

2023 ANNUAL REPORT

ECONOMIC DEVELOPMENT AUTHORITY

DECEMBER 28, 2023

1. Current Members and Terms

i *List current members and their terms and indicate **chairs and vice-chairs**.*

Mr. John Molster (Chair) 11/8/2022 to 9/28/2025

Ms. Nupa Agarwal (Vice-Chair) 5/13/2022 to 3/22/2026

Mr. Nathan Hughes 11/29/2021 to 11/28/2025

Mr. Evan Feinman 5/25/2023 to 5/24/2027

Mr. Jer'Mykeal McCoy 7/26/2021 to 7/25/2024

Mr. Jeron Crooks 9/12/2022 to 4/26/2026

Mr. Neil Millhiser 2/8/2021 to 1/28/2025

2. By-Laws

i *Include/attach a copy of the body's most recent **by-laws or rules of procedure**.*

See attached.

3. Attendance Records

i *Include a **2023 attendance record** here or fill out the spreadsheet provided separately and attach to report.*

See attached.

4. Dates of Meetings

i *Include the dates of meetings held in the last twelve (12) months and meeting dates for the year 2024, if applicable*

January 26, 2023

February 23, 2023

March 23, 2023

April 27, 2023 (canceled)

May 12, 2023

May 25, 2023

June 8, 2023

June 29, 2023

August 24, 2023

September 21, 2023

September 28, 2023 (canceled)

October 26, 2023

November 16, 2023

December 21, 2023

In 2024, meetings will continue to be scheduled for the fourth Thursday of every month but will shift from mid-day to the late afternoon to better accommodate member schedules.

5. Expectations and Responsibilities of Board/Commission Members

- i** *Include a brief description of expectations and responsibilities of commission/board members.*

Board members are expected to attend each meeting unless unusual or unforeseen circumstances necessitate an absence. Any member who misses three consecutive meetings may be asked by the Chairman, with the consent of the EDA, to resign.

6. 2023 Projects

- i** *List any new projects, if applicable.*

See attached Annual Report.

7. Legislation and Policy Recommendations

- i** *Provide Legislative/any policy recommendations made to the city and/or changes made this year to projects or initiatives previously set forth by the board/commission.*

There were no policy recommendations from the Board.

**ECONOMIC DEVELOPMENT AUTHORITY
OF THE
CITY OF RICHMOND, VIRGINIA
BY-LAWS**

ARTICLE I – NAME AND AUTHORITY

- Section 1. The name of the organization shall be known as the Economic Development Authority of the City of Richmond, Virginia, hereafter called the EDA.
- Section 2. The EDA shall have such authority as prescribed in Ordinance No. 70-169-178, adopted August 28, 1972, by the Council of the City of Richmond, and Chapter 33, Title 15.1 of the Code of Virginia of 1950, as amended. Sections 15.1-1373 through 15.1-1390 inclusive and all such other authority as may be granted now and in the future by the General Assembly of Virginia and the Council of the City of Richmond, Virginia.

ARTICLE II – PURPOSE

- Section 1. The purpose of the EDA is to promote industry and develop trade by inducing manufacturing, industrial, government and commercial enterprise to locate in or remain in the City of Richmond, further the economic well being of the citizens of the City, and benefit the inhabitants of the City, increase their commerce and promote their safety, health, welfare, convenience and prosperity.
- Section 2. The purpose is also to achieve the objectives established by the EDA to provide additional employment for all levels of the community, to promote economic stability and growth in the community, and to assist in meeting the City's development objectives.

ARTICLE III – BOARD OF DIRECTORS

- Section 1. The Economic Development Authority shall be governed by a board of seven directors (hereafter called EDA) appointed by the City Council for four-year terms.
- Section 2. Each director shall before taking office subscribe to the oath prescribed by Section 49-1 of the Code of Virginia.
- Section 3. The directors shall receive no salary but the directors may be compensated such an amount per meeting as may be approved by

City Council, not to exceed \$50 per meeting and shall be reimbursed for necessary traveling and other expenses incurred in the performance of their duties.

- Section 4. By accepting the responsibility of appointment to the EDA, members are expected to attend each meeting unless unusual or unforeseen circumstances necessitate an absence. Any member who misses three consecutive meetings may be asked by the Chairman, with the consent of the EDA, to resign.

ARTICLE IV – OFFICERS AND ELECTIONS

- Section 1. The officers of the EDA shall be a Chairman, Vice-Chairman, Secretary, Treasurer, Assistant Secretary, Assistant Treasurer, and General Counsel. The Chairman and Vice-Chairman must be members of the Authority. The Secretary, Treasurer, Assistant Secretary, Assistant Treasurer and General Counsel will be elected by the Authority, but need not be members of the EDA.

- Section 2. Election of officers shall take place at the June meeting of the EDA or at the next regularly called meeting. Officers so elected will take office effective July 1. Officers shall retain their positions until their successor are elected. All terms will be for one year and office may be reelected.

ARTICLE V – DUTIES OF OFFICERS

- Section 1. **CHAIRMAN**

The Chairman shall preside at the meetings of the EDA and may vote. He shall appoint members on any special committee which the EDA chooses to establish. He shall be the official signatory on all bonds, notes or other obligations issued by the EDA. He shall perform such other duties as may be voted by the EDA during his term.

- Section 2. **VICE CHAIRMAN**

The Vice Chairman is empowered to act in the absence or disability of the Chairman in all matters, and perform such other duties as may be prescribed by the EDA.

- Section 3. **SECRETARY**

The Secretary shall prepare and be in charge of the maintaining the minutes and all other official records and files of the EDA. He

shall maintain the seal and be responsible for its use on official documents. The Secretary will prepare and disseminate all agendas of regular and special meetings and will serve as principal executive officer for the EDA. He shall attest the signature or facsimile of the chairman of the EDA on all bonds, notes and other obligations of the EDA. The Secretary shall perform such other duties as prescribed by the EDA.

Section 4. **ASSISTANT SECRETARY**

The Assistant Secretary is empowered to act in the absence or disability of the Secretary in all EDA matters and perform such other duties as may be prescribed by the EDA.

Section 5. **TREASURER**

The Treasurer shall prepare and be in charge of maintaining all financial records of the EDA. He shall have responsible charge of all funds and securities of the EDA and shall invest all funds in excess of current needs, under the general direction of the EDA. He shall provide that an annual audit of the accounts and records of the EDA is performed and a report submitted to the EDA and the City Council.

Section 6. **ASSISTANT TREASURER**

The Assistant Treasures is empowered to act in the absence or disability of the Treasurer in all EDA matters and perform such other duties as may be prescribed by the EDA.

Section 7. The EDA may appoint the same person to serve as Secretary and Treasurer, and to serve as Assistant Secretary and Assistant Treasurer, if it desires.

Section 8. **GENERAL COUNSEL**

The General Counsel shall advise the EDA on all matters regarding the legality of their actions. He shall represent the EDA on all matters before the courts. The General Counsel shall respond to all requests for advice or opinions as may be related to the EDA.

ARTICLE VI – MEETINGS

Section 1. The regular meetings of the EDA shall be held monthly in a suitable meeting place. Special meetings may be called by the Chairman or a majority of the members of the EDA at any time. A public notice

of all meetings of the EDA where action will be taken concerning a request for industrial revenue bonds, either regular, special or rescheduled, shall be published in a local newspaper at least fourteen (14) days in advance of the meeting for two consecutive weeks prior to the meeting. The second publication shall be no more than 21 nor less than 6 days prior to the meeting.

Section 2. No meeting of the EDA shall be held to conduct any business unless a quorum is present. Four members of the EDA shall constitute a quorum for all purposes, and action can be taken by a majority of the quorum (3), except that no facilities may be leased or disposed of without a majority vote of the EDA (4).

Section 3. No proxy votes shall be allowed.

Section 4. Upon receipt of notice from the EDA of an Inducement Resolution providing for issuance of industrial revenue bonds, the Council of the City of Richmond shall either approve or disapprove the financing of a facility recommended by the Authority, and Council shall adopt a Resolution approving the actions of the EDA within 60 days from the date of the public meeting. This procedure is pursuant to the requirements of the "Tax Equity and Fiscal Responsibility Act of 1982."

ARTICLE VII – APPLICATION

Section 1. No applicant may appear before the EDA for consideration for revenue bond financing without first completing and submitting to the Secretary an application in the form prescribed by the EDA (unless it is an amendment or an existing authorization).

Section 2. The Secretary shall prepare or have prepared copies of applications and other pertinent information for distribution to members of the EDA at least ten days prior to any meeting where action would be requested. The applicant is required to submit to the Secretary the application and all pertinent data relevant to the bond request fourteen days (14) prior to the meeting at which the matter is to be considered, to allow sufficient time for the Notice of Public Hearing to be published. The applicant, through his bond counsel, shall be responsible for the public notice in newspapers for two consecutive weeks prior to the meeting.

Section 3. A processing fee of \$100 is required for each application considered, except for amendments to existing applications.

Section 4. Unless otherwise determined by the EDA, the EDA shall charge an administrative fee for each bond or note issuance. Unless otherwise determined by the EDA such administrative fee shall be (i) collected annually in an amount equal to one-eighth of one percent (1/8 of 1%) or in the instance of a 501 (c) (3) or public entity, one tenth of one percent (1/10 of 1%), of the outstanding indebtedness of the bond or note at the time of billing, payable on the first anniversary date and each anniversary date hereafter until the bond has matured, or otherwise been redeemed or discharged, or (ii) a one time payment at the initial issuance of the bond or note, in an amount approximately equal to the present value of the annual fee referred to in clause (i).

ARTICLE VIII – ANNUAL AUDIT

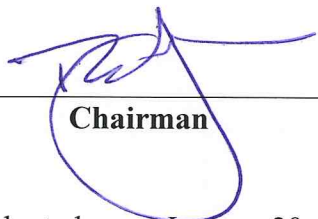
Section 1. The Treasure shall provide that an audit of the financial conditions of the EDA be conducted annually by the Auditor of Municipal Accounts of the City of Richmond or other outside independent auditor.

ARTICLE IX – AMENDMENT


Section 1. These Bylaws may be amended by a majority vote of the EDA. Proposed changes in the Bylaws shall be transmitted to each voting member at least ten (10) days prior to the meeting when the voting will be conducted.

ARTICLE X – EFFECTIVE DATE

Section 1. The Bylaws shall become effective immediately upon ratification by a majority vote of the EDA. Each EDA member will be given a copy.



Chairman



Secretary/Treasurer

Adopted: January 29, 1981
Amended: September 24, 1981
Amended: November 19, 1981
Amended: September 30, 1982
Amended: March 3, 1983
Amended: July 26, 1984
Amended: July 02, 2001
Amended: February 23, 2012

Attendance Record 2023

X = Present

NAME		1/26/2023	2/23/2023	3/23/2023	5/12/2023	5/25/2023	6/8/2023	6/29/2023	8/24/2023	9/21/2023	10/26/2023	11/16/2023	12/21/2023	#	%
	# in Attendance:	5	6	5	5	4	5	6	6	5	5	4	5		
1	John Molster	X			X		X	X	X	X	X		X	8	66.7%
2	Nupa Agarwal	X	X	X	X	X		X	X	X	X	X	X	11	91.7%
3	Evan Feinman		X				X					X		3	25.0%
4	Jer'Mykeal McCoy		X	X	X	X	X	X	X		X	X	X	10	83.3%
5	Jéron Crooks	X	X	X		X		X	X	X			X	8	66.7%
6	Nathan Hughes	X	X	X	X	X	X	X	X	X	X	X	X	12	100.0%
7	Neil Millhiser	X	X	X	X		X	X	X	X	X			9	75.0%



RichmondVA
ECONOMIC DEVELOPMENT

FY2023
ANNUAL REPORT





RICHMOND VIRGINIA

Shockoe Bottom and downtown Richmond

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MAYOR'S MESSAGE

Levar M. Stoney, Mayor of the City of Richmond

With a record \$2.58 billion in announced capital investment from economic development projects, Richmond's FY 2023 accomplishments point a spotlight on our City's economic vitality and represent the continued progress toward building a more prosperous, inclusive City for all Richmonders.

New developments, like the Richmond Amphitheater on the James River, are underway throughout the City. Announced projects like VPM's new state-of-the-art headquarters in downtown give a glimpse of what's to come. I am especially proud of the continued progress to implement the transformational Diamond District and City Center projects, which are on track to be the largest redevelopment projects in the City's history.

At the core of the City's economic development strategy lies a commitment to existing businesses and fostering a supportive environment that helps all businesses thrive and prosper in Richmond.

Over time, Richmond's economic growth will not only expand our tax revenue, enabling us to fund essential services, but it will give rise to new spaces that ignite innovation and job creation. It will play a pivotal role in the development of vital infrastructure and housing, ensuring an enhanced quality of life for all Richmonders.

As we look back on FY 2023, we can proudly say that Richmond continues to chart a path toward a brighter future. The synergy between our business attraction efforts, redevelopment initiatives, and support for local businesses is building a thriving, equitable, and sustainable community. Together, we will continue to make Richmond a city where opportunities abound and where the well-being of every resident is paramount.

A Note from John Molster, Chair of the Economic Development Authority (EDA) Board of Directors

FY 2023 was a strong year for economic development in the City of Richmond. The EDA worked hand-in-hand with the City and community partners to create additional opportunities for businesses to be successful and to further build on our broader objective to ensure an inclusive economy for all. Despite market forces such as rising interest rates and high inflation, the team successfully pursued these goals, exceeding the targets we had set for capital investment.

In addition to playing critical roles in the Diamond District and the City Center redevelopment projects, the EDA launched a new, award-winning marketing website to promote economic development in the City. In partnership with the City, the EDA also approved new incentives to encourage the development of much-needed, high-quality affordable housing units.

On behalf of the EDA, congratulations to the City and our community partners whose hard work is highlighted in this report. Together, the City and the EDA remain steadfast in our commitment to foster a robust business environment, support the creation of high-quality jobs, and advance revitalization throughout Richmond.



Moxy Hotel ribbon cutting

REAL RESULTS

In a year marked by momentous milestones, robust investments, and remarkable accomplishments, Richmond is a recognized leader in economic development.

In FY 2023, Richmond continued capturing the attention of onlookers worldwide with its dynamic local economy, vibrant commercial districts, large-scale development projects, and job and population growth.

The City and its partners claimed nine Excellence in Economic Development Awards from the International Economic Development Council (IEDC), illustrating our dedication to impactful economic development work. Richmond's labor force reached historic highs, strengthened by our robust talent pipeline. The life sciences sector continues to expand, highlighting our commitment to innovation. Record-breaking announced capital investment, driven by transformational redevelopment projects, strengthens our foundation for a prosperous future.

In FY 2023, we also launched the new Richmond Real brand for the City's external Economic Development efforts, with the tagline: "Real Talent. Real Growth. Real Success." We've carried this theme throughout the report to highlight how our collective efforts and strategic initiatives bolster Richmond's trajectory for success.

TOP 10
METRO
FOR CORPORATE HEADQUARTERS
Business Facilities Magazine, 2023

TOP 10
METRO
FOR BLACK-OWNED BUSINESSES
LendingTree, 2023

TOP 50
METRO
BEST PLACES TO LIVE IN THE U.S. 2023
U.S. News and World Report, 2023

#2
TOP STATES FOR BUSINESS
CNBC, 2023

9
EXCELLENCE IN ECONOMIC DEVELOPMENT AWARDS

Award-Winning Year

- CARE PROGRAM
- ACTIVATON CAPITAL
- STARTUP VIRGINIA
- RICHMOND REAL EDA WEBSITE
- FACADE IMPROVEMENT PROGRAM
- MOXY HOTEL DEVELOPMENT
- VENTURE RICHMOND DOWNTOWN BID
- FY2022 RICHMOND EDA ANNUAL REPORT
- STRATEGIC PLAN FOR EQUITABLE ECONOMIC DEVELOPMENT

\$2.58B
ANNOUNCED CAPITAL INVESTMENT

541
ANNOUNCED NEW JOBS

690
COMMERCIAL BUILDING PERMITS ISSUED

60¹
LOCAL GRANT AWARDS

317
BUSINESS VISITS

Dominion Energy headquarters building

¹ Through the CARE and Enterprise Zone Programs

REAL TALENT

Richmond's labor pool is filled with curious minds, innovative thinkers, and skillful leaders. In FY 2023, Richmond achieved a major milestone: our labor force reached the largest in its recorded history. The City and our higher education and workforce partners across the region are focused on building a talent pipeline providing the in-demand skills needed for the region's growing industries.

To us, real talent looks like:

- A robust, growing labor pool to support existing and new businesses.
- Secondary and post-secondary education networks to prepare workers with the skills needed for in-demand careers.
- High-quality jobs that tap the expertise of all Richmonders.

12.3%²

INCREASE IN POPULATION
SINCE 2010

126,962³

INDIVIDUALS IN THE CITY'S LABOR FORCE –
THE LARGEST IN RECORDED HISTORY

7,511⁴

NEW JOBS ADDED BY
RICHMOND EMPLOYERS

41,515⁵

HIGHER EDUCATION
STUDENTS IN CITY



The Medicines for All Institute in the VA Bio+Tech Park

Work-Based Learning Opportunities

Mayor's Youth Academy, run by the Office of Community Wealth Building, is a summer workforce development program designed to engage youth, ages 14-24, by using a work-based learning approach to cultivate positive relationships and strengthen academic, soft, and technical skills. In Summer 2023, 421 youth participated in the program – a 67.7% increase from the prior year.

Higher-Education Institutions

Employers routinely tap into the City's network of award-winning schools and institutions to build a talented and diverse workforce capable of succeeding in the global economy. In FY 2023, there were 41,515⁶ students enrolled in and more than 9,300⁷ post-secondary degrees awarded by Richmond higher education institutions.

Richmond-Based Higher Education Students

(FALL 2022 ENROLLMENT)



28,408



VIRGINIA UNION
UNIVERSITY

1,704



3,876



7,527

Immersive Programs for High-Demand Careers

Reynolds Community College's Downtown Campus is a cornerstone in Richmond's economic landscape, fostering a community rich in skilled professionals ready to thrive in high-wage careers. Substantial investments were made in FY 2023 to create state-of-the-art learning environments tailored to meet the high demand for skilled professionals in healthcare, technology, and trades. The campus features advanced simulation facilities, including a variety of hospital rooms like an ICU, birthing room, and an operating room, equipped with the Commonwealth's first AI-powered human patient simulator mannequin. This immersive approach extends to its tech hub and cyber range, offering cutting-edge training in cybersecurity and networking. The Downtown Campus also boasts three skilled trades labs. Looking ahead, Reynolds is excited to expand its impact with plans for a Military Support Center, a Biotechnology Lab, and an enlarged Career Center.

Employer-Provided Boot Camp for IT Roles

Intact Technology, which opened its Richmond office in 2022, hires individuals with high emotional intelligence, high learning ability, and a drive to make a career for themselves as an IT Consultant. The software consulting and managed services company then provides specialized IT training to position recruits to excel in their new roles. Through Intact's rigorous three-month boot camp, employees receive critical technical certifications and a security clearance.



Jasmyn Hosby of Richmond is completing her first year as a Technical Consultant, a job she credits to her personal and professional growth.



“Opportunities seemed limited at my last job. I wanted to be somewhere I could grow and become a better person. The training Intact provides is fantastic. It was a fun, intense boot camp, and I look forward to what the next year brings.”



Reynolds Community College's Downtown Campus

REAL GROWTH

FY 2023 was a transformational year for development in Richmond. From skyline changing projects to visionary redevelopment initiatives, our City is in the midst of substantial growth. Our progress is guided by purposeful planning, supportive strategies, and intentional development to build a more inclusive economic future for Richmond.

To us, real growth looks like:

- **New tax revenue** generated from development projects to help fund essential services.
- **State-of-the-art commercial spaces** to spur innovation and job creation.
- **Intentionally planned infrastructure and quality affordable housing options** that enhance the lives of all Richmonders

690

COMMERCIAL BUILDING PERMITS ISSUED

\$2.47B

CAPITAL INVESTMENT FROM ANNOUNCED CITY-SUPPORTED DEVELOPMENT PROJECTS

2,100+⁸

NEW MULTIFAMILY UNITS DELIVERED

3.6M⁹

SQ FT COMMERCIAL DEVELOPMENT UNDER CONSTRUCTION (INCLUDING MULTIFAMILY)



Rendering of the Richmond Amphitheater

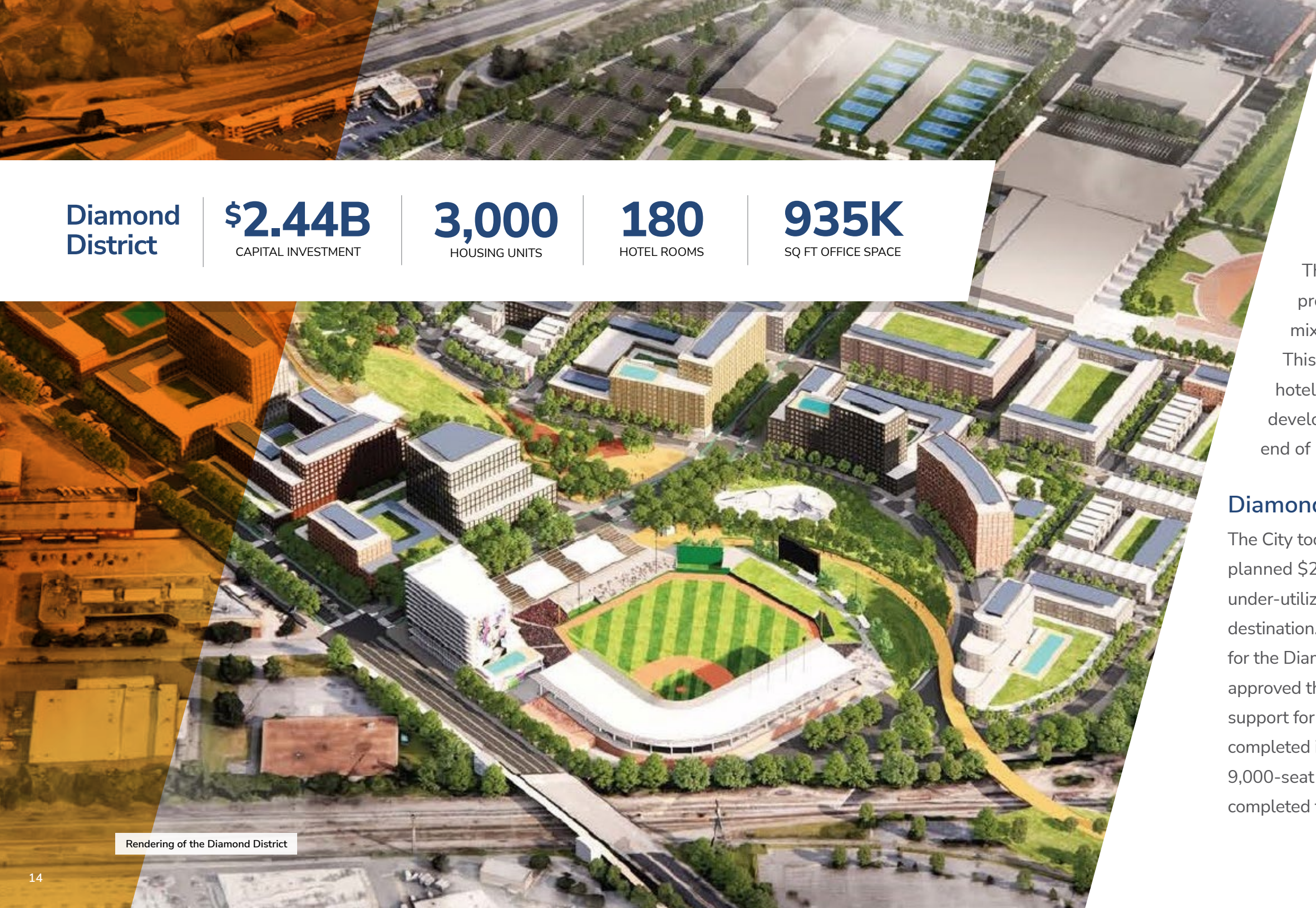
World-Class Music Venue on the James River

Red Light Management, one of the nation's largest music management companies and the developer and operator of popular outdoor venues in Charlottesville and Nashville, and Live Nation, the nation's largest promoter of live events, will invest \$30.5 million to build a 7,500-person capacity amphitheater at 470 Tredegar Street, commonly known as Gambles Hill. With its prime spot overlooking the James River, the amphitheater will host 25-30 major acts annually, serving as a quality-of-life asset for the region and attracting new tourism dollars from outside Richmond. The project's anticipated completion is in 2025.



The site, the access, and a great market made this the right project at the right time. And the partnership with the City really helped make it happen.”

-Coran Capshaw, Founder and CEO, Red Light Management



Diamond District

\$2.44B
CAPITAL INVESTMENT

3,000
HOUSING UNITS

180
HOTEL ROOMS

935K
SQ FT OFFICE SPACE

Rendering of the Diamond District

Catalytic Redevelopment Projects

A cornerstone of the Strategic Plan for Equitable Economic Development (SPEED) is to redevelop under-utilized publicly owned property into the thriving mixed-use, mixed-income districts envisioned in the Richmond 300 comprehensive plan. In FY 2023, the City and its partners made significant strides in making this a reality.

City Center Innovation District

The EDA, in collaboration with the Greater Richmond Convention Center Authority, kicked off the multi-stage process of selecting a development partner to transform under-utilized, EDA-owned property into a mixed-use, mixed-income urban innovation district to further accelerate the growth of our life sciences cluster and innovation ecosystem. This redevelopment project will be anchored by a headquarter hotel to support the Greater Richmond Convention Center. Four development teams have proposals under consideration as of the end of FY 2023, with selection anticipated in FY 2024.

Diamond District

The City took major steps forward in the Diamond District project– the planned \$2.44 billion redevelopment project to transform 67 acres of under-utilized City property into a vibrant, mixed-use, mixed-income destination. In September 2022, the City selected a development partner for the Diamond District project. In May 2023, the City unanimously approved the Development Agreement, signaling vast community support for this vital project. The project is planned to be completed in four phases. Phase one includes the new 9,000-seat stadium, which is slated to be completed for the 2026 MiLB season.



Rendering of the Diamond District

Development Projects Generating Growth

In FY 2023, new development projects were announced, broke ground, and opened throughout the City. The following are just a sample of the many active development projects in Richmond:

Children’s Tower

- The new tower at the Children’s Hospital of Richmond at VCU houses the region’s only Level 1 Pediatric Trauma and Emergency Department
- 1 million square feet, 16-story building
- STAGE: Completed

Moxy Hotel

- Adaptive reuse of a former office building into a 100-room boutique hotel
- Winner of an IEDC Silver Award
- STAGE: Completed

The Otis

- New mixed-use development in Scott’s Addition
- 6-story building with 350 luxury apartments and 16,000 square feet of retail space
- STAGE: Completed

Deepwater Industrial Park

- Two new buildings in the 110-acre industrial park, located near Richmond Marine Terminal and I-95
- Building A (119,000 square feet) and Building C (202,000 square feet)
- STAGE: Completed

CoStar

- Expansion of CoStar’s research and technology campus, adding nearly 2,000 jobs
- 26-story office tower and a mass timber building for a combined 750,000-square-foot office complex
- \$460 million capital investment
- STAGE: Under Construction

The Richmond Amphitheater

- Outdoor amphitheater development by Red Light Management and Live Nation
- 7,500-person capacity facility located on a 4-acre site overlooking the James River
- \$30.5 million capital investment
- STAGE: Under Construction

Sauer Center Master Plan

- 37-acre master plan for next phase of the Sauer Center, a mixed-use development that will include retail, office, and hotel uses as well as parks and public green spaces
- Over 2 million square feet of new construction planned
- STAGE: Under Construction

7000 Carnation Street

- Affordable housing project leveraging a new affordable housing grant program
- 218 income-restricted units (60% of AMI)
- STAGE: Under Construction

Innovation Center

- Expansion at Bio+Tech Park with trophy lab space, creative office space, and community gathering space
- 102,000-square-foot Innovation Center
- STAGE: Planned



Rendering of CoStar’s expansion in downtown Richmond

Financial Tools to Promote Revitalization and Equitable Development

Incentivizing Affordable Housing Development

Following the passage of enabling state legislation (HB 1194), the City in partnership with the EDA, launched Richmond's new Affordable Housing Performance Grant program to incentivize the construction of new quality affordable housing – an essential component of a thriving local economy. As of November 2023, this financing tool has aided the advancement of seven affordable housing projects that will develop 1,231 new affordable housing units in the City.



Rendering of 7000 Carnation

Location-Based Financial Tools

The Commercial Area Revitalization Effort (CARE) and Local Enterprise Zone programs offer location-based incentives to encourage revitalization and job creation in certain areas of the City. In FY 2023, \$521,999 was awarded through these programs.

The Enterprise Zone is a collaborative program between the Commonwealth and the City. In FY 2023, Virginia extended Richmond's enterprise zones for another five years and awarded nearly \$1.4 million of Enterprise Zone program funds to Richmond-based projects.

- "Enterprise Zone Award"
- "CARE Award"



Local Enterprise Zone Awards⁹

- \$235,614 total funds awarded
- 42 awards
- 30% Minority-Owned
- 48% Women-Owned
- \$8,086,656 associated private investment
- Additional \$1,389,420 in state-awarded Enterprise Zone grants

CARE Awards¹⁰

- \$286,385 total funds awarded
- 18 awards
- 44% Minority-Owned
- 44% Women-Owned
- \$1,775,760 associated private investment

⁹ & ¹⁰ Minority-owned and Women-owned businesses are not exclusive of one another.

REAL SUCCESS

In FY 2023, success spread throughout the City as businesses opened, expanded, and chose to locate in Richmond. Innovative efforts started during the pandemic received significant federal funding, further bolstering Richmond's growing life science cluster. The City and its partners garnered national recognition for economic development initiatives, and our business retention program took to the streets to engage and support Richmond's existing businesses.

To us, real success looks like:

- **New businesses** choosing to locate in Richmond
- **Existing business** growing and creating new jobs in Richmond
- **Catalytic resources** awarded to drive innovation and ensure Richmond's future economic competitiveness

\$101M

CAPITAL INVESTMENT FROM ANNOUNCED BUSINESS ATTRACTION, EXPANSION, AND RETENTION PROJECTS

514

NEW JOBS FROM ANNOUNCED BUSINESS ATTRACTION, EXPANSION, RETENTION PROJECTS

317

BUSINESS VISITS



Rendering of VPM headquarters in downtown

VPM to Open New Headquarters in Downtown Richmond

In June 2023, VPM, Virginia's home for public media, chose Richmond to build its new state-of-the-art headquarters. The move, which will bring approximately 100 jobs to Monroe Ward in downtown Richmond, speaks to the City's desirability as a headquarters location.

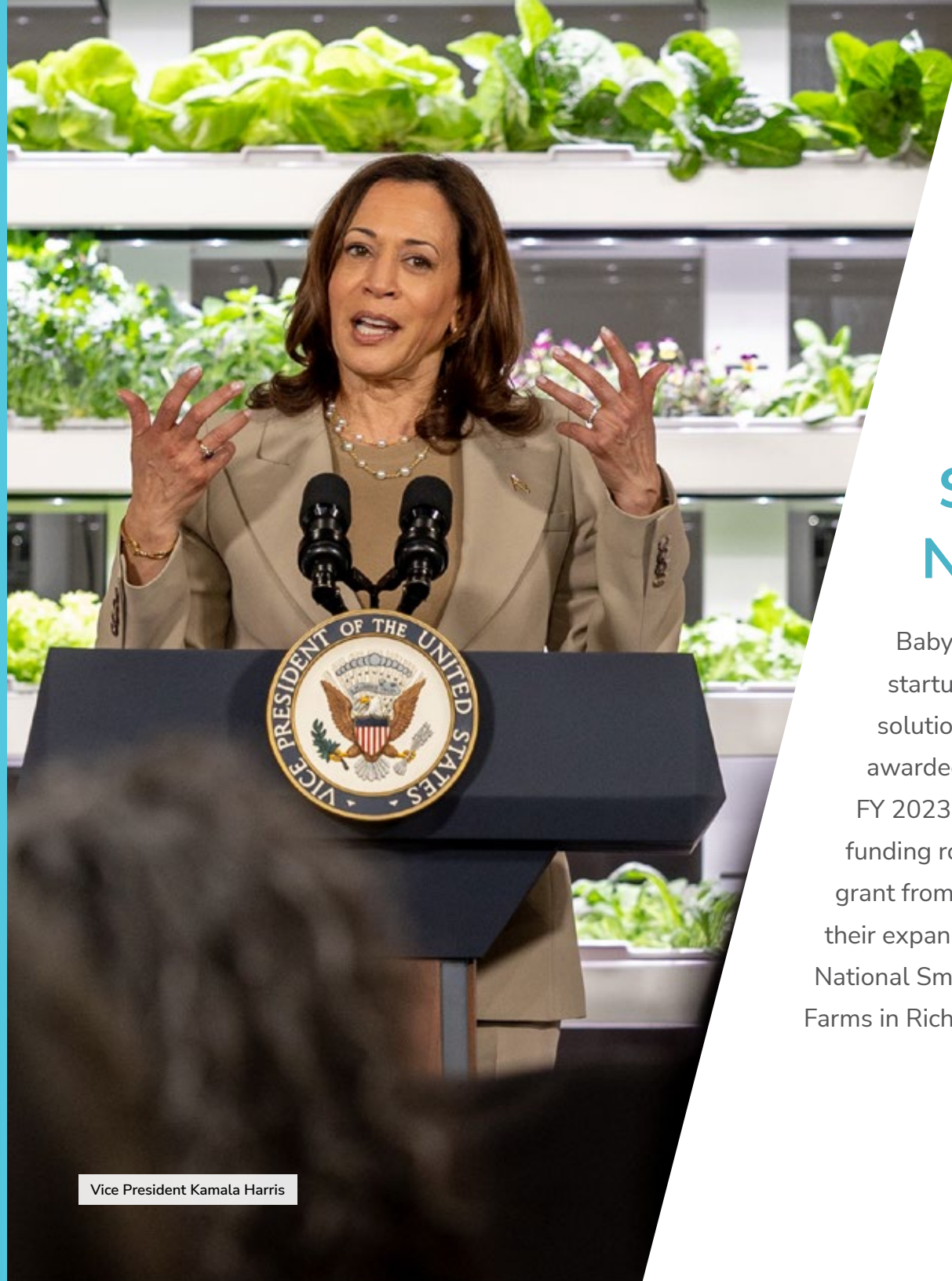
VPM's planned five-story, 53,700 square foot headquarters will be an integral part of the community, featuring a street-level community studio and event space, and will revitalize and activate the property, which is currently a surface parking lot.



Downtown Richmond has an exciting future, so we are thrilled to be building VPM's headquarters on Broad Street in historic Monroe Ward. Being in the heart of Richmond is truly the perfect location for us to engage the community and tell the stories that matter most to Virginians."

- Jayme Swain, President and CEO of VPM





Vice President Kamala Harris



Richmond-Based Startup on the National Stage

Babylon Micro-Farms Inc. is a Richmond-based startup and leader in on-site vertical farming solutions. A 2021 Local Enterprise Zone Fund awardee, Babylon's success grew to new heights in FY 2023. The company closed an \$8 million Series A funding round and was awarded an additional \$500,000 grant from the National Science Foundation, enabling their expansion. Vice President Kamala Harris celebrated National Small Business Week by visiting Babylon Micro-Farms in Richmond.

Sapporo Ramps Up Production at Stone Brewing



Installation of fermenting tanks at Stone Brewing

In FY 2023, following its purchase of Stone Brewing, Japanese beer maker Sapporo announced it was investing over \$15.5 million and adding 68 new jobs to increase production capacity at the Richmond-based Stone Brewing. The expansion will allow the company to produce Sapporo beers in addition to manufacturing Stone's products. Investments include 12 new 1,000-barrel fermenting tanks, a new small-batch brewing system, and a new canning line. The company has a reported goal of producing 320,000 barrels of beer next year at the facility. The continued investment and job creation at the Richmond facility is an economic development success story for the City and the Commonwealth, which successfully recruited Stone's east-coast headquarters to Richmond in 2014.

Richmond's Life Sciences Industry Scales Up

With its central location on the east coast and proximity to higher education and research institutions, Richmond has been home to life science companies for decades. Over the past few years, this sector has rapidly expanded in the City and region with new public and private investments.

Building the Nation's Pharmaceutical and R&D Manufacturing Capacity



The Alliance for Building Better Medicine, a program of Activation Capital, is a coalition of advanced pharmaceutical manufacturers, researchers, government, and nonprofit partners in the Richmond-Petersburg MSA working to fix the country's supply chain for its most vital medicines. The City is a proud member of the Alliance. In September 2022, the Alliance announced the investment of \$111 million by federal, state, local, and private stakeholders to help scale these efforts – including \$52.9 million awarded from the U.S. Economic Development Administration Build Back Better Regional Challenge.

Cutting-Edge Research in Downtown

The heart of the region's growing life science cluster is Richmond's VA Bio+Tech Park – an expansive urban life science community commanding 34 acres downtown. Managed by Activation Capital, the campus is home to over 70 companies, research institutions, and state and federal laboratories. In December 2022, Phlow and U.S. Pharmacopeia (USP) opened new laboratories adjacent to VCU Medicines for All Institute. With the new facilities, the companies will provide best-in-class R&D services to help develop affordable, high-quality medicines.

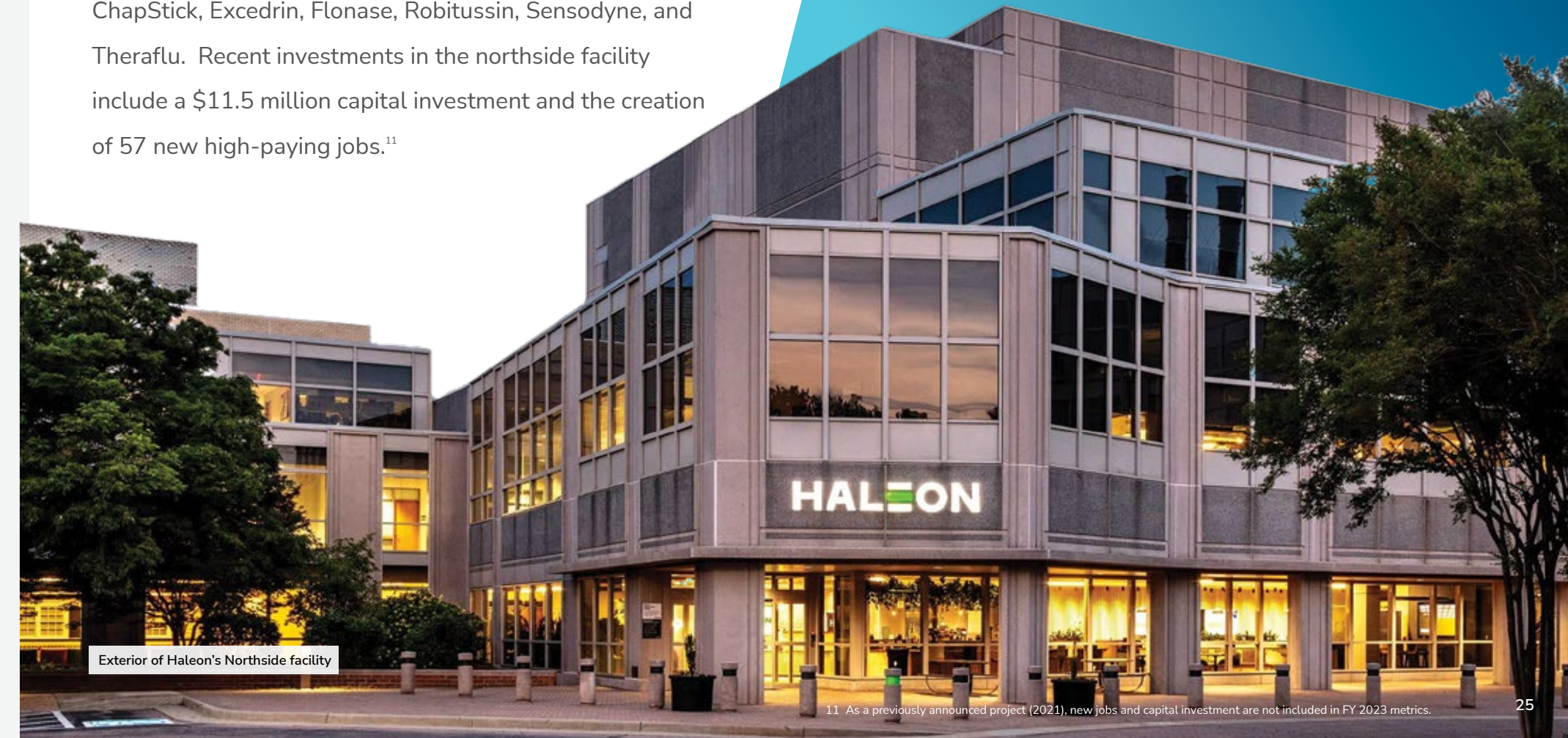
Looking to the future, Activation Capital has a significant expansion planned to meet the growing demands for space at the campus. In February 2023, the organization received \$15 million from Virginia that will be used, in part, to support the creation of a new 102,000-square-foot Innovation Center.

Leading the Future of Everyday Health

In July 2022, GlaxoSmithKline completed the demerger of its over-the-counter (OTC) business into a new company, Haleon, creating one of the largest OTC healthcare companies in the world. As home to its flagship R&D facility for North America and Global OTC business, Haleon's Richmond location plays a critical role in the company's work to deliver better everyday health through its iconic profile of brands, which includes Advil, Centrum, ChapStick, Excedrin, Flonase, Robitussin, Sensodyne, and Theraflu. Recent investments in the northside facility include a \$11.5 million capital investment and the creation of 57 new high-paying jobs.¹¹

“Our pioneering discoveries happen right here in Richmond. Richmond's central location and world-class talent provides us with the capabilities we need to be successful.”

- Anna Prilutsky,
Head of North America R&D Haleon



¹¹ As a previously announced project (2021), new jobs and capital investment are not included in FY 2023 metrics.

Supporting Richmond Businesses



Virginia Credit Union Expands Footprint and Launches New Youth Partnership

As a financial cooperative serving more than 320,000 members, Virginia Credit Union (VACU) is committed to providing affordable banking services, loans, and mortgages. VACU's mission is to empower individuals to gain confidence in managing their finances effectively. VACU opened two new branches in Scott's Addition and the Arts District, with additional openings planned for Shockoe Slip and Church Hill in FY 2024.

VACU provides financial literacy programs to adults and youth. In March 2023, VACU launched the RPS Saves initiative to help Richmond Public School (RPS) students save money and provide financial education for City students, teachers, and staff. VACU offers a savings incentive available to any RPS student, wherein VACU automatically credits the account with a \$20 deposit and funds the \$5 member share. VACU has committed \$350,000 to fund the program and to support it through 2024. From March to November 2023, VACU reached out to over 7,000 RPS students through financial education classes, career fairs, and financial literacy nights. 140 new RPS student accounts have been opened and funded \$20.

The partnership with RPS complements numerous education programs VACU offers in Richmond, including lessons provided to the Mayor's Youth Academy summer job program participants, kiosks at Richmond Public Library with books that teach children about money, and donated books for families to take home at City preschool centers.



Left: Virginia Credit Union ribbon cutting
Right: Owners of Penny's Wine Shop at the grand opening in Jackson Ward

Richmond's economic development strategy is grounded in supporting existing businesses. Business retention and expansion is at the heart of what we do. Our team works to foster a supportive environment for existing businesses to expand and succeed.

In FY 2023, the Richmond Economic Development team conducted 317 business visits to engage one-on-one with business owners. The team also hosted the first Celebration of Business Event, welcoming over 150 business leaders, community partners, and elected officials to recognize the City's economic development success.



Tourism Revenue and Events up in FY 2023

Out-of-town visitors continued to strengthen Richmond's local economy in FY 2023. With an uptick in lodging tax revenue, average daily hotel rates, and number of events hosted by the Greater Richmond Convention Center, FY 2023 shaped up to be a hallmark year for tourism.

The City of Richmond and Richmond Region Tourism took concerted strides to boost local tourism with the creation of the Richmond Region Tourism Improvement District (TID) – the first in Virginia. The TID establishes a dedicated revenue stream for tourism marketing and sales activities to drive visitation and increase hotel occupancy in Richmond.

+31%¹⁴
FROM 2022.
LODGING TAX REVENUE

+7%¹⁵
FROM 2022. AVERAGE DAILY
RATE FOR HOTEL ROOMS

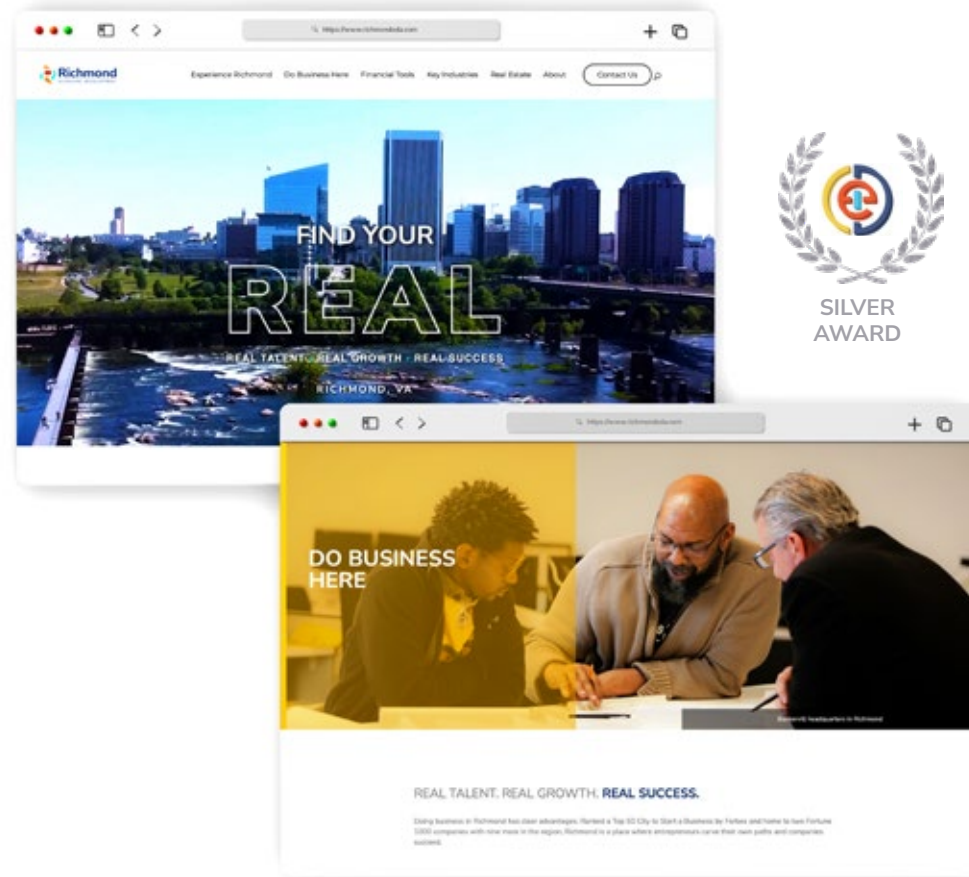
+21%¹⁶
FROM 2022.
CONVENTION CENTER EVENTS

Quirk Hotel, Richmond Ballet, Kayakers on the James River, Concert at Brown's Island

14 & 15 STR Trend Report, FY 2022 and FY 2023, provided by Richmond Region Tourism, 16 Richmond Region Tourism

A New Look for Richmond's Economic Development Efforts

In FY 2023, Richmond united its economic development efforts under a new external marketing brand and website. As called for by the Strategic Plan for Equitable Economic Development (SPEED), the rebrand is part of a robust marketing initiative to support business recruitment, new investment, and lead generation. Shortly after its May 2023 launch, the website won a Silver Excellence in Economic Development Award from the International Economic Development Council (IEDC) for best multi-purpose economic development website.

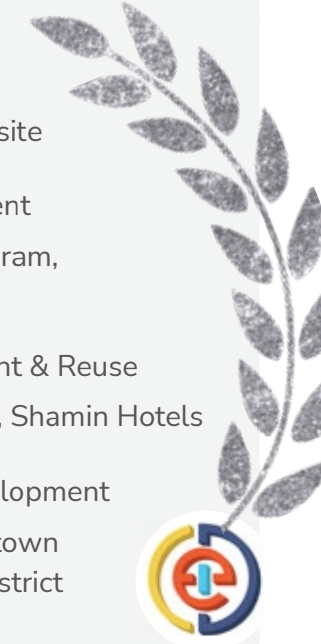


Award-Winning Year for Richmond and Its Partners

The work occurring throughout Richmond did not go unnoticed. Richmond and several partner organizations were honored with nine Excellence in Economic Development Awards from IEDC. The awards recognize the best economic development programs, partnerships, and marketing initiatives.

Silver Awards

- CATEGORY:** General Purpose Website
WINNER: Richmond Real EDA Website
- CATEGORY:** Neighborhood Development
WINNER: Façade Improvement Program, City of Richmond
- CATEGORY:** Real Estate Redevelopment & Reuse
WINNER: Moxy Hotel Development, Shamin Hotels
- CATEGORY:** Multi-Year Economic Development
WINNER: Venture Richmond Downtown Business Improvement District



Gold Awards

- CATEGORY:** Neighborhood Development
WINNER: Commercial Area Revitalization Effort (CARE) Program, City of Richmond
- CATEGORY:** Innovation Programs & Initiatives
WINNER: Activation Capital
- CATEGORY:** Entrepreneurship
WINNER: Startup Virginia



Bronze Awards

- CATEGORY:** Annual Report
WINNER: FY 2022 Annual Report, City of Richmond
- CATEGORY:** Economic Equity & Inclusion
WINNER: Strategic Plan for Equitable Economic Development, City of Richmond





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Photo: Downtown Richmond and the James River