouspartners.com

Project/Item Name: University of South Carolina - City of Columbia Fuel Cell Collaborative

Category for Entry: Technology-Based Economic Development

Population Category (<25K, 25-200K, 200K-500K, >500K): (Choose One) 25-200K

Date Project Began: 2006

Date of Completion (if applicable): ongoing project

For Entries in Categories 9 & 10, Enter Your Web Site URL:

PROJECT DESCRIPTION

*Please refer to the **Category Description and Judging Criteria Sheet** corresponding to your category when answering the following questions in the space provided.*

Select:

- ☐ Promotional Award Categories 1-8 – See Sheet A (page 9)
- ☐ Internet and New Media Categories 9-11 – See Sheet B (page 10)
- ☒ Program Award Categories 12-22 – See Sheet C (page 11-12)
- ☐ Partnership Award Categories 23-25 – See Sheet D (page 13)
- ☐ Leadership Award Categories 26-30 – See Sheet E (page 14)

Special Note: The below section is not required for the Leadership Award categories. Please complete a profile of the individual's achievements.

THIS SECTION IS INTENDED TO PROVIDE AN OVERVIEW OF THE PROJECT. PLEASE KEEP ANSWERS TO EACH QUESTION UNDER 200 WORDS. YOU MAY EXPAND ON THIS INFORMATION IN A SEPARATE PROFILE OF NO MORE THAN 3 PAGES, DOUBLE-SPACED.

1. Please provide a brief description of the project.

The University of South Carolina – City of Columbia Fuel Cell Collaborative (Fuel Cell Collaborative) was formed in 2006 by the University of South Carolina (USC), the City of Columbia, EngenuitySC and SCRA to position Columbia, SC as a leader in hydrogen and fuel cell innovation and technology. Its mission is to attract private sector partners, top fuel cell scientists, entrepreneurs and innovators to the Columbia region; as well as to collaborate with private sector leaders from all areas of the fuel cell market for the unprecedented deployment of fuel cell and other alternative energy technologies into multiple city, university and commercial applications throughout the region.

The activities supported by the collaborative are intended to help create and expand an "innovation pipeline" for fuel cell technology, which include efforts to build a critical mass of research knowledge (the discovery phase), commercialize the fruits of that research in specific applications for product creation and company formation (the development phase), and then create incentives to grow and attract industries into enterprise clusters (the deployment phase).

2. What is the goal or purpose of this project?

In 2005, ICF Consulting conducted a thorough and statewide analysis of South Carolina's next energy opportunities with hydrogen and fuel cells. The study showed that the hydrogen and fuel cell industry represented a significant knowledge-based market opportunity for the state. To focus our strengths on our state's competitive advantage in the industry, leaders from the business, higher education, research, and community sectors from across South Carolina came together to develop a 20-year strategy. The goal of the strategy is for South Carolina to become a leader in the emerging

hydrogen and fuel cell economy.

The Fuel Cell Collaborative was established to carry out the strategy in the Midlands region of the state. Columbia is the ideal city for the first planned end-to-end Fuel Cell District because it has existing research strengths in fuel cells at USC, the focus and collaboration of the region's political, business and academic leaders, and ample resources to implement this vision. This comprehensive public and private sector initiative fuses together all of the elements needed to help grow Columbia's knowledge based economy with an emphasis on fuel cell technology.

3. Who are the participants in this project? Who was involved in planning/implementation? Who is affected?

The Fuel Cell Collaborative is comprised of the University of South Carolina (USC), the City of Columbia, SCRA, and EngenuitySC. All entities are involved in the planning and implementation of activities. Those affected include the private and public sectors, top fuel cell scientists, entrepreneurs, and innovators.

USC is dedicated to building the knowledge economy in South Carolina by attracting the world's top professors, scientists, students and entrepreneurs to Columbia, SC. The City of Columbia is dedicated to the advancement of the knowledge economy in the midlands region through its partnership in the Fuel Cell Collaborative, its award winning technology incubator, and its commitment to entrepreneurship and innovation. SCRA is a global leader in applied research and commercialization services and collaborates to advance technology with industry, government, and research universities like USC. EngenuitySC is an active public/private sector partnership focused on nurturing the growth of a knowledge-based economy in the Columbia, SC region and strives to create a fertile business climate that encourages entrepreneurship and the commercialization of ideas and technology, harnesses the research breakthroughs of higher education institutions, establishes public policy that is sensitive to the unique needs of knowledge-based companies, and promotes access to start-up investment capital.

4. What has been the impact of the project? How effective has it been in furthering economic development in your community? Identify any tangible and/or intangible results and value added.

The Fuel Cell Collaborative has made significant progress in transitioning our region into a hydrogen and fuel cell innovation center:

- Over \$50 million in research, commercialization, and demonstration investments since 2006
- Seven start-up ventures focused on hydrogen, fuel cells, and advanced energy storage
- 25+ research collaborations with leading industry partners such as BASF, NASA, GE, Nuvera, General Motors
- 19 Fuel Cell Challenge grants awarded including October 2010 winner Weylchem Sustainable Materials
- South Carolina's first major alternative energy conference: National Hydrogen Association 2009
- Columbia secures hydrogen fueling station as part of the SC hydrogen highway connecting Aiken and Columbia
- SC named "Top 5 State for Fuel Cells" (Fuel Cells 2000, May 2010)
- \$3.6 million grant through EngenuitySC from the Defense Advanced Research Project Agency supporting research and commercialization of fuel cells for portable applications; involves research at the University of South Carolina, product development with private sector partners, and technical assistance through ATI, an affiliate of SCRA
- \$500,000 grant through EngenuitySC from the U.S. Department of Energy to develop a clean energy economic and workforce development strategy for the Columbia, SC region
- Fuel cell bus deployed in Columbia through public/private funding

5. Is this project replicable or transferable? Can it be adapted for use in other communities? What lessons have been learned?

The process that this project followed is replicable and can be implemented in other communities. Through identification of potential development opportunities, building the appropriate leadership team and implementing a plan, the process can successfully be adapted in other communities around areas of economic and industry strength. The key lesson learned was that putting the right leadership team together at the beginning and outlining specific roles for partner organizations helped ensure sustainability.

6. In what ways is this project innovative or creative?

This program has been recognized as a best practice model by SCRA for deployment of public/private partnership for the state of South Carolina. In addition, the program has garnered national recognition for its innovative approach to creating successful collaborations that bring results and has a non-profit partner (EngenuitySC), a private sector partner (SCRA), a university partners (USC) and a municipal partner (City of Columbia). The project provides comprehensive

support for building the elements of a fuel cell economy by aiding in discovery, development, and deployment. The Fuel Cell Collaborative supports the range of stakeholders from startup CEO to university researchers to the general public. Fuel Cell Collaborative has educated the public about alternative energy in the region, making the idea of fuel cells a more widely known concept in an area not traditionally known for progressive energy approaches.

7. Are there any other relevant details not covered above or specific to your category?

CATEGORY DESCRIPTIONS AND JUDGING CRITERIA

A. PROMOTIONAL AWARDS

PLEASE REFER TO THIS SHEET WHEN COMPLETING THE PROJECT DESCRIPTION SECTION OF THE ENTRY FORM FOR A PROMOTIONAL AWARD.

These awards recognize innovative and effective marketing materials used for attracting, retaining and fostering business as well as communications vehicles used by economic development organizations.

Judging Criteria for Categories 1-8:

Promotional Awards will be judged by the following criteria:

- Effectiveness of the promotion
- Innovation/creativity
- Quality and completeness of information
- Contribution to the economic development profession

Descriptions:

1. General Purpose Brochure

A brochure introducing your state, province, community, region or area to prospects for industrial, commercial, retail, or general development opportunities. The most effective brochures create a positive image of the area for its quality of life and cultural, educational, or other attributes.

2. Special Purpose Brochure

A brochure designed for a special purpose, such as promoting an industrial park or other specific types of promotions.

3. General Purpose Promotion

A promotional piece (other than a brochure), series of promotional pieces or promotional campaign including but not limited to a folder, poster, print ad, direct mail campaign or other campaign.

- *Mount item(s) on heavy stock with 1 inch margins.*

4. Annual Report

A report summarizing an economic development organization's annual activities and/or fiscal highlights.

5. Paid Advertising Campaign

One or a series of two or more paid black-and-white or color advertisements with a common economic development theme published on the web or in a print medium such as a newspaper or magazine.

- *Mount ad on heavy stock with 1 inch margins as proof of publication.*

6. Newsletters/Newspaper

A publication that is published regularly which addresses economic development issues or informs readers of the activities of your development organization.

- *Submit one issue.*

7. Magazine

A publication that is published regularly which addresses economic development issues or informs readers of the activities of your development organization.



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Organization: Center for Advanced Engineering and Research

Contact Name: Bob Bailey

Email: bbailey@caer.us

Project/Item Name: CAER - Industry-University Collaboration in R&D

Category for Entry: (12) Technology Based Economic Development

Population Category (<25K, 25-200K, 200K-500K, >500K): (Choose One) 200k-500k

Date Project Began: 2006

Date of Completion (if applicable): N/A

For Entries in Categories 9 & 10, Enter Your Web Site URL:

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1. Please provide a brief description of the project.

The Center for Advanced Engineering and Research (CAER) is drives the growth and success of the region's economy through the efforts of an industry-university collaborative research organization that assists area companies in creating new products and processes, as well as serving to develop, recruit and retain science and engineering talent. The CAER is part of a technology based economic development (TBED) strategy that also includes Science, Technology, Engineering and Mathematics (STEM) workforce development and related technology business support services. It accelerates the region's transition to a knowledge based economy by bringing university level research and technology into a region where it was previously lacking. This initiative includes the engagement of research faculty from R&D partners and the facilities to house the CAER's activities. These R&D activities are targeted to the unique, high potential technology industry clusters that will drive economic growth in the region over the next 10-20 years, specifically the nuclear power cluster and the wireless communications cluster. This R&D translates into new product innovations that can either grow existing businesses or spin-off new ones. In addition the CAER fosters educational opportunities that help in recruitment and retention of a well paid and highly trained STEM workforce.

2. What is the goal or purpose of this project?

The goal of the CAER is the establishment of an industry-led research center that creates a research university environment in the region. It brings together private and public money, talent and resources to foster knowledge

creation, facilitate technology transfer and improve the scientific and engineering workforce to benefit regional industry. The CAER targets growth technologies and high tech industries in the region and works to establish effective and beneficial relationships between these industries and major R&D resources, resulting in the practical implementation of innovation in the region's industries and professional development opportunities for scientists and engineers. The desired outcomes of this project include:

- Increased levels of innovation based activities including, but not limited to applied research and development, technology transfer, and technology commercialization
- Increase in the number and quality of collaborative partnerships that support these innovation activities
- Improve the quality of the science, technology, engineering and math (STEM) workforce in Region 2000
- recognition statewide and nationally as a "best practice" in technology based economic development, as an industry-university partnership and in the targeted research program areas for the CAER

3. Who are the participants in this project? Who was involved in planning/implementation? Who is affected?

The CAER is the result of strong collaboration among both public and private partners. It is a collaborative initiative of the Region 2000 Partnership, a network of organizations providing regional development leadership to the region surrounding Lynchburg, Virginia. The Partnership provides a single point of contact to the public and private sector for regional planning services, economic development, marketing, and workforce training. The CAER was a major objective of the region's 2007-2011 strategic plan and fundraising campaign. The CAER was organized in 2007 and is led by a 21 member board of directors that includes representatives from the region's nuclear energy cluster (e.g. AREVA, B&W and Flowserve), the region's wireless communications cluster (e.g. Harris, Innovative Wireless Technologies, and AMTI), university research partners (University of Virginia, Virginia Tech, James Madison University and Liberty University) and key regional partners (such as the Region 2000 Technology Council and the Region 2000 Economic Development Council). The CAER educational programs are implemented in collaboration with the local community college, with Virginia's Commonwealth Graduate Engineering Program (including University of Virginia, Virginia Tech, George Mason University, Virginia Commonwealth University, and Old Dominion University) and local universities (Sweet Briar College, Liberty University, Randolph College and Lynchburg College).

4. What has been the impact of the project? How effective has it been in furthering economic development in your community? Identify any tangible and/or intangible results and value added.

The extent of the economic impact of the CAER on the region has been wide-ranging. As a result of the CAER's activities the region has benefited from a variety of investments from both public and private sources over the last five years. The details of these investments are spelled out in the response to question 7 below but are summarized here:

- Private sector investment of more than \$2M from more than 120 companies over a five year period
- the construction of a 30,000 square foot research and education facility, providing the physical infrastructure to support research staff in the region
- the location of B&W's mPower™ Small Modular Reactor test loop in the CAER facility, resulting in a \$30M capital investment and over 100 jobs
- development of a unique configurable nuclear power plant control room for applied research in digital controls, human factors and other control room issues
- state funding as a regional R&D center for industry-university collaboration
- strengthening of the region's R&D infrastructure through four formal Master Research Agreements with the engineering schools at UVA, VT, JMU and LU
- support of the region's engineering workforce by offering graduate engineering courses and degrees from five partner universities

5. Is this project replicable or transferable? Can it be adapted for use in other communities? What lessons have been learned?

Any region that is lacking a major research university presence could adapt and implement some of the elements of the

CAER initiative. When the region first looked into the issue of developing industry-university collaborations in R&D, local industry identified two major obstacles to working with universities on R&D projects:

- 1) Difficulty in finding the applicable expertise within a large university
- 2) Difficulty in negotiating the terms of a research agreement

The CAER has addressed these two obstacles with the following replicable approaches:

- 1) Establishing MOU's with research partners that identify single points of contact and areas of interest that help companies find and contact the appropriate resources faster.
- 2) Developing and implementing Master Research Agreements that establish standard terms for research projects and facilitate the authorization of projects.

There are other lessons learned from this initiative that are transferable, such as the importance of:

- incorporating a R&D initiative into a regional economic development strategy
- developing broad private sector support before first.
- assigning clear responsibility and adequate resources for both planning and implementing the initiative.
- building industry-university partnerships first and using these partnerships to identify other areas of support needed, including physical infrastructure, support services and funding.

6. In what ways is this project innovative or creative?

The CAER is innovative in two major ways: 1) collaboration among regional economic development organizations, and 2) the level of involvement from private sector.

The CAER is strongly integrated with other economic development programs in the region. The CAER is one of six major objectives of the region's economic development plan. It is a member of the Region 2000 Partnership, which includes the economic development council, the technology council, the Workforce Investment Board, the Young Professionals Council and the local government commission. It has also partnered with local schools and community colleges to develop clear educational pathways in science and engineering. Additionally the CAER is involved in STEM workforce issues by partnering with five other universities to offer local undergraduate and graduate level engineering degrees within the region.

While the CAER was created as an industry-university collaborative initiative, it was specifically created with industry as the lead entity. It has been organized so that industry has the majority voice in setting the strategic direction. This provides a strong market driven perspective to the CAER that is often missing from similar university driven initiatives.

7. Are there any other relevant details not covered above or specific to your category?

Some additional details on the economic impact and public/private support for the CAER are outlined below:

- With the CAER as a main objective in its fundraising campaign, the region was able to exceed its private sector goal by raising more than \$2M from more than 120 companies over a five year period
- The Virginia Tobacco Commission has awarded the CAER \$8M for the design and construction of a research and education facility to support CAER's programs, \$7.5M in support of B&W's mPower™ test loop in the CAER facility, \$935,000 in support of the configurable nuclear power plant control room for applied research and \$750,000 for operations
- B&W has pledged \$20M in match and created over 100 jobs in the region as a result of locating their mPower™ test loop in the CAER facility
- AREVA has provided their EPR reactor simulator software valued at \$2.7M to the CAER facility for applied research
- The state has funded the CAER as a regional R&D center in amounts totaling \$1,910,000 in support of industry-university collaboration in applied research
- The CAER has offered 375 graduate engineering courses to 154 graduate engineering students through its partnership with five state universities



The Center for Advanced Engineering & Research

An Industry-University Collaborative Research Hub for the Region

The Center for Advanced Engineering and Research is a Region 2000 initiative to develop an industry-focused regional research and development center that drives the development of innovative products and processes by providing local access to university and federal research and inventions.

Vision

We are dedicated to the creation of an industry-led research center in Region 2000 that provides a research university environment. It will bring together private and public money, talent and resources to foster knowledge creation, facilitate technology transfer and improve the scientific and engineering workforce to benefit regional industry.



Located in Bedford County, Virginia the center opens in the Spring of 2011.

Mission

The CAER will target growth industries and high tech industries in Region 2000 and work to establish effective and beneficial relationships between these industries and major R&D resources, resulting in innovation and the practical implementation of innovation in the region's industries and professional development opportunities for scientists and engineers. As a result, the CAER will facilitate a shift from traditional economic development activities to Technology-Based Economic Development (TBED) activities in the region.

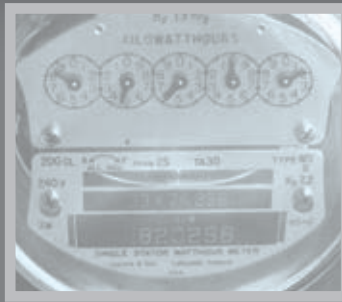
Outcomes

- Establishment of an industry driven coalition in Region 2000 directing research in support of area companies.
- Increase the amount of knowledge creation in Region 2000.
- Increase the amount of technology transfer and commercialization in Region 2000.
- Improve the quality of the science, technology, engineering and math (STEM) workforce in Region 2000.
- Improve the long term prospects of both existing and prospective technology based employers in Region 2000.

Research Areas



Center for Safe & Secure Nuclear Energy (CSSNE)



Sensors, Controls & Wireless Technologies for Energy Production & Transmission



Cognitive Radio (CR) Research



Inspection, Testing & Analysis Technologies

Key Strategies

- Establish formal and informal collaborative relationships with major research universities and Federal laboratories.
- Identify and accelerate opportunities for targeted industry clusters in the region with high growth potential to innovate through R&D, technology transfer and business assistance.
 - *Current initiatives will focus on the electric power generation cluster and the wireless communications cluster in Region 2000.*
- Attract Federal and other research funds in support of industry/university technology initiatives.
- Build a knowledge based workforce by providing improved educational opportunities in post-secondary and graduate STEM programs as well as other professional development opportunities.
- Develop physical infrastructure to support TBED functions.
- Develop and offer support strategies for commercialization of technologies.





Annual Report '09-'10

PUBLISHED APRIL, 2010

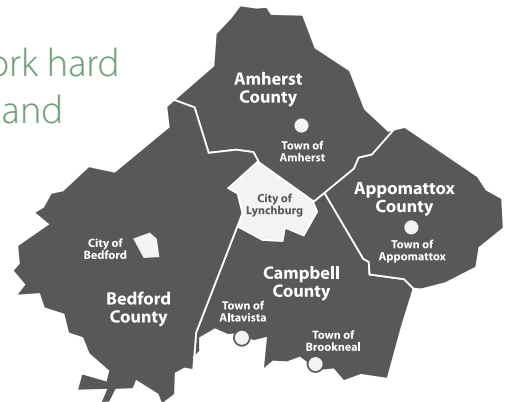
Creating an environment of regional collaboration, economic growth and progress in innovation.





Virginia's Region 2000 Partnership is a collaboration of six organizations that work together to create a supportive environment for the cities, towns, counties and businesses that make up the 2,000 square miles surrounding Lynchburg.

Together, these partners work hard to expand entrepreneurship and new technologies while providing strong workforce support to new and existing companies and managing regional growth and development.



Six partners:

- CAER: Center for Advanced Engineering & Research
- EDC: Economic Development Council
- LGC: Local Government Council
- R2TC: Technology Council
- WIB: Workforce Investment Board
- YPCV: Young Professionals of Central Virginia

Through the strength of our partnership, we impact the community by:

- Attracting and growing high tech, high paying jobs in the region.
- Creating a state-of-the-art applied R&D center in Bedford County.
- Extending the reach of broadband to rural localities in the region.
- Delivering professional development and advanced degrees to scientists and engineers.
- Increasing the region's visibility on a state and national scale.
- Educating more than 10,000 middle and high school students through STEM-related activities.
- Securing millions of dollars in state and federal grants for infrastructure development, downtown revitalization, and other regional improvements.
- Honoring technology achievements in business, innovation, and education.
- Hosting 30 events annually for 1,000+ young professionals to connect, live and grow.

ON THE COVER

The Center for Advanced Engineering and Research (CAER) broke ground in November 2009 on a \$7.6 million regional research and education facility. This facility is the result of many years of hard work and investments from the Tobacco Commission, local governments, businesses and educators. The Center will increase the region's capacity to drive economic growth through innovation. During this year, you will bear witness to the creation of a one of a kind research facility located in Bedford County. It will serve Region 2000 for many years to come. Thank you for your support!



Photo by Jeremiah Guelzo,
Stone Blue Productions.com

Population

The region's population continued to climb in 2009, increasing by more than 2,000 residents, up to 247,447. That equates to eight percent overall growth since the year 2000, with the City of Lynchburg growing by 13 percent followed by Bedford County at 11 percent growth. During the same timeframe, Amherst County grew by two percent, Appomattox County by six percent, and Campbell County by four percent. The U.S. 2010 Census is being conducted this year.

Locality	1990	2000	2009	% Change (1990-2000)	% Change (2000-2009)	% Change (1990-2009)
Amherst Co.	28,578	31,894	32,482	12%	2%	14%
Appomattox Co.	12,298	13,705	14,552	11%	6%	18%
Bedford Co.	45,656	60,371	67,154	32%	11%	47%
Campbell Co.	47,572	51,078	52,976	7%	4%	11%
City of Lynchburg	66,049	65,269	73,933	-1%	13%	12%
City of Bedford	6,073	6,299	6,350	4%	1%	5%
Region 2000 TOTAL	206,226	228,616	247,447	11%	8%	20%

A rebalanced portfolio

REGION'S ECONOMY IS EVOLVING TOWARD HIGH PAYING, HIGH GROWTH JOBS

Mangum Economic Consulting, LLC, recently updated last year's economic impact analysis showing how the local economy is rebalancing itself toward high paying, high growth jobs in the wake of a downturn.

The 2010 study shows that from 2001-2009, the region gained 8,656 jobs in industry sectors such as *healthcare* (+27%); *professional, scientific, and technical services* (+74%); *accommodation and food service* (+18%); *education* (+12%); and *wholesale trade* (+31%). This helped offset job losses in retail, finance, manufacturing and other services during that same timeframe.

The study also looked at wage trends by industry and tracked the impact made by the Partnership to grow the "pool" of technologically trained workers for the new economy.

INTERESTING HIGHLIGHTS:

- *Health and Manufacturing* remain the largest employment industries in the region with a combined 30,000+ workers, followed



by retail and education.

- *Professional, Scientific, and Technical Services* is the fastest growing and highest paying sector with an average weekly wage of \$1,104.
- While the *Manufacturing* sector decreased by 32% since 2001, wages have held relatively steady, signifying that higher paying, high-tech manufacturing jobs still significantly contribute to the region's economic growth.
- The rebalancing of the industry mix and the Partnership's emphasis on STEM careers is having an immediate positive impact on the region's economy in terms of wage and employment growth.

To read the full report, please visit www.region2000.org > "media center" > "downloads."



Broadband: The "last mile"

Bryan David, Executive Director of the Region 2000 Economic Development Council, believes that access to affordable and reliable broadband is "as important as water and sewer." That's why he's on a mission to extend high-speed Internet service to the "underserved" across the region. If he's

successful, rural residents and businesses could have the option for affordable broadband service as early as summer 2011, he says.

During 2009, Bryan met with each of the four counties about the benefits of forming a broadband authority. A broadband authority enables public/private partnerships to occur which allows the private sector to take on its rightful role to develop, operate, and maintain a broadband network in an underserved area.

Amherst and Bedford counties each formed broadband authorities during 2009 and entered into negotiations with DigitalBridge Communications Corporation during early 2010. The Ashburn-based firm already has a presence in Appomattox County having built out a strong network there a couple of years ago and Campbell County is currently exploring the benefits and logistics of rural broadband through a master planning process.

Watch the Region 2000 website for further updates as they unfold.

Housing

The real estate market began to see some declines in the Lynchburg region during 2009, although the impact was much less than the majority of other regions across the state. According to the Virginia Association of Realtors, sales in the Lynchburg market were down eight percent, while median home prices were down two percent, over last year. To compare markets statewide, visit: www.varealtor.com.



What's your 'handle'?

With over 400 million users on Facebook alone, is your business on board with social media? Virginia's Region 2000 Partnership has developed a presence on social media sites such as Twitter, YouTube, Facebook and Linked In in an effort to reach new audiences and promote local business and regional information. You can find us on the following sites:

VIRGINIA'S REGION 2000 PARTNERSHIP

- Twitter: @VARegion2000
- Facebook: Virginia's Region 2000 Partnership
- LinkedIn: Virginia's Region 2000
- YouTube and Vimeo: Region 2000

TECHNOLOGY COUNCIL

- Twitter: @r2kctc
- Facebook: Region 2000 Technology Council
- LinkedIn: Virginia's Region 2000 Technology Council
- YouTube, Flickr, and Vimeo: r2kctc

CAER

- Twitter: @CAERRegion2000
- Facebook: Region 2000 CAER
- LinkedIn: CAER Energy Innovation Group, CAER Science and Engineering Workforce Group, or CAER Wireless Technologies Innovation Group

Top 10 employers

1. Centra
2. Liberty University
3. The Babcock & Wilcox Company
4. AREVA
5. Bedford County Schools
6. Lynchburg City Schools
7. Campbell County Schools
8. WalMart
9. City of Lynchburg
10. Central Virginia Training Center

*VEC and staff reports, 3rd quarter 2009

Employment

Civilian labor force: 126,586

(An increase of 687 over last year)

Number employed: 117,494

(A decrease of 1,781 over last year)

Unemployed: 9,092 (7.2%)

(Up from 5.3% last year)

*VEC data from Dec. 2009

A good example of a partnership that works



Gary Christie accepts a 2009 Innovation Award from Sharon Juon, President of the National Association of Development Organizations. The award was presented to Virginia's Region 2000 Partnership for its work on branding and cooperation.

Virginia's Region 2000 Partnership staff members are often asked how they are able to come together under one "umbrella organization" to achieve such great results. By sharing resources and payroll systems, being co-located, and "cross pollinating" board members on the six partner organization's boards, the operation is able to achieve greater results. It's this unique regional partnership that's grabbing the attention of other economic development organizations, regions, and local governments across the U.S.

During this past year, the Partnership received recognition by the National Organization of Development Organizations for its branding work and cooperation. Additionally, several team members were asked throughout the year to speak at state and national conferences about the organization's unique makeup.

Services Authority has successful first year

The Region 2000 Services Authority began operations on July 1, 2008 to coordinate regional solid waste for five localities. According to Solid Waste Director Clarke Gibson, the Authority was financially and operationally successful in its first year. The actual cost of disposal in 2009 was \$22.62 per ton and the landfill managed 230,000 tons of waste.



RECYCLING IS KEY TO LONGER LANDFILL LIFE

The Services Authority staff is emphasizing consumer recycling in an effort to decrease the amount of residential waste that ends up at the landfill. The cost to build and maintain a landfill is costly and the current recycling rate for Region 2000 is at 32.7 percent, leaving room for improvement.

Diane Dodd, Recycling Program Manager, spends a lot of time educating the public on the benefits of reducing waste, reusing existing products and packaging, and recycling at home or work. She visited more than 75 Lynchburg and Campbell County classrooms, more than 35 senior centers and 25 churches in the past year educating citizens on recycling and litter prevention. She also speaks to groups about making their own cleaning products and air fresheners.



Diane Dodd, Recycling Program Manager, educates elementary school children on various ways to recycle at home and school.

"A large amount of waste enters the landfill that can be recycled rather than buried in the ground," she said. "If these items were removed from the waste stream, we would save valuable landfill and air space."

The Concord Turnpike Regional Landfill is open Monday – Saturday, 7 a.m. – 4 p.m., and is located at 2525 Concord Turnpike Rd., Lynchburg. For more information, please go to: www.region2000.org/services-authority.

SBDC offers free business counseling for entrepreneurs

The Region 2000 Small Business Development Center (SBDC) worked hard at helping its clients maintain sales during 2009. The organization delivers free business counseling services, as well as training, financing and business planning assistance to current and prospective business owners.

The Region 2000 EDC provides financial support to the organization that is run by co-directors Niro Rasanayagam and Paul Morrison.



Paul Morrison of the SBDC talks with Virginia Handcrafts owner Carolyn Seaman in Forest.

IN 2009, THE REGION 2000 SBDC:

- Provided consultations to 206 existing or aspiring entrepreneurs
- Held 20 business training workshops
- Trained 200 individuals in different aspects of starting and operating a business
- Helped start up 10 new businesses throughout the region
- Helped businesses create and retain 126 jobs in the region
- Created total (debt and equity) capital investments of \$1,019,730, and
- Helped increase total sales among clients by \$765,169

For more information, call 434-582-6170 or visit www.lbdc.com.

What makes our region an ideal location for doing business?

Virginia's Region 2000 is a great location for doing business. The Milken Institute's Best Performing Cities Index, released in November 2009, ranked Lynchburg 60th out of the 200 largest metros in the nation. This study is based on how well the region creates and sustains jobs, among other economic growth factors such as technology growth and wages. Among Virginia's metros, Lynchburg earned the highest marks after Washington-Arlington-Alexandria, which ranked number 25. Virginia Beach-Norfolk-Newport News ranked 87, Richmond 118, Roanoke 126, and Kingsport-Bristol 133.

We asked seven area business leaders what makes our region unique when it comes to doing business. Here's what they said.



LARRY HATCH

*President
Advanced Manufacturing Technology, Inc.*

"When you need help getting your business off the ground, everybody actually cares and you get pointed in the right direction. There's a real sense of cooperation here."



KAREN DYER

*Market Executive
First Citizens Bank*

"Lynchburg is a perfect place for families and businesses to prosper. It offers job opportunities normally found in larger cities without the hassle or expense that accompany a life in the big city."



GEORGE DAWSON

*President & CEO
Centra*

"I'm impressed everyday by the energy, commitment, and caring of our employees. They reflect the incredible workforce that exists in Region 2000."



NAT MARSHALL

*Senior HR Specialist
Babcock & Wilcox*

"Region 2000 has so much to offer. You often times have to go looking for it. But it is here - in all of its richness and diversity."



ROB GILLIAM

*President & CEO
First National Bank*

"Region 2000 is blessed with a great quality of life and with a diverse and reasonably stable economy."



JOHN DOYLE

*President
The Pettyjohn Company*

"Our region is fortunate to have a highly diversified economy, with everything from educational institutions, to superior health care, to the arts and recreational opportunities, nuclear, wireless communications, and more. Businesses throughout the region benefit through their cooperative interaction and support of these various sectors of our economy."



BOB LEVEQUE

*Vice President
RR Donnelley*

"Exceptional work ethic, a commitment to excellence, and an in-depth understanding of the need to delight our customers are attributes of our workforce that allow us to compete effectively in very competitive markets. Tie that in with great schools, pro-business leadership and beautiful surroundings and you have an outstanding package for living, working and raising families."

Partnership Coordinating Council

The Region 2000 Partnership Coordinating Council is made up of two members from each of the partner's boards. The committee meets quarterly to evaluate the direction of the Partnership and to make recommendations to each board.

Bryan David, Committee Chair

ECONOMIC DEVELOPMENT COUNCIL

Fred Armstrong
David Laurrell

LOCAL GOVERNMENT COUNCIL

John Sharp
Kim Payne

TECHNOLOGY COUNCIL

Dan Messerschmidt
Greg Sullivan

WORKFORCE INVESTMENT BOARD

Bob Clarke
Christine Kennedy

YOUNG PROFESSIONALS OF CENTRAL VIRGINIA

Amanda Denny
Christy Lucy

CENTER FOR ADVANCED ENGINEERING & RESEARCH

Reggie Pugh
Bill Guzek



Economic Development Council

The Economic Development Council works closely with Region 2000 localities and the Virginia Economic Development Partnership (VEDP) to attract new business investment to the region. Job creation, business retention, and developing a qualified workforce are priorities for the organization that was established in 1988.

IN THE PAST YEAR, THE EDC:

- Assisted Region 2000 counties in forming broadband authorities that will open the door for "last mile" high speed Internet service to residents and businesses.
- Met with dozens of local companies to identify opportunities for possible business growth or assistance with local or state resources.
- Participated in a state-wide panel discussion on tech-based economic development.
- Increased public interest in Region 2000 as a key destination by advertising and participating in the Lynchburg regional feature in U.S. Airways In-Flight Magazine (*shown at left*).
- Hosted a two-day spring tour to highlight the region's business parks and key destinations for state business leaders.
- Provided funding for several workforce development programs including the establishment of the Tech Council's STEM Program Manager



BRYAN DAVID
EXECUTIVE DIRECTOR

position, The Tech Council's Summer Career Academies at CVCC, the United Way's Grow One Program, and more.

- Conducted a regional economic impact analysis showing how the region's industry base is moving toward high-wage, high paying growth sectors.
- Appointed to the Governor's Broadband Advisory Council (Bryan David) to help channel funding opportunities and write policies for broadband projects.
- Provided \$25,000 in annual funding to the SBDC to help local companies with business planning and training.



RR Donnelley's Bob Leveque shows off his company's print manufacturing operation with Bryan David. The Economic Development Council regularly meets with local companies to identify opportunities for growth.

Look closely...

There's no better home for your family or your business than "Region 2000" – the 2,000 square miles surrounding Lynchburg, Virginia. This region's vibrant business landscape includes an extraordinarily broad employer base, including wireless and nuclear industries. And that means abundant skills and resources for businesses, plus diverse opportunities for individuals, like you.

INNOVATION | COLLABORATION | ECONOMIC GROWTH

The counties of Amherst, Appomattox, Bedford and Campbell; the towns of Altavista, Amherst, Appomattox and Brookneal; and the cities of Bedford and Lynchburg.

www.region2000.org • (800) 628-3413

EDC Board of Directors

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The Pettyjohn Company

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Ralph Andrews
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J. Frederick Armstrong
WileyWilson

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Andy Carroll
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L. Kimball Payne, City Manager
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Ron C. Spiggle
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Darrel Staat
Central Virginia Community College

Greg Sullivan
Lynchburg City Schools



The Center for Advanced Engineering & Research

The CAER is the region's premier source for industry innovation. Through master research agreements with universities and labs, the CAER delivers targeted solutions for tech-based industries and facilitates professional development for scientists and engineers.

IN THE PAST YEAR, THE CAER:

- Broke ground on its 26,000 square-foot Research and Education Center in the New London Business and Technology Center.
- Expanded its research capacity by adding a master research agreement (MRA) with James Madison University. Additional MRAs are with Virginia Tech, UVA, and LU.
- Identified four major focus areas for the new facility. Center for Safe and Secure Nuclear Energy (CSSNE), Cognitive Radio Research, Inspection and Testing Technologies, and Wireless Sensor Networks.
- Offered 106 local graduate-level

engineering courses from UVA, VT, ODU, GMU and VCU through the Commonwealth Graduate Engineering Program.

- Served 50 students from 15 companies in taking 28 graduate-level engineering courses.

READY...SET...BUILD!

The CAER's new facility, funded through a grant from the Virginia Tobacco Commission, will provide a central point for engineers, scientists and educators to perform applied research, product development, commercialization, and training.

The two-story building is designed to achieve LEED certification and will occupy about 6-1/2 acres of the 28-acre parcel in the New London Business and Technology Center in Bedford County.

Virginia Delegate Kathy Byron played a key role in supporting the funding for the facility through her role on the Tobacco Commission Board. "The CAER will bring jobs to our region and will serve to make



BOB BAILEY
EXECUTIVE DIRECTOR

this an attractive home to industries that are committed to technological innovation," she told the more than 100 attendees at the groundbreaking. "It is projected that for every \$1 million of research, 35 high paying jobs will be produced. By supporting the R&D needs of our businesses, we make the Lynchburg region the place for them to grow and flourish."

A LOCAL DESIGN STORY

Several local firms are involved in the design and construction of the CAER. The "science made visible" design was done by **Wiley|Wilson**, while **Hurt & Proffitt** completed the land surveying for the property. **Land Planning and Design Associates, Inc.** (based in close by Charlottesville) assisted with land planning and design and Lynchburg-based **C.L. Lewis** is constructing the facility, set to be complete by year-end 2010.



Local officials broke ground on the CAER facility in November 2009. Pictured, left to right: Virginia Delegate Scott Garrett, Neal Noyes (Tobacco Commission), Kathleen Guzi (Bedford County), John Sharp (Bedford County), Virginia Delegate Kathy Byron, Bob Bailey (CAER), Jim Hicks (AREVA), Wyatt Walton (Bedford County), Liz Povar (VEDP), and Bryan David (Region 2000 EDC.)



KEY ELEMENTS OF THE FACILITY INCLUDE:

- Fully-configurable nuclear power plant control room simulator.
- High-performance computing capability and connected visualization lab to support the development of three-dimensional simulation models of plant operations.
- Six 20x32 ft. research labs plus one 60x32 ft. high bay lab.
- Space for up to eight research faculty and 16 research assistants.
- Cognitive radio test room and 100-foot antenna tower.
- "Science made visible" design theme.

CAER Board of Directors

Bryan David
Region 2000 EDC

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Dr. Darrel Staat
CVCC

Charles Talley
AREVA

Rick Taylor
Harris Corporation

Jonathan Whitt
Region 2000 Technology Council



Technology Council

The Technology Council's mission is to foster an environment that stimulates innovation and growth of technology-focused organizations in Virginia's Region 2000. The Council focuses on growing the technology community through networking, training, advocacy, and outreach to youth through Science, Technology, Engineering and Math (STEM) programs.



Annual awards night winners: CMC Rebar, Innovator of the Year; Sterling Blower Systems, Technology Company of the Year; and Jeff Schleicher, Educator of the Year.

IN THE PAST YEAR, THE TECH COUNCIL:

- Honored the best and brightest in the tech sector at 8th Annual Awards Night.
- Hosted quarterly Wired Wednesday lunch events to help technology leaders stay on top of trends.
- Sponsored technology competitions for

more than 500 middle and high school students, including First VEX Robotics, CVGS Regional Science Challenge, Regional Technology Fair, and FIRST LEGO League regional tournament.

- Co-sponsored the Summer Career Academies with CVCC for more than 175 kids.
- Hosted the 4th Annual Future Focus Expo for 1,200 middle and high school students.
- Co-published and distributed the 3rd annual *Get Set* magazine with CVCC to help more than 8,000 middle and high school students make wise career choices.
- Co-sponsored a number of tech-focused events with Virginia's CIT, SBDC, and VDBA, as well as the Annual Virginia Technology Alliance Legislative Reception in Richmond and Congressman Bob Goodlatte's Energy Conference in Lynchburg.
- Hosted quarterly CIO roundtable sessions for more than a dozen area executives.
- Launched www.techcouncil.us to integrate social media tools, event registration and a payment portal.
- Hired a new STEM Workforce Program Manager to manage and grow K-12 STEM programs.
- Worked with Virginia's Center for Innovative Technology to create the Commonwealth's first Innovation Index.
- Appointed (Jonathan Whitt) to Gov. McDonnell's Transition Team and worked



JONATHAN WHITT, CEO
EXECUTIVE DIRECTOR

with the technology work group, focusing on Wireless Broadband Technologies.

- Chaired the STEM Workforce Committee at the Virginia Technology Alliance and was instrumental in securing sponsorship funds for the state FIRST LEGO tournament and the creation of two new regional tournaments.



The Region 2000 Technology Council co-distributed the career focused Get Set Magazine to more than 8,000 middle school students.

R2TC Board of Directors

Dr. Greg Sullivan (Board President)
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Bob Bailey (Board VP)
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Cheryl Giggetts (Board Secretary)
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Mike Goetz (Board Treasurer)
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Liberty University

Melissa Waugh
Trainikins, Inc



Young Professionals of Central Virginia



ABE LOPER
EXECUTIVE DIRECTOR

Connect.

YPCV partners with a local business every month to host a social event called a “5:35,” designed to build relationships within the YPCV community.

Grow.

YPCV hosts a monthly lunch event called “YP Voices” at which a scheduled speaker provides insights into what they’ve learned in their own lives, how to avoid common career pitfalls, strategies for reaching goals, and discussion time.

Live.

YPCV partners with a different local charity every month by providing volunteers and encouraging YP service in the community.



The Young Professionals of Central Virginia (YPCV) exists to attract and retain young talent in the area. According to Abe Loper, Executive Director, the YP organization is dedicated to finding ways for young adults to connect socially, grow personally and professionally, and contribute to the community. YPCV focuses on the principals of Connect, Grow, and Live and offers opportunities to connect with other professionals in the region.

“This past year was our first year of really focusing on growth and service opportunities. This

new focus allowed us to give more than 300 volunteer hours to local charities while providing educational events that focused on everything from getting involved politically to the importance of mentoring and being mentored.”

IN THE PAST YEAR, THE YPCV:

- Connected with 400 new YP’s in the region bringing the total to more than 900.
- Held more than 30 YP-sponsored events with more than 1,000 total attendees.
- Increased the number of service events to 12, providing

more than 300 volunteer hours to local charities.

- Launched an interactive website featuring the latest events.
- Initiated a YP Card to provide premier member discounts and help locally-owned businesses.
- Provided assistance to Orange County and Smith Mountain Lake in developing YP initiatives.
- Completed 2009 fiscal year under budget for the first time ever.

YPCV Council

Amanda Denny, (Council Chair)
Randolph College

Ryan Neace
American Association of Christian Counselors

David Griffin
WSET

Johanna Calfee
Prototype Advertising

Brandon Turner
Campbell County Economic Development

Tanya Hedrick
Liberty University

Casey Gillis
News and Advance

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Chris Riddick
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Regina Richardson
Freelance Computer Services

Allison Camm
Centra Foundation

Krista Back
Patrick Henry Boys and Girls Plantation

Daryl Calfee
Prototype Advertising

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Region 2000 EDC

Danny Inge
Region 2000 WIB

John Keith
J. Crew

David Laurrell
Campbell County

Nat Marshall
B&W

Beckie Nix
Lynchburg Regional CVB



Local Government Council



Regional Planner Kelly Hitchcock discusses transportation plans with area residents.

The Local Government Council (LGC) links the region's local governments with opportunities for coordination, regional action and communication. The connections among these governments, and with state and federal officials, lead to innovative approaches and regional solutions.

Council staff members provide consultant services such as planning, grant writing and project management to local governments. This work delivers lower cost, quality services to local, state and federal customers, and helps government work more efficiently.

TRANSPORTATION IN REGION 2000

The Local Government Council provides staffing to the Central Virginia Metropolitan

Planning Organization (CVMPO). Created by the Federal Highway Administration and designated by the Governor, the MPO's across Virginia review and prioritize highway projects that use federal funding.

The CVMPO and Renaissance Planning of Charlottesville are updating the MPO's five-year transportation plan that will identify transportation priorities through 2035.

The LGC works as a consultant to VDOT developing a Regional Transportation Plan for rural areas.

The LGC is placing a strong focus on trails and pedestrian access. It organizes the Regional Greenways Alliance to educate and support localities in developing trails and greenways, and prepares and administers grants to build trails.

LOCAL GOVERNMENT COUNCIL SUCCESSES:

- The Region 2000 Services Authority manages 230,000 tons of solid waste annually for five jurisdictions keeping costs down.
- Prepared and administered the Altavista downtown CDBG grant renovating 18 storefronts, upgrading nine upper story apartments, improving streets, and developing a downtown park.
- Prepared and administered the Brookneal CDBG grant and will begin marketing downtown businesses to improve up to 40 downtown storefronts, rehabilitating six houses and making needed streetscape improvements.



GARY CHRISTIE
EXECUTIVE DIRECTOR

- Prepared and administered the Old Towne Madison Heights CDBG grant and will improve nine houses and complete water, sewer and road improvements.
- Secured a \$1 million Lynchburg Neighborhood Stabilization Project assisting four non-profit organizations to purchase, renovate and sell 11 foreclosed houses in Lynchburg.
- Coordinates the James River TMDL development for eight streams currently on the impaired waters list.
- Secured a \$200,000 energy grant for the CAER and Region 2000 localities to install "smart" streetlights.



Masons from Lynchburg Restoration, Inc. repoint the brick on a commercial building in downtown Brookneal, made possible with a CDBG grant.

LGC Board of Directors

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Town of Altavista

Ray Vandall (Vice-Chair)
Amherst County Board of Supervisors

Waverly Coggsdale
Altavista Town Manager

Lee Lintecum
Amherst County Administrator

Harold Swisher
Town of Amherst Council

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Mayor Joan Foster
City of Lynchburg

Bryan David
Region 2000 EDC

Senator Frank Ruff
Virginia State Senate

Delegate Kathy Byron
Virginia House of Delegates



Workforce Investment Board

The Workforce Investment Board (WIB) delivers workforce training and career services through federal funding from the Workforce Investment Act. The Region 2000 Career Center is the service delivery organization for the WIB, under administration from Central Virginia Community College. The Center offers training classes and career services for Region 2000 residents and businesses.

In 2009, the Center served a record 5,387 clients, helping a growing number of dislocated employees with basic computer training and career assessments and advice. The Center also provides youth programs for disadvantaged youth, and assists local employers with Human Resources services as needed.

IN THE PAST YEAR, THE WIB (THROUGH THE CAREER CENTER):

- Served 110 "at risk" youth with summer jobs.
- Received a \$10,000 incentive award from the Virginia Workforce Council for Sustained Superior Performance to go toward job training.
- Provided job training and services for 5,387 residents.
- Conducted resume and interviewing workshops for over 100 clients.
- Provided GED services for area residents twice weekly.
- Added eight new computers and hired two new part-time staff members to assist the growing number of dislocated workers.



DANNY INGE
EXECUTIVE DIRECTOR

- Completed Workforce Development Professional staff certifications through the Dynamic Works Institute and State WIA certification programs. Laverne Williams achieved both certifications in one year!
- Assisted eight employers with job recruitment duties.



Workforce Professional Laverne Williams assists a client with her job search at the Region 2000 Career Center. The Center is located in Lynchburg at The Plaza, 2323 Memorial Avenue.

WIB Board of Directors

Nathaniel Marshall, (Chairman)
Babcock & Wilcox

Chip Garcia, (Vice-Chair)

Doyle Allen
Hurt & Proffitt, Inc.

Mark Angle
ACE of Central Virginia

Stephen Aukward
Dept. of Visually Handicapped

Bernard Baldwin
Edmunds & Williams Law

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Blair Marketing

Allen Cash
Greif Packaging LLC - Riverville

Bobby Clark
LOA, Roanoke

Bob Clarke
Southern Air, Inc.

Bryan David
Region 2000 EDC

J. Michael Davidson
Campbell County Economic Dev.

Lorenza Davis
Lynchburg Public Warehouse

Amanda Denny
Young Professionals of Central Virginia

Oscarlyn Elder
Davidson & Garrard

Ebo Fauber
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Walter Fore, Jr.
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Margaret Gillispie
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Walter Krug
CVCC Appomattox Center

Lanny Lambdin
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Linda LaMona
Goodwill Industries

G. Benton Livesay
Alpha Omega Resources, Inc.

Abe Loper
Young Professionals of Central Virginia

Ronald Lovelace
Lovelace, Norvelle, Mathews, & Crews

Susan Martin
Bedford Area Chamber of Commerce

John Mastroianni
Virginia Job Corps

Kimberly McIvor
Virginia Employment Commission

Sue Montgomery
Bedford County

Norwood Morrison
AREVA NP Inc.

Jim Mundy
Lynchburg Community Action Group

Hugh Pendleton
Campbell County Board of Sups.

Shelby Penn
UCITOVA

Tamara Rosser
City of Lynchburg

George Sherman (Interim)
CVCC

Ned Snyder
Miller-Motte Technical College

John Spencer
Appomattox County

Darrel Staat
CVCC

Marvin Templeton
Marvin V. Templeton & Sons

Marjette Upshur
Lynchburg Economic Development

Jonathan Whitt
Region 2000 Technology Council

Sterling Wilder
Jubilee Family Development Center

Don Williams
Babcock & Wilcox

Glenna Wright
Lynchburg Redevelopment & Housing Auth.

Thank you Region 2000 Investors

You can be proud of your investment in Virginia's Region 2000 Partnership. We would like to thank the following companies, localities and institutions for supporting economic development in the region. Your commitment is evidenced in the achievements we make collectively.

For more information on how to become a business investor, please contact Traci Blido at 434-847-1447.



High-tech business expansions such as the addition of B&W's mPower™ reactor facility helps the region grow high paying jobs.

Abbott Laboratories
Academy of Fine Arts
Advanced Manufacturing Technology, Inc.
AECOM
Altavista Insurance
American Hofmann Corporation
American National Bank & Trust
AMG, Inc.
Andrew Corporation
Appalachian Power
Appomattox County
AREVA
Armstrong Electric
Bank of America
Bank of the James
Banker Steel
Bat Masonry
Bedford County
Benchmark Systems
Blair Marketing
Blue Ridge Test, Inc.
Boxley Materials
Brockman, Drinkard & Pennington
Brownstone Properties
C.B. Fleet
C.L. Lewis & Co., Inc.
Campbell County
Campbell Insurance
Candler Oil Company
Caskie & Frost
Centra
Central Virginia Community College
Central Virginia Electric Cooperative
Central Virginia Federal Credit Union
Charley's
Cintas Corporation

City of Bedford
City of Lynchburg
Coleman-Adams Construction
County of Amherst
Dodson Brothers Exterminating
Electronic Design and Manufacturing
English Construction
Farmers Bank
Fifthorder Technologies
Finch & Finch, Inc.
First Citizens Bank
First National Bank
First Piedmont
Flippin, Bruce & Porter
Flowers Baking Company
Foster Electric Company
Genworth
George E. Jones & Sons
Greif Riverville
Holiday Inn
Hurt & Proffitt
J.E. Jamerson & Sons
Kyle Wheeler DDS
L&R Precision Tooling
Liberty University
Lovelace, Norvelle, Mathews
Lynchburg Ready Mix
Marvin Templeton & Sons
Master Engineers and Designers
McCarthy Appraisal Services, Inc.
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Michael's Carpet World
Minne & Bernard B. Lane Foundation
Moore & Giles, Inc.
N.B. Handy
News & Advance
Pathology Consultants

Pepsi Bottling
Piedmont Community Health
Rage Plastics
RR Donnelley
Schewel Furniture
Scott & Stringfellow
Scott Insurance
Sonny Merryman
Sorenson Dentistry
Southern Air
Southern Flavoring
StellarOne
Stephen Martin P.C.
SunTrust
Sweet Briar College
Sylvan Learning Center
Teva Pharmaceuticals
The Babcock & Wilcox Companies
The Harrington Corporation
The Pettyjohn Company
Tomahawk Warehousing
Town of Altavista
Town of Amherst
TRAX International
Verizon
Virtual IT
W.A. Lynch Roofing
Wachovia Bank
Watts Petroleum Corp.
WBG Masonry
Weldex Sales Corp
Wells Fargo
Wiley|Wilson
Wood & White
Woodall & Lang
XPEDX



VIRGINIA'S REGION 2000 PARTNERSHIP

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ANNUAL REPORT

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www.region2000.org

Virginia Tobacco Commission:

Funding Revitalization and Innovation in the Tobacco Region



Research & Development Centers

- A. R&D Center for Advanced Manufacturing and Energy Efficiency
- B. Riverstone Energy Centre
- C. Sustainable Energy Technology Center
- D. Center for Advanced Engineering and Research
- E. Southwest Virginia Clean Energy R&D Center
- F. Appalachia America Energy Research Center

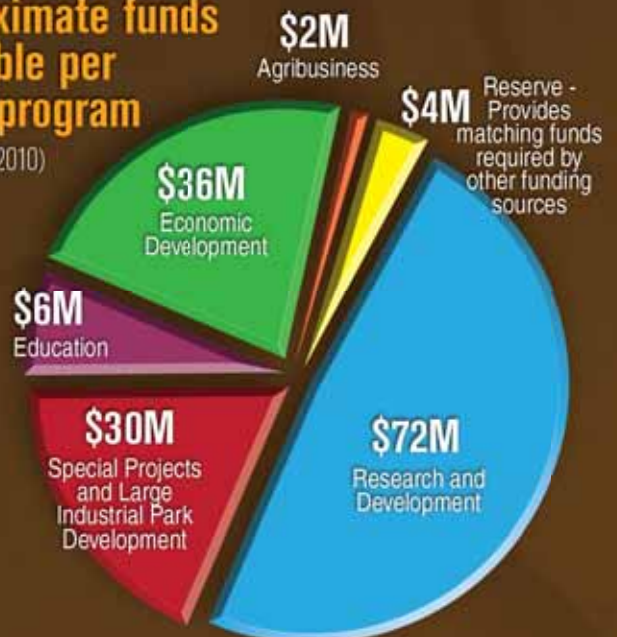
Project Titles of Approved R&D Grants to Date:

Mid-IR (Infrared) Fiber Optic Research, Development & Commercialization Facility
 Electric Vehicle Supply Equipment Manufacturing
 Intrinergy Biomass Torrefaction Research, Development & Commercialization
 Develop Renewable Photovoltaic Energy Technology in Southern Virginia
 Solar Energy Powered Cognitive Air Vehicle
 National Tire Research Center

Tobacco Commission Web Address
 for more information:
www.tic.virginia.gov

Approximate funds available per grant program

(as of 7/31/2010)



The Center for Advanced Engineering & Research

About the organization

The Center for Advanced Engineering and Research is a nonprofit organization that brings together local industry and universities to conduct research and development projects that are targeted toward generating economic opportunities for Virginia's Region 2000. This new facility will provide space for cutting edge research to be conducted locally. It is our vision that this facility attract the best and brightest researchers from industry and education sectors. The Center will provide convenient and efficient research facilities that foster an atmosphere of collaboration and innovation in nuclear energy and wireless technologies.



About the facility

The two-story facility will provide more than 30,000 square feet of space, with roughly 70 percent dedicated to industry research, 20 percent dedicated to education and community outreach and 10 percent for administrative support. The Center is designed to achieve LEED certification and will occupy about 6-1/2 acres of a 28-acre parcel in the New London Business and Technology Park in Bedford County. The facility is expected to be complete in early 2011.

Research Focus Areas

Center for Safe and Secure Nuclear Energy (CSSNE)

- Advanced control room monitoring technology and Human Machine Interface
- Technologies for improved safe and secure operation of nuclear power plants
- High performance modeling and simulation of nuclear power plant processes
- Assessment and design of new digital technologies for instrumentation and control

Inspection, Testing and Analysis Technologies

- Nondestructive Evaluation
- Inspection Technologies
- Materials Analysis
- Advanced Manufacturing Processes
- Plant Chemistry/Corrosion

Sensors, Controls and Wireless Technologies for Energy Production and Transmission

- Sensor Technologies
- Wireless Networks
- Wireless Communications

Cognitive Radio (CR) Research

- Dynamic Spectrum Analysis – detecting unused RF spectrum and sharing it
- Self Organizing Networks – capturing the best available spectrum to meet user requirements
- Cognitive Jamming Networks
- Smart Antenna

Key elements of the facility

- Fully configurable nuclear power plant control room simulator
- High-performance computing capability and supporting, connected visualization lab to support the development of three-dimensional simulation models of plant operations
- Six 20 ft x 32 ft research labs plus one 60 x 32 ft high bay lab
- Support space for up to eight research faculty and 16 research assistants
- Cognitive radio test room and 100 foot antenna tower
- A "Science Made Visible" design theme



**The Center for Advanced
Engineering & Research**

Bob Bailey, Executive Director

Email: bbailey@caer.us

Phone: 434.847.1447

www.caer.us



Sustainable Energy Technology Center (SEnTeC)

Biofuel Plants from the Lab to the Fields



25,000 square foot facility designed to achieve LEED certification

The design of the SEnTeC facility includes:

- Commercial size micro-biorefinery units that are capable of converting cellulosic plant material (biomass), into biofuels and bioproducts
- Large pilot plant area for large scale development work
- Research Laboratory Support: Analytical Support Lab, Cell Wall Analytical Chemistry, Cell Culture (Plant/Microbial), Microscopy/Imaging and Walk-in Environmental room

SEnTeC, a research and development (R&D) emphasis area for the Institute for Advanced Learning and Research, will conduct R&D projects that are directed toward the development and introduction of biomass crops, assessment of conversion technologies, development of co-products from conversion processes and feasibility studies for inserting bio-refineries into Southern Virginia. Management of the SEnTeC enterprise is directed toward technology transfer and associated commercialization. The model being developed for SEnTeC will be a unique combination of two successful business R&D models that are already being practiced – the Contract Research Organization and the Industry/University Research program. It is envisioned that the combination of the two will enable SEnTeC to be the regional asset for the development of renewable energy and bioproducts industry located in Southern Virginia. For more details about SEnTeC and this management structure visit our website.

Construction of SEnTeC began this fall.

Opportunities are available for you to become an industry or academic partner.

Go to www.ialr.org/sentec-va to find out more.
Institute for Advanced Learning and Research
150 Slayton Avenue, Danville, VA 24540



Riverstone Energy Centre & R&D Center for Advanced Manufacturing & Energy Efficiency

Taking Your Idea from Conception to Commercialization

Collaboration—it's what we do and who we are.

The Riverstone Energy Centre (REC) and R&D Center for Advanced Manufacturing & Energy Efficiency work collaboratively to provide a complete, unparalleled, competitively priced package of services for your product and process development needs. We work with you to provide your firm with the resources to solve your product design dilemmas, assist you in creating new products and components, and lower your manufacturing costs through technological efficiencies. While other R&D firms provide research alone, the Riverstone Energy Centre and the R&D Center for Advanced Manufacturing & Energy Efficiency gives you the competitive and technological edge you need to rise above the competition.

Located in South Boston, Virginia, the **Riverstone Energy Centre** and the **R&D Center for Advanced Manufacturing & Energy Efficiency** provide innovative solutions for firms seeking resources to pursue consistent research, or who struggle to implement the innovations research has discovered.

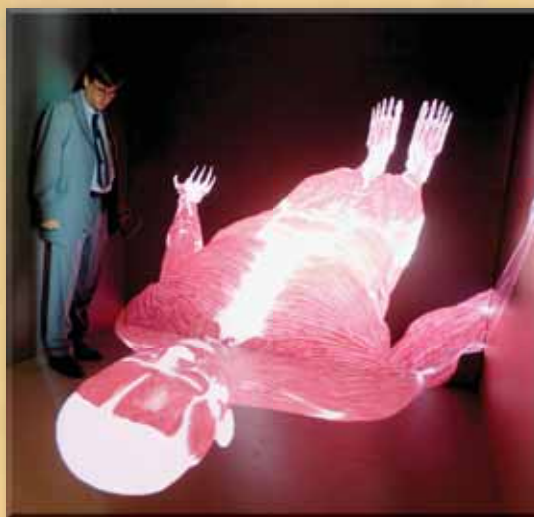
The Riverstone Energy Centre is a 7,000 square foot facility housed in the larger 62,000 square foot Riverstone Centre. At the heart of REC is the Mechdyne Flex Virtual Reality system. "The Cave," as the system has been coined, is a powerful 3D virtual reality environment that provides unparalleled modeling and simulation capabilities. Coupled with the Cisco 3000 Telepresence videoconference equipment, you will have the ability to create the world you want and to share it without being limited by geographic boundaries. A meeting with customers around the world becomes as real and as vibrant as a meeting around the table. Additionally, REC has a multimedia center capable of producing sophisticated audio, visual, and print materials that will allow you to tell your story to government, industry, and clients alike.



The **R&D Center for Advanced Manufacturing & Energy Efficiency** is located in the Innovation Center—a 46,000 square foot, newly renovated, former tobacco warehouse operated by the Southern Virginia Higher Education Center. This facility houses a state-of-the-art Machining Center equipped with today's most advanced and progressive manufacturing technology that will produce products in both the 3-axis and the 5-axis realm. Because we know advanced manufacturing techniques are the key to competing globally, we use a "Smart Factory" approach to demonstrate how emerging trends in industry and advanced technology can be adopted and mastered.

little r, BIG D

Research-based "new knowledge" contributes to more competitive local, regional, and national economies. But research alone isn't enough to make this happen. Development – product and process development – is required to find practical, meaningful uses of research discoveries. That's what we do. We focus on helping companies harness the power of research by finding business-enhancing practical applications that will strengthen your bottom line. All of our research is in the pursuit of the singular goal of making your company a more nimble, vigorous, and technologically competitive concern. Using progressive techniques, including establishing technology best practices and demonstrating their cost effectiveness, we use applied research to improve your ability to develop new commercially viable products. Let our research (little r), drive your commercial development (big D).





Proof of Concept

With us, costly and time-consuming manufacturing dilemmas that only manifest themselves at the production stage are a thing of the past. Working collaboratively, the Riverstone Energy Centre and the R&D Center for Advanced Manufacturing & Energy Efficiency use process models where research and its path to commercialization are primarily determined through proof-of-concept prototype activities. Our computer labs are loaded with a suite of engineering and design software, including robust integrated CAD/CAM software that allows us to design your product or process, to create a working model, and to test it out in the cost-controlled lab. We can then advance a theory by using Modeling and Simulation to create a virtual world where we test every element of your concept. We give you the solutions to problems your competitors don't even know exist.



We can take you across the R&D "valley of death."

The treacherous trip from research to development to market is simpler and safer when we are your guides. With a suite of services from consultancy to proof-of-concept to commercialization, we will take your idea from conception to commercialization and provide you with the tools you need to thrive in the global market.



After we've worked together to develop a commercially viable product, we'll go one step further and assist you in collaborating with the Halifax County Industrial Development Authority. The Authority will not only help you produce your product in Halifax County, but will also assist you with financial incentives that can get your production started. From the creation of a design through establishment of production facilities, Halifax has the assets you need to get going quickly in a low cost environment.

Let's get started:

R&D Center for Advanced Manufacturing & Energy Efficiency: 434-572-5557 or 1-800-283-0098 ext 5557

Riverstone Energy Centre: 434-572-1734

Halifax County Industrial Authority: 434-572-1734

Clean Energy Research & Development Center

Washington County, VA

The mission of the Clean Energy Research & Development Center ("CERD") is to help transform energy technologies into wealth and prosperity in southwest Virginia.

We seek and encourage innovations in both conventional and alternative energy. We generate deal flow by maintaining contacts with industry, academia and other referral sources, and by keeping our eyes and ears open. During due diligence review we look for strong business models that are understandable, profit-driven, and not dependent on long-term government subsidies. Ideally the opportunities will be synergistic with existing southwest Virginia natural, institutional, and human resources.



When we identify promising technologies we work as needed to connect them with talented people and capital in the region.

Our work and areas of interest include:

- Conversion of lignocellulosic biomass (e.g., sawdust, wood chips, switchgrass) to ethanol and high-value co-products
- Waste-to-energy, such as upgrading methane-containing landfill gas to pipeline-quality natural gas
- Development of a regional natural gas transportation industry cluster
- Beneficial R&D for the coal industry, including algae fuel production using CO₂ produced at coal-fired power plants
- District energy solutions for industrial parks, business parks, data centers, small colleges and other large energy consumers
- Water and its relationship to energy

CERD also seeks to create effective mechanisms to deploy risk capital with early-stage energy technology companies and small-scale energy project finance in the Tobacco Region.

CERD's home is the 14,000 square foot Energy Field Lab being built in Washington County, VA. The building's design incorporates many sustainable features including geothermal, passive solar and rain water collection. We will measure building energy consumption and generation, and display the data on screens in the building and on our website. Space is available for academic and industrial energy-related research.

Contact us to explore how we can help your energy project.

Contact:

Edwin O. Rogers, Director
Clean Energy Research & Development Center
One Partnership Drive, P.O. Box 1987
Abingdon, VA 24212
Phone: 276-619-4396
Fax: 276-619-4309
erogers@swcenter.edu
www.energyfieldlab.com

Appalachia America Energy Research Center (AAERC)

The future has come to Wise County.

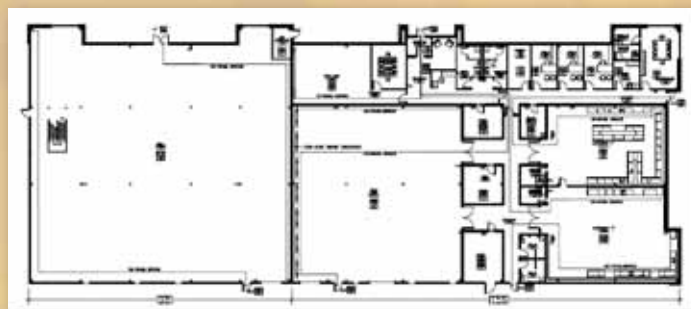
About the AAERC

The mission of Appalachia America Energy Research Center (AAERC) is to maximize existing energy resources and support the commercialization of new energy technologies for the benefit of creating jobs in the Southwest Virginia region, primarily through formation and stewardship of new start-up companies tied to the commercialization of well-vetted breakthrough energy technologies.

The incubation of small energy oriented start-ups with commercially viable technologies will support a larger network of suppliers and services in the region. To promote this mission the Appalachia America Energy Research Center has been working with independent organizations, individual inventors, student groups and private companies since January 2010 as the first clean energy incubator in Southwest Virginia.

The Appalachia America Energy Research Center is:

- Developing partnerships between Federal, Commonwealth and Municipal governments, military, non-profit, corporate & academic interests;
- Cultivating and assessing intellectual property (IP) in technology categories within the scope of the center and accelerating the emergence of viable new energy startup businesses with that IP;
- Preparing these energy startup businesses to launch, operate, grow and stabilize with significant emphasis given to retaining these businesses in the region;
- Developing programs and ongoing activities in concert with a world class Management Advisory Board that includes former Virginia governor George Allen, Terry McAuliffe, Honorable Virginia Delegate Terry Kilgore, and Don Green.



Contact Information

AAERC

5934 Windswept Boulevard
Lonesome Pine Regional Business and Technology Park
Wise, Virginia 24293

Kenny Gilley, Chair
Wise County Industrial Development Authority
PO Box 570
Wise, Virginia 24293
kgilley@s-west.com
276.328.2321

The Virginia Tobacco Commission

In 1999, the Governor and the General Assembly created the Commission to: (ii) revitalize the economies of tobacco-dependent regions (the "Region"). Per the Code of Virginia, the Commission is empowered to determine the appropriate use of, and recipients of, monies allocated to the Commission by the Virginia General Assembly. The Commission has determined that applied research with significant commercialization potential in the tobacco-dependent region is a key element of revitalization and seeks to provide grant funding to selected entities in Virginia engaged in such work.

Program guidelines adopted by the Commission are intended to attract entities who propose to:

- engage in applied research that is post proof-of-concept
- pursue commercialization within 36 months
- invent and/or improve products, processes, or services that originate and remain in the Region (highest priority), or whose value is substantially increased in the Region (lower priority)
- provide to the Commission, or its designee, intellectual property rights ("IP") commensurate with its contribution to the project.
- conduct research and development in the following areas:

Energy (of primary interest to the Commission)

Biomedical and Health Care

Information Technology

Chemical and Materials

Environmental

Non-Commission Funding Sources

Applications that describe substantial, reliable, and secure funding sources in addition to those requested from the Commission will be given priority over those that do not. The Commission has indicated its intent to fund not more than 50% of any given project.

Eligible Applicants

Applications will be accepted from public or private entities, such as:

- The governing body of a Virginia city, county, town or industrial development authority.
- A private, non-profit entity, properly constituted in Virginia under IRS 501(c).
- An education or training institution physically located in Virginia.
- Entities not constituted in Virginia but with significant, enduring investments in the Region.
- A for-profit entity may apply if joined by a non-profit or governmental entity as co-applicant AND the for-profit entity enters into an agreement with the Commission to create jobs and investments in the Region.
- Multiple-entity applications must be accompanied by a partnership agreement defining the relationship between the partners relative to the project and its associated revenue, expense, assets, and liabilities.

Applications

Applications may be submitted at any time. Go to the Research and Development page on the Tobacco Commission website for the complete Guidelines, Instructions and Application: <http://www.tic.virginia.gov/researchanddevelopment.shtml#>

Application Review Process

Applications will be screened by Commission Staff and presented to a Commission sub-committee for further assignment to an external Review Panel. The external Review Panel process is managed by the Virginia Economic Development Partnership, the lead economic development agency for the Commonwealth of Virginia, which is responsible to convene panelists with technical, academic and industry knowledge to review and summarize the scientific and commercial viability of the applications to the sub-committee for its use in making final recommendations to the Commission, which makes the final grant award decisions.

The external Review Panel will assess the following aspects of each application:

- | | |
|---------------------------------|--|
| • adequacy of proof of concept | • scalability to commercial production |
| • technical development stage | • intellectual property rights |
| • credentials of applicant team | • market availability and depth |
| • competing technologies | • pathway to commercialization |
| • project milestone definition | • adequacy of applicant resources |

Contact

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