

2021-2022

ANNUAL REPORT



Cardinal Commerce Center



Hanover County

DEPARTMENT OF ECONOMIC DEVELOPMENT



Hanover County
Government Complex

TABLE OF CONTENTS

From the Director	4-5
About Hanover County	6
Year in Review	7
Product Development	8-9
Business Investment	10-13
Business Expansions	14-15
Business Announcements	16
Dominion Energy Innovation Center	17
Business Engagement	18-19
Marketing & Prospect Development	20-23
Agriculture & Tourism	24-25
County Initiatives	26
Facts & Figures	27-31

2022 BOARD OF SUPERVISORS

Angela Kelly-Wiecek, Chair (Chickahominy District)
Sean Davis, Vice-Chair (Henry District)
Faye O. Prichard (Ashland District)
R. Allen Davidson (Beaverdam District)
F. Michael Herzberg (Cold Harbor District)
W. Canova Peterson (Mechanicsville District)
Susan P. Dibble (South Anna District)

COUNTY ADMINISTRATION

John A. Budesky, County Administrator
Jay A. Brown, Ph.D., Deputy County Administrator
Todd E. Kilduff, P.E., Deputy County Administrator
James P. Taylor, Deputy County Administrator

DEPARTMENT OF ECONOMIC DEVELOPMENT (HCED)

E. Linwood Thomas IV, Director
Brandon S. Turner, Deputy Director
Ann G. Glave, Existing Business & Project Manager
Angela C. Wright, Marketing Manager
Maria W. Snyder, Office Manager

ECONOMIC DEVELOPMENT AUTHORITY

J. Robert Monolo, Chair
Trey M. Hayden, Vice-Chair
Christopher C. Johnson, Treasurer
James E. Kickler
Page H. Pigg
Elizabeth O. Rafferty

IN MEMORIAM



Aubrey M. "Bucky" Stanley Jr.

Hanover County honors its longest-serving Board of Supervisors representative, Mr. Aubrey M. "Bucky" Stanley Jr., who passed away on December 31, 2021. Mr. Stanley was one of the longest-serving members of any Board of Supervisors representative in the Commonwealth of Virginia. First elected to represent the Beaverdam District in 1983, he was elected 10 times making his 38 years of service on the Board the longest tenure since Hanover's current alignment of seven magisterial districts was created in 1965. Mr. Stanley served as Board Chairman in 1989, 1998, 2003, 2008, 2016 and 2020.

FROM THE DIRECTOR



E. LINWOOD THOMAS IV
Director

“During the last five years, Hanover County has experienced some of the most significant growth in our commercial tax base on record.”

Dear Community Stakeholders,

During the last five years, Hanover County has experienced some of the most significant growth in our commercial tax base on record. In fiscal year 2022, we added more than 1,960 net new jobs across all industry sectors and announced over \$243 million dollars in new projects. Additionally, tangible capital investment in commercial construction permits exceeded \$297 million which is up more than 370% from the previous year. Tourism and travel spending rebounded strongly from the depths of the pandemic as local hotel tax revenues of \$1.35 million were up over 75% since 2021 and at a new all-time high. The County also maintained an average 2021 annual unemployment rate of 3.0% that is well below the State and national averages.

Building off the momentum we experienced in FY-21, the County had 151 new business announcements and expansion projects in FY-22 which remained on the same trajectory as the previous year. We also continue to see significant growth in our industrial tax base along with strong performance in the real estate segments of the market. Finance and insurance, along with professional and technical services, are emerging clusters that are also seeing healthy sustained growth which is promising in developing a well-rounded, diversified commercial tax base. Interestingly, vacancy rates across all sectors of our economy including retail, office, industrial and flex are at all-time lows. These are extremely positive economic indicators as we emerge from the downturn.

Fiscal Year 2022
An unprecedented year for economic development in Hanover County!

Estimated Value of New Commercial Announcements

Source: Hanover County Economic Development Office

(in millions)



The growth in our speculative industrial market has not subsided as we have over 5.4 million square feet of new space positioned to come online in the next 24-36 months. Conservatively, just the value of these buildings alone will generate over \$3.5 million in new real estate tax revenues for the County.

Some of our major business announcements and expansions over the past year include: Performance Food Group, Beam Distributing, Walgreens, East Coast Commerce Center, ITL, P.D. Brooks, Green Analytics, Bon Secours Memorial Regional Medical Center, Charred, Wigwam Crossing, Kings Dominion, Center of the Universe Brewing, Owens & Minor, Boot Barn, SuperValu, Burke's Outlet, Casa Herradura and Starbucks.

The support of our small business community continues to be some of the most important work we do. Over the last year, we were able to assist 149 local companies and agriculture-based businesses through programs developed and/or sponsored by the Hanover County Department of Economic Development which include: Hanover Shopping Week, Zoom Business Hanover, Business First business walks, Ag-X workshops and scholarships, along with our Hiring in Hanover application. Through these critical retention and expansion programs, we have been able to assist more than 1,500 small businesses over the last five years.

As we move into 2023, our department will concentrate a major portion of our efforts on the comprehensive plan update as this critical work will help position us for sustained economic success over the coming years. Our team will also continue to leverage our local partners including the Hanover County Chamber of Commerce, Dominion Energy Innovation Center, Virginia Economic Development Partnership, Richmond Region Tourism, Greater Richmond Partnership and Chamber RVA to support our existing businesses while working to attract new corporate investment to Hanover County.

In closing, I would like to personally thank our local Hanover businesses, Board of Supervisors, Economic Development Authority and community leaders for your continued support of our economic development efforts.

Sincerely,

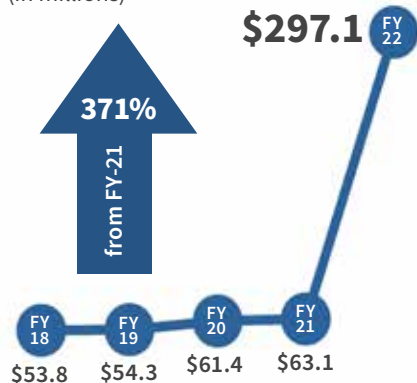
E. Linwood Thomas IV

E. Linwood Thomas IV

Commercial Permit Construction Values

Source: Hanover County Building Inspector Office

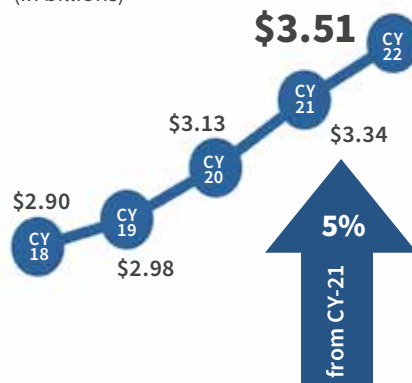
(in millions)



Total Taxable Assessed Value of Commercial Property

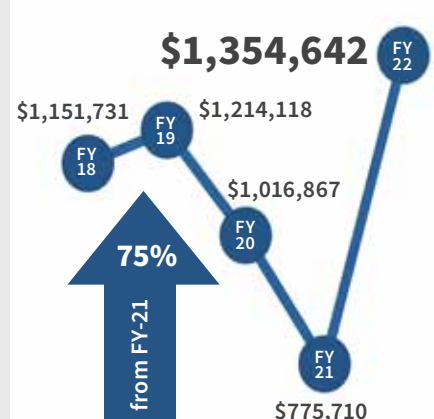
Source: Hanover County Commissioner of the Revenue

(in billions)



Hotel Occupancy Tax Revenue

Source: Richmond Region Tourism



ABOUT HANOVER

Fiscal year 2022 was another record-setting year for business investment and job creation in Hanover County, further showcasing the community's growing visibility as a preferred location for business operations.

As the effects of the COVID-19 pandemic wane and supply chain issues regress, Hanover County has found itself in the eyes of many business leaders and site selection consultants as a destination for business operations. This newfound awareness has translated into growth in many sectors of our local economy including logistics, warehousing, food/beverage production, and the biotech and life sciences industries. While significant consideration has come from domestic companies, the Richmond Region is increasingly catching the attention of international companies looking to establish footholds in the U.S. market. More and more decision makers are finding Hanover County a great place to live, work and conduct business.

Many reasons businesses continue to express interest in Hanover County include:

1

MARKET PROXIMITY

Access to I-95, I-295, I-64 and other major highways places Hanover within a day's drive of nearly half of the population of the United States, and is especially close to major Northeast markets.

2

COST TO DO BUSINESS

Hanover County has some of the lowest tax rates in the Greater Richmond Region as companies weigh their return on investment and cost to do business.

3

STRONG, WELL-RUN GOVERNMENT

Hanover County is one of the smallest U.S. counties by population to have a AAA bond rating from all three bond ratings agencies. Fiscal stability is paramount to the County. Additionally, businesses reap the benefits of a low, stable tax structure and minimal business regulation.

4

QUALITY OF LIFE

Citizens in Hanover County have an unparalleled quality of life with outdoor amenities, a strong healthcare system, and one of the top public school districts in the State. And if big city amenities are in order, Richmond is just a short drive away.



YEAR IN REVIEW



July 2021

Connect Hanover broadband initiative announced
(pg. 26)



October 2021

PD Brooks announces 5,000 s.f. expansion adjacent to 7,600 s.f. headquarters
(pg. 15)



November 2021

Performance Food Group announces \$80.2 million investment at Cardinal Commerce Center
(pg. 10)



December 2021

East Coast Commerce Center breaks ground on 1.1 million s.f. facility
(pg. 8)



February 2022

Walgreens announces \$34.2 million micro-fulfillment center at Atlee Station Logistics Center
(pg. 11)



April 2022

Hanover County Airport Terminal ribbon cutting and grand opening
(pg. 16)

August 2021

Kings Dominion announces Jungle X-Pedition and Tumbili roller coaster for 2022 season
(pg. 24)



October 2021

Memorial Regional Medical Center begins construction on \$48.5 million expansion
(pg. 14)



November 2021

Hanover Shopping Week campaign conducted in collaboration with Hanover Chamber of Commerce
(pg. 19)



January 2022

Envision Hanover launches website and campaign for County's comprehensive plan
(pg. 26)



March 2022

Kings Dominion opens 2022 season with new attractions
(pg. 24)



May 2022

ZoomBusiness launched by HCED as a free business directory to Hanover businesses
(pg. 19)



PRODUCT DEVELOPMENT

As the result of years of collaboration between Hanover County, private landowners and developers, FY 2022 witnessed another strong year of speculative industrial development in the community, providing much needed space for new and expanding businesses.

+45%
Since FY-18
5.39 million square feet of flex, industrial, warehouse & distribution space under construction, approved, or proposed in FY 2022



Atlee Station Logistics Center

This 186,000-square-foot building will be completed in late 2022 and will welcome tenants including ABB and Walgreens. An additional 54,000± square feet of space is available for lease and is garnering significant interest.

<1 mile from I-295 via Chamberlayne Road

186,000 SF



East Coast Commerce Center

Construction will wrap up in late 2022 on the first building of this complex, bringing 1.112 million square feet of sought-after space to the market. Two additional pad sites of about 16 and 19 acres remain available for future development.

<5 miles from I-95 via Route 1

1.112 M SF



Northlake II

Construction is well underway on three of four buildings comprising this 547,000-square-foot industrial development. Building A is fully leased, leaving approximately 448,000 square feet available for lease in the remaining three buildings.

<1.5 miles from I-95 via Lewistown Road

547,000 SF



**NORTHLAKE BUSINESS PARK
& WINDING BROOK**

Hanover County, along with the Greater Richmond Region, continues to rank nationally and internationally as a great destination to locate major business operations. This positive publicity has placed stress on available industrial space in the Hanover market. As of the end of FY 2022, the industrial vacancy rate stood at 1.3% and the flex space rate at 2.6% vacant. While not at a historical low, the industrial vacancy rate is well below what is typically considered healthy, offering less than 200,000 s.f. of available space in this segment of the local market. The flex space inventory of 2.6% is the lowest rate in Hanover's history going back to when recordkeeping began in 2005.

In collaboration with private landowners and developers, the department of economic development has worked in recent years to address and facilitate the construction of a significant number of new industrial projects in the community. These industrial projects have resulted in nearly 420,000 s.f. of new industrial and flex space hitting the market over the past year, most of which was leased prior to building completion. Over the next five years, Hanover has approximately 5.4 million s.f.

of industrial and flex space under construction, planned, and/or proposed. With a very active prospect pipeline, this additional space will go a long way towards finding homes for a variety of companies looking to enter or expand in Hanover County.

Despite challenges that the pandemic brought to the office environment, and uncertainty of its future, Hanover's office vacancy rate of 5% remains well below that of the national average of approximately 15% and State average of approximately 8%. This is largely due to a growing population in the surrounding communities and a business model that currently favors smaller offices in suburban markets. Retail also remains exceptionally strong in Hanover, with a 2.6% vacancy rate in FY 2022 which is historically low. As with a shift to suburban office demand, consistent residential growth has placed a desire for more retail locally. Without a significant amount of new construction, the retail segment of the market has experienced lower vacancies and increased lease rates. Wigwam Crossing and Kings Charter Commerce Center are helping to address some of the shortages occurring in this market.



Cardinal Commerce Center. Located adjacent to U.S. 1 in southern Hanover County, Scannell commenced construction on the first of three buildings in 2020 which is now fully leased. Construction is rapidly moving forward on the next two buildings with Building 2 housing Performance Food Group's new logistics/middle office complex and Building 3 constructed as a speculative building of approximately 189,500 s.f. Both new buildings should be completed by early 2023. At full occupancy, these three structures combined will provide a home for businesses which will bring in excess of 700 jobs into this part of the County.

BUSINESS INVESTMENT

Capital investment and job creation numbers continue to surge in the community resulting in new opportunities for businesses and residents of Hanover County.

151

NEW BUSINESSES, EXPANSIONS & ANNOUNCEMENTS



\$80.2 Million
125 Jobs



Performance Food Group Company (PFG), a leader in food service distribution, announced its investment in November 2021 of \$80.2 million to establish a regional sales and distribution center operation in Hanover County. The new 325,000-square-foot facility located in the Cardinal Commerce Center in Ashland, Virginia began construction in early 2022. Virginia successfully competed with Pennsylvania and North Carolina for the project, which will create 125 new jobs.

With more than 150 locations in the United States and parts of Canada, Performance Food Group is a Fortune 200 company and one of the largest food and food service distribution companies in North America. Founded and headquartered in Richmond, Virginia, PFG and its family of companies market and deliver quality food and related products to more than 300,000 locations.

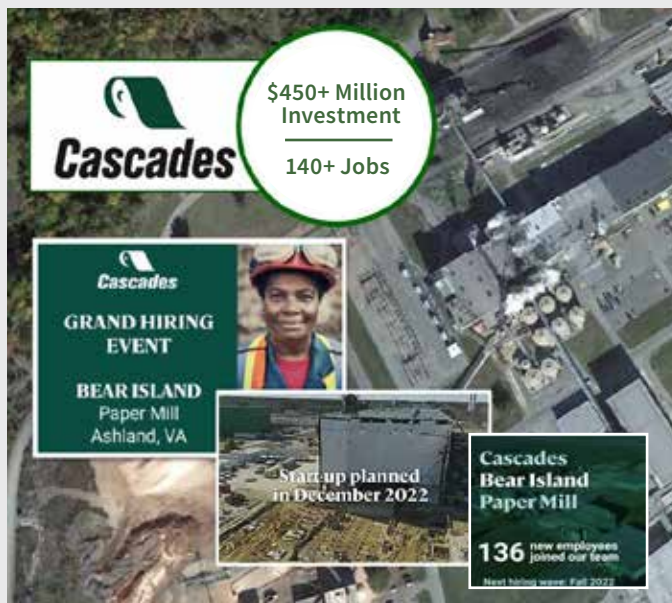
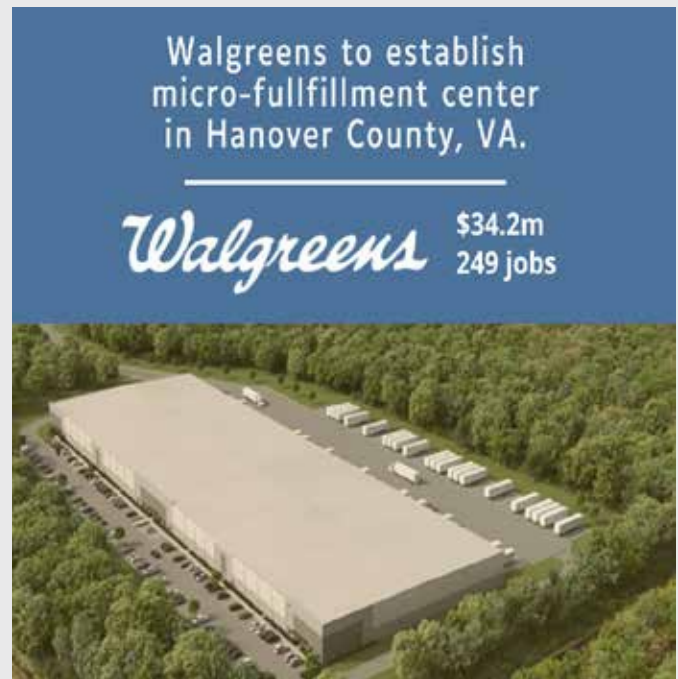


Beam Distributing, a woman-owned small business that was founded in Richmond in 2001 as a distributor of Pelican flashlights, moved into its new 33,000-square-foot headquarters situated on three acres in the Presidential Business Park in the Town of Ashland in October 2021. Over the years, Beam has grown to be the largest stocking distributor and dealer of Pelican products in the country. The company is a supplier to numerous retailers, OEMs, and government agencies, from coolers to cases, and also offers a wide variety of custom solutions. The business-owned building features a showroom, offices and state-of-the-art warehouse.

Walgreens, an integrated pharmacy, healthcare, and retail leader, announced in February 2022 its investment of \$34.2 million to establish a micro-fulfillment center for high-value pharmaceuticals at the Atlee Station Logistics Center in Hanover County. The new state-of-the-art facility, located adjacent to I-295 in Mechanicsville, will have automated machinery to maximize efficiency and allow for a flexible operating model, transforming patient and customer pharmacy delivery services and experience when placing online orders. This location provides strategic proximity to all East Coast markets and Greater Richmond's workforce. Virginia successfully competed with several other states for this project, which will create 249 new jobs.

Operating nearly 9,000 retail locations across America, Puerto Rico, and the U.S. Virgin Islands, Walgreens is a well-known neighborhood health destination serving approximately 9 million customers each day. Walgreens pharmacists play a critical role in the U.S. healthcare system by providing a wide range of pharmacy and healthcare services.

Walgreens currently operates over 200 stores in the Commonwealth and employs more than 4,600 Virginians.



Cascades Inc., a Canadian leader in the recovery and manufacturing of green packaging and paper tissue products, announced in July 2018 of its plan to invest \$275 million to establish a lightweight recycled containerboard operation in the former Bear Island Paper Mill in Hanover County. The project announced the anticipated creation of 140 new jobs.

As of the end of July 2022, Cascades has announced the hiring of 136 new employees with another hiring wave scheduled for the Fall and Winter of 2022 with total investment exceeding \$450 million.

Founded in 1964 and headquartered in Kingsey Falls, Canada, Cascades produces, converts and markets packaging and tissue products composed mainly of recycled fibers. The company has 11,000 employees in more than 90 manufacturing locations in North America and Europe. Cascades' dedication to recycling and research and development serves as a driving force for the company to deliver innovative, sustainable green products.



Wegmans Food Markets, Inc., a grocery retailer with stores throughout the Northeast and mid-Atlantic

regions, announced in December 2019 of its planned investment of \$175 million to establish a full-service, regional distribution operation creating 700 new jobs in Hanover County. Work is progressing rapidly on the site with wall and roof installation nearing completion for Phase I. The anticipated opening date is tentatively scheduled in the second quarter of 2023.



BUSINESS INVESTMENT: RETAIL DEVELOPMENT

Despite challenges to the commercial/office sector posed since the onset of COVID-19, new commercial development continues to rise throughout Hanover County in response to demand fueled by increased residential growth.



Boot Barn

11700 N. Lakeridge Parkway, Ashland, VA

Boot Barn, the largest western and work wear retailer in the nation with more than 250 stores in 33 states, opened in Winding Brook on Lakeridge Parkway in October 2021. The retailer not only boasts impressive e-commerce sales, but also records steadily increasing foot traffic in its brick-and-mortar stores due to their targeted investments in key strategic locations.



Starbucks

10237 Lewistown Road, Ashland, VA

Starbucks, the Seattle-based coffeehouse chain known for its signature roasts, light bites and WiFi availability, opened a 2,500 s.f. store in the new Winding Brook Retail Park in early 2022. Holladay Properties developed the site, and also owns and manages the building. Another Starbucks location opened mid 2022 at 8300 Bell Creek Road in Mechanicsville, VA.



Charred

9325 Chamberlayne Road, Mechanicsville, VA

Charred opened its second Richmond-area location in The Shoppes at Rutland Place in March 2022. The 4,000 s.f. restaurant, with a buildout investment of \$1.1 million, accommodates up to 115 diners using both inside and patio seating. The American fare restaurant, serving lunch, dinner and weekend brunch, features dishes focused around its signature wood-fired oven.

TOWN OF ASHLAND: ROUTE 54 CORRIDOR INVESTMENT

Chipotle Mexican Grill opened its first Ashland location, with a mobile order drive-thru dubbed as the Chipotlane, at 703-A England Street. The restaurant occupies approximately 50% of the renovated former bank building, and up to 2,806-square-feet is available for lease.

Panda Express will occupy 2,381-square-feet at 809 England Street. Situated on 2.5 acres, CFT NV Developments, LLC purchased the property to develop the new fast-casual Chinese restaurant with drive-thru.

Burkes Outlet, a discount retailer of brand name apparel, accessories, home furnishings and more, opened on October 28, 2021 at 205 N. Washington Highway.

Casa Herradura, a family-owned Mexican restaurant located at 428 England Street, opened in 2021. The eatery recently expanded its space with a fully covered and screened patio seating area.



CHIPOTLE



PANDA EXPRESS



BURKES OUTLET



CASA HERRADURA





Atlanta Dental
Products • Services • Technology

ARS
AMERICAN REFRIGERATION SUPPLIES, INC.

myrehab
PHYSICAL THERAPY

KALA
— BRAND MUSIC CO. —



GLOBAL RESALE

Keefe
Group



CAPITAL
Interior Contractors
Building Quality. Inspiring Integrity.

CHASE

LENNOX



1-800-
PACK-RAT
Moving & Storage Made Simple

WINDING BROOK

Home to Bass Pro Shops, Boot Barn, and other hotel, food and retail operations, Winding Brook has witnessed strong commercial and residential growth since 2020. In addition, Mygrant Glass and Lennox moved into a new 100,000-square-foot building adjacent to Bass Pro Shops on Lakeridge Parkway. Additional significant industrial and commercial development is proposed in the near future.

BUSINESS EXPANSIONS



ITL (a G&H Company) announced its expansion in May 2022 at its current location in the Hanover Business Center which enables the company to accommodate the increased demand for stateside manufacturing, as well as allowing for better access to local supply chains for its analytical instruments. The new space doubles ITL's previous square footage, thereby providing better segregation between manufacturing workflow stages. The enhanced dedicated warehouse area stocks production parts and provides for ample storage and shipping preparation of finished products.

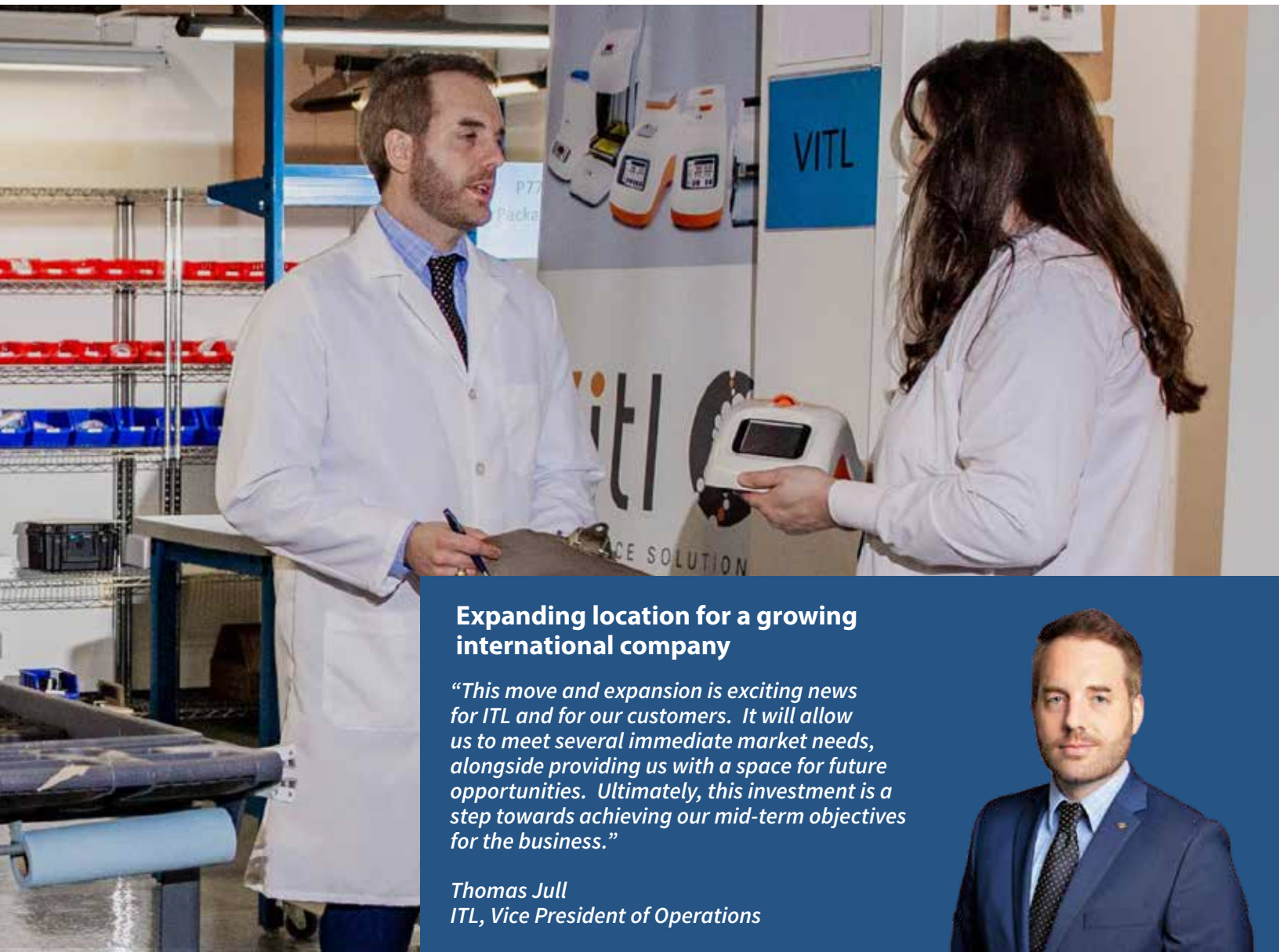
ITL broke into the U.S. market in 2013 when the company opened its first stateside office in Hanover County's technology incubator—the Dominion Resources Innovation Center (now known as Dominion Energy Innovation Center). The company quickly grew, and by the end of 2014, ITL had moved into its own facility in the Hanover Business Center in Ashland, VA.

Since 1977, ITL has been a trusted partner to many medical device companies by providing innovative and reliable solutions to complex engineering and manufacturing challenges.



BON SECOURS MEMORIAL REGIONAL MEDICAL CENTER EXPANSION

Bon Secours Memorial Regional Medical Center hosted a ceremonial wall breaking on October 20, 2021 to commemorate the start of a 48,000-square-foot expansion and renovation that will establish a West Pavilion that was formerly occupied by Sheltering Arms. This \$48.5 million expansion, along with a renovation of existing hospital space, will increase capacity by 44 beds with a new 11-bed ICU and 33 medical/surgical beds. The project is expected to be completed in early 2023.



Expanding location for a growing international company

“This move and expansion is exciting news for ITL and for our customers. It will allow us to meet several immediate market needs, alongside providing us with a space for future opportunities. Ultimately, this investment is a step towards achieving our mid-term objectives for the business.”

Thomas Jull
ITL, Vice President of Operations



P.D. BROOKS

P.D. Brooks Traffic Control, a leading full-service traffic control and road safety company serving the Greater Richmond Region, Northern Virginia and Hampton Roads, announced its upcoming 5,000-square-foot expansion in Mechanicsville. The new space will feature a state-of-the-art sign shop capable of creating road and VDOT signage.



MYGRANT GLASS

Mygrant Glass Company, a family-owned auto glass wholesaler with more than 65 nationwide locations, doubled its square footage by moving from its original building in the Northlake Business Park to its 70,000 s.f. warehouse/office in the new Winding Brook Industrial Park. Lennox International occupies the remaining 30,000 s.f. of this building.



GREEN ANALYTICS VA

Green Analytics VA, founded under the name ECC Test Lab in 2018, is the first ISO 17025 accredited cannabis testing lab in the state of Virginia providing its customers with product quality assurance. Originally located in leased space in the Analytics Corporation's Ashland facility, the company expanded in 2022 to a larger building within the Analytics campus.

BUSINESS ANNOUNCEMENTS



New Terminal Opens at Hanover Airport

The new 7,000-square-foot terminal includes a spacious lobby for air travelers, conference room facilities, pilot lounge and flight planning facilities. The terminal has been primarily funded through federal and state sources including a more than \$2 million grant provided by the Virginia Department of Aviation. The Hanover County Airport serves as a General Aviation Reliever Airport for Richmond International and houses just over 100 aircraft. In addition to serving a variety of smaller aircraft, the Airport is designed for small to mid-size corporate jets.

Members of the Virginia Department of Aviation and Hanover County Board of Supervisors held a ribbon cutting ceremony on April 7, 2022 to celebrate the opening of the new terminal building on the east side of Hanover County Airport.

“The Hanover County Airport is an important part of the Commonwealth’s aviation system of airports, and it provides critical access to the growing County and the surrounding areas. The airport’s location, along with this new impressive general aviation terminal will serve the community by providing a welcoming gateway and capable facility for general aviation in Hanover and the adjoining jurisdictions. The Virginia Department of Aviation is pleased to have partnered with the County and to have provided support for this new terminal.”

Greg Campbell, Director | Virginia Department of Aviation

HANOVER COMPANIES RANKED ON 2022 INC. 5000 LIST

3 Reasons Consulting, APEX Anesthesia Review and First Arriving, were all named to the 2022 Inc. 5000 list of the nation’s fastest growing companies. Virginia had 258 companies on this year’s list with Richmond-area businesses accounting for 38 of those rankings.

BLUE TRIANGLE GRADUATES FROM VEDP’S VALET PROGRAM

Blue Triangle, headquartered in Mechanicsville, VA, graduated from the Virginia Economic Development Partnership’s Virginia Leaders in Export Trade program. Blue Triangle provides digital teams with a connected view of marketing, web performance, and third-party tag analytics while monitoring for security vulnerabilities.

CENTER OF THE UNIVERSE BREWING COMPANY PURCHASES BUILDING

Center of the Universe Brewing Company, one of the area’s pioneering breweries, became its own landlord in December 2021 just ahead of its 10th anniversary with the purchase of its 12,100-square-foot building and 1.35-acre site at 11293 Air Park Road in Ashland.

HOMEMADES BY SUZANNE RECEIVES 2022 SWaMmy HONOR

Homemades by Suzanne, located in Ashland, VA, received a 2022 SWaMmy Honor as a Legacy Business. Owner Suzanne Wolstenholme was recognized at an in-person event on May 25, 2022. The Annual SWaMmy Honors celebrates small, women, and minority-owned Virginia businesses.

OWENS & MINOR INC. COMPLETES TWO MAJOR ACQUISITIONS

Owens & Minor Inc., a Mechanicsville, Virginia-based Fortune 500 health care logistics company, announced its acquisition of American Contract Systems, a Minnesota-based provider of kitting and sterilization services for Custom Procedure Tray solutions in December 2021. Three months later, the company announced that it had closed its acquisition of Indianapolis-based Apria Inc., a home health care company, for a cash consideration of \$1.6 billion. The company is combining Apria and its Byram Healthcare Centers Inc. business to form a Patient Direct segment. This segment expands the company’s home health care business’ geographic reach, products and care needs it can cover.



Creative Comes Under New Ownership

Creative, a 26-year-old company specializing in innovative office environments, finalized a change in ownership in November 2021, with company founder Bob DeLille passing the reins to 14-year employee Debbie Lennick. With Lennick at the helm as sole owner and CEO, Creative is now eligible to add the “W” to its SWaM status through the state’s Small, Women-owned and Minority-owned business certification program. The company was previously designated a small business through the program, which enhances its chances at state-funded projects. After starting out with a staff of 30, the company now has grown to more than 80 employees with offices in Charlottesville and Chesapeake in addition to its home base in Ashland.

DOMINION ENERGY INNOVATION CENTER

About DEIC

The **Dominion Energy Innovation Center (DEIC)** is located in a renovated firehouse in the heart of downtown Ashland, Virginia, just 20 minutes north of downtown Richmond. DEIC's vision is a net-zero Virginia economy built by Virginia-born companies, and it works toward that goal every day by offering workspace, education, networking, and customer and funder connections to entrepreneurs in Hanover County and beyond.

2021 in Review

Calendar year 2021 was a year of milestones for the Dominion Energy Innovation Center including the award of its first federal prize, its first year with more than 20 member companies, and its largest accelerator cohort.



Center Street Pitch Competition

Each year, the Dominion Energy Innovation Center and Randolph-Macon College (R-MC) welcome emerging technology and sustainability-focused startups across Virginia to apply for its Pitch Competition. This year's competition was held on February 24, 2022 at R-MC. From a pool of competition applicants, six teams made it to the finals, and only three were selected as grand prize winners by a group of distinguished judges. In addition to cash prizes, winners also receive a one-year membership to the DEIC.

2022 DEIC/R-MC Pitch Competition winners:

Applied Impact Robotics won the \$7,500 prize for the Energy and Sustainability track.

NTP Technologies won the RVA Metro Ag-Enterprises track earning a \$7,500 prize.

Voice It received the \$5,000 prize in the R-MC student track.



This platform connects energy and sustainability startups with their next major customers and investors. The accelerator program enables the growth of high-potential companies with a focus on energy and sustainability solutions. The 18-week program provides 6-8 startup companies with networking space and intensive mentoring to help accelerate the growth of participating businesses. To date, 15 startup companies have completed the program.

The 2022 DEIC Accelerate cohorts:



Ag-X Workshop Series

DEIC partnered with SCORE-Richmond to host the inaugural **Ag-X Workshop Series**, the first business planning series in the region specifically devoted to land-based businesses such as landowners, farmers, or those looking to build a business around the agricultural value chain. Throughout November and December 2021, participants took a deep dive into their business operations with Glen Sink, former agri-business executive turned SCORE mentor, and numerous other industry executives including Virginia Department of Agriculture officials and commercial bankers. The 5-session series was also DEIC's first attempt at hybrid learning, allowing attendees to participate either in-person or virtually. Fourteen entrepreneurs attended the 10-hour series and earned course certificates. The Hanover County Department of Economic Development awarded scholarships to three Hanover-based businesses. The series is slated to be offered again starting in November 2022.

BUSINESS ENGAGEMENT

Hanover County Hosts 2021 Business Appreciation Event

After a two-year absence due to the pandemic, the Hanover County Department of Economic Development in partnership with Hanover Chamber of Commerce once again hosted its Business Appreciation event on September 30, 2021 under the recently enhanced outdoor pavilion at James River Cellars Winery located on Washington Highway.

The event, sponsored by Owens & Minor with additional sponsorship of the County's 300th birthday events by Dominion Energy, continued to include recognition of Hanover County Legacy Businesses and conferment of the Marc S. Weiss Award. In celebration of the County's tourism and hospitality-related businesses and assets, the event was attended by representatives from Richmond Region Tourism, the Town of Ashland, Patrick Henry's Scotchtown, Hanover Tavern and others and included a special appearance by Patrick Henry.

Legacy Businesses are entities that have been located in the County for 50 or more consecutive years. Since the inception of the awards at the 2018 event, 51 businesses across many industry sectors have been recognized. The May 2020 and May 2021 events were postponed due to mandated closures and restrictions caused by the pandemic.

2021 Legacy Business Honorees:

- Hanover Iron and Steel - 52 years | Ashland District
- J.E. Jones Lumber - 82 years | South Anna District



Kings Dominion Named as 2021 Marc S. Weiss Award Recipient



Pictured L-R: John A. Budesky, Hanover County Administrator; Owen Matthews, Kings Dominion Corporate Director; Bridgette Bywater, Kings Dominion Vice President and General Manager; Sean Davis, Hanover County Board of Supervisors

Kings Dominion was named the recipient of the 2021 Marc S. Weiss Award at the Hanover County Business Appreciation event. The award, presented by County Administrator, John A. Budesky, was accepted by Bridgette Bywater and Owen Matthews of Kings Dominion. The park, now in its 47th year, features more than 60 thrill rides and shows, 12 world-class roller coasters, a top-rated 20-acre water park, and a variety of other attractions.

The vision and purpose of the Marc S. Weiss Award is to recognize a Hanover-based business or entity which has demonstrated a lasting commitment to innovation, meaningful growth, global involvement, and leadership and service within the Hanover community.

In FY-22, our department conducted 122 business visits and assisted 149 Hanover businesses.

Hanover Shopping Week

Coinciding with Black Friday, Small Business Saturday, and Cyber Monday, HCED partnered with Hanover Chamber of Commerce on promotional activities during the month of November to draw attention to the benefits of shopping locally. Businesses were provided with marketing collateral, and prize drawings were held for shoppers who had passports stamped after visiting a number of businesses in the community and sharing their visits on social media. The initiative was a success in drawing attention to small businesses in the community.

For more campaign details, see page 22.



ZoomBusiness-Hanover



To culminate Business Appreciation month in May 2022, HCED launched ZoomBusiness-Hanover, a free interactive, mobile-responsive mapping directory available to all Hanover-based businesses. The web-hosted database allows businesses to include hours, address, contact information, business description, website and social media platform links, and interior and exterior pictures. This companion tool to the Here in Hanover, VA App allows for businesses from all industries to be listed. Information is accessible to users through the Zoombusiness.com/HANOVERCOUNTY website, and a link is included on HanoverVirginia.com and the Here In Hanover, VA App.



Business Walks

Hanover County Economic Development continued its business outreach utilizing staff and volunteers through its Business First program. Two business walks were conducted in FY-22 of the northern Hanover Industrial Airpark and Meadowbridge Industrial area resulting in more than 50 businesses visited.



Ag-X Scholarships

HCED offered scholarships to Hanover-based businesses interested in attending the agricultural workshop series. Three Hanover-based agricultural businesses received tuition reimbursement upon successful completion of the in depth series.

For more Ag-X details, see page 17.



Hiring In Hanover, VA App

To assist Hanover businesses with advertising open positions to prospective employees, HCED features a Hanover-based business on most Wednesdays on our social media platforms with links to our Hiring in Hanover, VA App using the hashtags #HiringInHanoverVA #WorkforceWednesday and #RVAJobs.

MARKETING & PROSPECT DEVELOPMENT

Hanover County Economic Development (HCED) continues to partner closely with the Greater Richmond Partnership (GRP) and Virginia Economic Development Partnership (VEDP) on the marketing and promotion of sites and buildings within the community. This partnership and outreach has placed Hanover at the forefront of consideration of many businesses and consultants when scouting a location along the East Coast.

Through initiatives such as prioritizing virtual content on the website and social media platforms, and by continuing outreach through trade missions and attending conferences, lead generation and prospect activity has rebounded significantly since the onset of the pandemic when outreach was more challenging. In FY 2022, Hanover County responded to 81 prospect leads (defined as companies/consultants interacting with the office with a viable project). While this is a numeric decrease from FY 2021, prospect leads have been more heavily vetted and scrutinized over the past year, ensuring more quality lead generation and more viable projects. These projects represent operations in a wide variety of business sectors such as pharmaceutical, heavy manufacturing, machining operations and vehicle assembly.

As travel resumed to nearly pre-pandemic levels, HCED was able to take part in 65 prospect visits to the community. These prospects included businesses actively seeking a location for a project, site selection consultants, and trade/embassy officials from a variety of nations. Approximately 18% of these visits were virtual whereas 76% were held virtually in FY 2021, showcasing pent-up demand for in-person interaction.

Dallas Trade Mission

In partnership with GRP, HCED's Brandon Turner met with a number of companies and consultants in the Dallas area to educate on the value the Richmond Region brings to companies looking to expand to the East Coast. As a hub of site selection consultants, Dallas is a valuable market to visit.

Milton USA

In collaboration with GRP and other regional localities, Brandon Turner with HCED attended a dinner hosted by the Milton USA group in Washington D.C. This group assists Nordic companies in expanding business operations into the U.S. This event, partnered with multi-day learning and networking sessions, brought 15+ Nordic companies to the U.S. to interact with GRP and regional localities.

ChamberRVA InterCity Visit

ChamberRVA once again hosted an InterCity Visit which brings decision makers in the Richmond Region to visit a comparable-sized region and learn from their best practices. This year's trip to Columbus, Ohio was attended by Linwood Thomas with HCED along with County Administrator John Budesky and Board of Supervisors member Faye Prichard.

Area Development Forum & Marketing Mission

Along with GRP, Brandon Turner with HCED attended the Area Development FDI Forum in Montreal, interacting with dozens of site selection consultants and peers from across North America. In addition, 10 meetings were held with companies or consultants inquiring about the Richmond Region for potential expansion.

BIO International Conference

In collaboration with GRP, Brandon Turner with HCED attended the international biotechnology conference held in San Diego. In addition to visiting over a dozen booths representing biotech and pharmaceutical companies from all over the world, over 20 private meetings were held with companies and consultants curious about the Richmond Region's assets and benefits in regards to a location for life sciences companies.

FY-22 Lead Generation



47 leads
58%



23 leads
28%



11 leads
14%



Lakeridge Parkway, home to companies such as James River Petroleum, Anton Paar USA, Flexicell, and Analytics Corp., is a major industrial corridor with strong diversity in industry sectors.

Crescent Business Center, a major multi-tenant industrial development in this corridor, hosts Sunbelt, Trane, Werres Corp., Pattons and Kaman Industries.

Aerial Photography



Kings Dominion is a 400-acre theme park with more than 60 rides and a 20-acre water park in Doswell, VA.

To round out its image library, HCED once again commissioned aerial photography of 21 sites and buildings in the community for use in marketing and promotion activities. Working with New Media Systems to complete the aerial photography in June 2022, the photos are of key industrial and commercial sites and buildings, as well as several

government and tourism assets in the community. The project scope included the Hanover Courthouse Complex, Hanover County Airport Terminal, Kings Dominion, Hanover Vegetable Farm, Montpelier community, and industrial areas such as Northlake Business Park, Cardinal Commerce Center and North Richmond Industrial Park.




The Old Ridge Road site, located .5 miles east of I-95 in Ashland, VA, is a prime 54-acre rail accessible site, zoned M-3, for sale or lease.

Site Tiering Analysis

HCED partnered with the landowner of the Old Ridge Road site, one of the best heavy manufacturing sites in the County, to have the property tiered/graded by the Virginia Economic Development Partnership's Business Sites Readiness Program. This tiering highlights the attributes of the site and how project-ready it is, and also points out development limitations and how best to address them.






Hanover, VA Commercial Properties
154 followers
1mo

PROPERTY OF THE WEEK: Atlee Station Logistics Center
Mechanicsville, VA
53,628 SF of flex space for lease; Zoned M-1

[...see more](#)

ATLEE STATION LOGISTICS CENTER





Hanover County Property of the Week

Continuing a successful initiative that commenced in January 2021, HCED promoted feature sites and buildings each week through FY 2022. These commercial and industrial sites and buildings are all identified as development and/or move-in ready, and are actively being marketed by the owners and/or brokers. These properties are shared via social media and are viewed by hundreds of site selection consultants, trade officials, and business owners weekly. In FY 2022, more than 45 properties were highlighted garnering over 17,000 views.

Hanover Shopping Week

The Hanover Chamber of Commerce and Hanover County Department of Economic Development joined forces to create and promote the inaugural Hanover Shopping Week held November 20-29, 2021. This campaign occurred during the busiest shopping time of the year and encompassed Black Friday, Shop Small Saturday, and Cyber Monday. This week also included Hanover's birthday on November 26th, and was the capstone event of the County's 300th celebration. The County's 300th birthday occurred in 2020, however, celebratory events were postponed to 2021.

Hanover Shopping Week leveraged the Shop Local-#HereInHanoverVA campaign launched in May 2021 by featuring local participating merchants during the traditional start of holiday shopping. This campaign gave merchants an opportunity to advertise on a larger platform, and aimed to bring awareness of businesses to residents. To maintain continuity between the two campaigns, the marketing materials and logos use the same townscape image.

The Shop Local campaign also utilizes the Here In Hanover, VA App which features restaurants, specialty shops, breweries, wineries and fun things to do in Hanover County. The App was modified to market Hanover Shopping Week with a link to the campaign's dedicated website, www.HanoverShoppingWeekVA.org.

During the inaugural year, Hanover Shopping Week had more than 45 local businesses

participating with many offering discounts and special promotions. Packets containing posters and other promotional materials were made available to participating merchants that included flyers and contest punch cards. The promotion of this initiative also included banners placed at strategic locations around the County to raise awareness of the campaign, social media posts and newspaper advertisements. It is anticipated that this campaign will be a continual offering to merchants and residents in future years.



Hanover Shopping Week Logo designed by: Stone's Throw Studios, Montpelier, VA



Punchcard Contest

Shoppers interested in entering the contest for a prize were able to obtain a punch card at participating merchants. Upon making a purchase at a participating merchant, a "punch" or validation of purchase was recorded on the back of the card. Once the punch card was completed with five punches, participants submitted their entries to the Hanover Chamber of Commerce or Hanover Economic Development. Winners were randomly drawn to receive a prize.

Top: Linwood Thomas, Director of Hanover County Economic Development draws a winner from entrants presented by Marianne Powell of the Hanover Chamber of Commerce. Bottom: Mark Lea, owner of Richweb, draws the name of the second winner.



HanoverShoppingWeekVA.org Website

9,305 visitors logged 25,960 webpage views during the November 2021 campaign.

WEBSITE VISITS
35,167



SOCIAL MEDIA REFERRALS
3,878



SOCIAL MEDIA CONNECTIONS
4,428



+21%

LINKEDIN CONNECTIONS
1,155



+46%

FACEBOOK FOLLOWERS
1,546



+34%

Shop Local Campaign

Hanover County launched the Shop Local–#HereInHanoverVA campaign in May 2021 to commemorate Business Appreciation month, and to emphasize the impact that buying from neighborhood businesses has on the greater community. This campaign recognizes the importance of supporting small businesses, the jobs they help create, and the culture they foster in our community. To bolster this message, the campaign incorporates the Here in Hanover, VA App which provides a directory of businesses including restaurants, specialty shop, events, parks and more. The ZoomBusiness–Hanover directory was added in May 2022 to include any type of business (see pg. 19). Additionally, a marketing kit is available with various materials to display in businesses and for use on social media.

Businesses and residents of Hanover interested in getting involved can visit HanoverVirginia.com to access the campaign marketing kit which includes:

- The Shop Local. Buy Local. Here in Hanover, VA! video showcasing local businesses across the County, and the incredible services that tax dollars from money spent in those businesses supports, such as the Sheriff's Department, Fire/EMS, and Hanover County Public Schools.
- Businesses interested in having their logo added to the video for use in their own marketing efforts may do so for a nominal fee. Contact our office for more information.
- Window clings are available to interested local businesses, which feature the Here In Hanover, VA App QR code, allowing patrons to scan the code to access a directory of businesses within the County.
- A Facebook frame for profile image to promote shopping locally.



Additional marketing materials are available including posters for recommending other local businesses and infographics illustrating the direct economic impact of dollars spent in Hanover County. All materials are available for use by the local business community, and are offered free of charge. Individuals interested in following along with the campaign are encouraged to follow the Hanover County Economic Development Facebook page and the campaign's corresponding hashtag – #HereInHanoverVA. By using this hashtag on any posts made to showcase your favorite local business, the community at large can follow along and find new establishments to visit and explore.

May 2022 Social Media Campaigns

During the month of May 2022, Hanover County Economic Development launched an educational social media campaign to recognize the Small Business Administration's Small Business Week (May 1-7), International Economic Development Council's Economic Development Week (May 9-13) and Virginia Business Appreciation Month. During the first week, daily posts provided tips on ways to support and promote small businesses. The second week included daily posts educating about the important functions of economic development organizations. In recognition of Virginia Business Appreciation month, our department shared resources available on our website including business workshops, workforce assistance, Google Business Profile tips, and culminated with the introduction of ZoomBusiness–Hanover (see pg. 19).





AGRICULTURE & TOURISM

Kings Dominion Debuts New Attractions in 2022 Season

Kings Dominion announced its plans for a new roller coaster and upgraded area in August 2021. **Jungle X-Pedition**, the renamed and upgraded Safari Village, welcomed guests on season opening weekend in March 2022. Themed as an exotic archeological dig site and research facility, explorers can visit the base camp for a bite to eat at a new signature restaurant and shop at an immersive retail location. Around the corner, guests can climb aboard a brand-new roller coaster for a topsy-turvy adventure.

Jungle X-Pedition features:

Basecamp. When visitors need to refuel during their x-cursion, The Jungle Market Eatery, Excavator's Taters and Outpost Café are ready to serve at the basecamp where Jungle X-Pedition x-pplorers live and work as they x-cavate history. Hearty meals and snacks are prepared by Executive Chef Denis Callinan. Nearby, visitors can also find unique merchandise and provisions to equip them for the adventures ahead.

Let's Get Wild! A celebration of the flora, fauna, and fun that makes up Jungle X-Pedition. The Base Camp pathways and the Flat Rock performance space spring to life – wildlife that is – in this music and dance-filled festive celebration of nature and the area's beautiful animal inhabitants. Featuring giant puppets, singers, musicians, percussionists, and acrobats, "Let's Get Wild!" honors the power, skills, and mysteries that makeup nature and the animal kingdom.



TUMBILI

Tumbili (pronounced toom-bee-lee — the Swahili word for "monkey") is a thrilling roller coaster that suspends riders on either side of the track as the cars flip continuously throughout the ride. Featuring state-of-the-art magnetic technology that induces and controls spinning, this 4D Spin Coaster gives riders the feeling of weightlessness as they cruise along the track. Guests are immersed in the area's rich theming with painted supports resembling bamboo and scenic ruins from the "Monkey God" temple as part of the Jungle X-Pedition discovery.

Other features of Tumbili:

- 112 feet tall
- 90-degree vertical lift
- Ride time of 55 seconds
- Seats eight riders
- Speeds of 34 mph
- Two beyond-vertical Raven Drops
- Three layers of track vertically stacked

\$1,354,432
HOTEL TAX REVENUE (FY 22)

Source: Richmond Region Tourism

\$204,163,081
VISITOR EXPENDITURES (CY 21)

Source: Virginia Tourism Corporation

According to the 2021 Economic Impact of Visitors in Virginia prepared for the Virginia Tourism Corporation, more than \$204 million was spent by visitors in Hanover County in calendar year 2021, a resounding recovery of 55% over the previous calendar year plagued by the pandemic. Employment from tourism, while down 27% from the pre-pandemic 2019 calendar year, did rebound 14% from calendar year 2020.

In Hanover County, local tax receipts from lodging over the past decade were averaging gains of 8% each fiscal year until the onset of the pandemic caused a 75% decrease from FY-19 to FY-21. Reflecting a rebound in regional tourism and lodging since COVID's arrival in early 2020, the latest tax revenue numbers for hotels and motels in metro Richmond have surpassed pre-pandemic levels. With COVID-19 restrictions being lifted and a pent-up demand for travel, Hanover rebounded with a 75% increase in hotel tax revenue in FY-22, and also set an all-time high record. (See graph on pg. 5)

Hanover County Celebrates Its 300th Birthday Including the Grand Opening of New Museum

Hanover County, in conjunction with title sponsor Dominion Energy, began the celebration of its 300th birthday in 2021 after festivities were delayed at the onset of the pandemic in 2020. A dedicated Facebook page was created to feature scheduled events as well as Hanover's people, businesses, sites, stories and history. The County and its partners, including the Richmond Flying Squirrels, Kings Dominion, Hanover Tavern and Patrick Henry's Scotchtown, all hosted events as part of the celebration. On August 28, 2021, a family-friendly public event was held highlighted by the ribbon cutting ceremony and opening of the Hanover Museum of History & Culture on the grounds of the historic Hanover Courthouse. The County's new museum features exhibits pertaining to Hanover's history and also its current way of life, as well as visitor information about the County's attractions. The Smithsonian Institution traveling exhibit, "Crossroads: Change in Rural America," was also on display. The celebration culminated with "Hanover Shopping Week" held November 20-29, 2021 in partnership with the Hanover Chamber of Commerce.



Pole Green Park to Host USA Track & Field 2023 & 2024 Cross Country Events

The nation's top runners will again hit the region's trails in 2023 and 2024 when the USATF Cross Country Championships heads to Pole Green Park in Hanover County as part of the Richmond Cross Country Festival. Organized by USATF Virginia, each championship will feature more than 700 athletes who will be competing for spots on Team USA to participate in international championships.



Down on the Farm Concerts

Hanover Vegetable Farm, a 120-year-old farm owned by the fourth and fifth generations of the Sears family to live there, has continued to grow its business as an agritourism destination. Adding to its list of seasonal events, festivals and year-round roadside marketplace, the venue hosted the Down on the Farm 2022 Concert Series in its Hart Nissan sponsored pavilion with additional sponsorship from Huddle Up Sports Bar & Grill and Maxim Crane Works. The farm also worked with the Five O's Tiki Foundation, which hosted its own successful concert season in the spring of 2022 at Richmond Harley-Davidson, to coordinate and benefit from the farm hosted concerts.



Green Top Outdoor Expo 2021

Green Top held its 2021 Outdoor Expo, a record setting event, over two days on the first weekend of October. Attended by thousands of hunters, anglers, and outdoor enthusiasts of all ages, the family-friendly event offered free admission, free parking, 180+ top vendors from the outdoor industry, fun kids' activities, product demos, show specials, great food, live music, special guests and prize drawings. The Green Top Outdoor Expo, which began in 2017 as a 70th anniversary celebration for staff and loyal customers, has swiftly developed into an annual "must-attend" event for outdoor enthusiasts from across the region and historically attracts an average of 20,000+ guests over the two-day expo.



VTC Grants

To kick off National Travel and Tourism Week in May 2022, the Governor announced the recipients of matching grants offered through the Virginia Tourism Corporation's (VTC) Marketing Leverage Program and Regional Marketing Program.

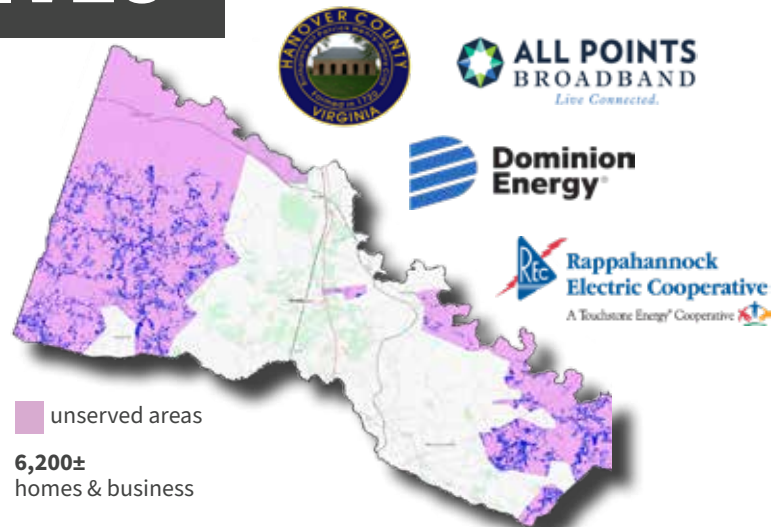
Hanover County grant recipients included:

- The Town of Ashland - \$20,000 grant to help fund the Town's "Center Your Universe" campaign.
- Green Top - \$30,000 grant for its October 2022 Outdoor Expo.
- Center of the Universe Brewing - \$6,700 for its Summer Moon Music Festival.
- Downtown Ashland Association - \$5,000 for its "Downtown Ashland is for Lovers" campaign.

COUNTY INITIATIVES



Public/Private partnership formed to address unserved broadband areas of Hanover County.



2020

BROADBAND ADVISORY COMMITTEE

Early 2020: The Hanover County Board of Supervisors (HC-BOS) convened a Broadband Advisory Committee comprised of residents with strong broadband skills.

BLUEPRINT TO BROADBAND INTERNET

Oct. 22, 2020: The Advisory Committee presented its findings and recommendations to the HC-BOS. The blueprint report included a recommendation of forming public/private partnerships.



2021

CONNECT HANOVER INITIATIVE

July 28, 2021: Hanover County announces the **Connect Hanover** initiative to make broadband services available to residents living in unserved areas of the County.

ARPA FUNDS & VATI GRANT

September 8, 2021: The HC-BOS authorized the filing of a State VATI broadband grant application requesting \$14.43 million, and committed \$14.84 million of federal ARPA funds designated for broadband initiatives.

Sept. 14, 2021: The County filed this grant application in conjunction with All Points Broadband.

Dec. 13, 2021: The Governor announces VATI Grant approved in the amount of \$13.97 million.

2022

CONTRACTS & CONSTRUCTION

Spring 2022: Contracts and agreements signed.

Summer 2022: Grant funding becomes available.

Fall 2022: Construction anticipated to commence.

2023+

BUILDOUT SCHEDULE

Buildout of the system is estimated to be complete within 24-36 months of July 1, 2022. Service will be available to customers as construction in a particular area is completed.

CONNECT HANOVER

After a competitive process, Hanover selected All Points Broadband to identify areas of the County lacking access to a broadband connection of at least 25 Mbps/3 Mbps. All Points is also assisting the County in developing and implementing a strategy to deliver broadband access with minimum speeds of 100 Mbps/100 Mbps to all remaining unserved areas.

Partnering with Dominion Energy (VA) and Rappahannock Electric Cooperative, All Points will lease "middle-mile" fiber capacity which also allows the utilities to leverage the initiative to improve operational efficiency of their electric grids. As it moves forward with efforts to modernize Virginia's energy grid, Dominion Energy is working to provide "middle-mile" fiber optic cable infrastructure that can also be used to bridge the digital gap and reduce broadband deployment costs. All Points will serve as the partnership's last-mile internet service provider and be responsible for providing service to end users.



Envision Hanover (EnvisionHanover.com) was created to provide a centralized location for the County's **Comprehensive Plan** project including information and engagement opportunities as Hanover County works with residents, businesses, landowners, and other community members to update its vision for the future. The Comprehensive Plan is a long-range guide for growth and development, establishing a vision of what Hanover County could look like in twenty years. The plan addresses a variety of topics, including land use, housing, economic development, and natural resources. It identifies objectives and strategies that can be implemented to realize the community's vision.



FACTS & FIGURES

Total Business Establishments

3,954

Source:
U.S. Bureau of Labor Statistics
QCEW, Q4-CY2021

Bon Secours Memorial Regional Medical Center

Top 250
America's
Best Hospitals
Healthgrades - 2022

2022-2023
Best Hospitals
#4 in Metro Richmond
#17 in Virginia
U.S. News & World Report

Major Private Sector Employers (100+ Employees)

- Amazon Fulfillment Center
- Bon Secours Memorial Regional Medical Center
- RMC Events
- Tyson Farms
- Wal-Mart
- Owens & Minor (Headquarters)
- FedEx Ground
- SuperValue (UNFI)
- UPS
- Kroger
- Food Lion
- Vitamin Shoppe Distribution Center
- Woodfin Oil Company
- Owens & Minor Distribution
- Carter Machinery
- Covenant Woods
- The Home Depot
- Bell Nursery USA
- LogistiCare Solutions
- Kings Dominion
- AMF Bowling Companies
- Lee BHM Corp. (RTD)
- VSC Fire and Security Inc.
- Green Top Sporting Goods

Source:
Virginia Employment Commission
Q4-CY2021

Hanover County Public Schools

100%
Fully Accredited

National Blue
Ribbon School of
Excellence
Awards
10

86
National
Board
Certified
Teachers

On-Time
Graduation Rate
95.6%

67.2%
2021 Graduates Earning
an Advanced Diploma

15th Largest School
Division in Virginia
Number of
Students
Served
17,000+

200+ Businesses Participate in the
Partners-in-Education Program

87 Different Career &
Technology Courses

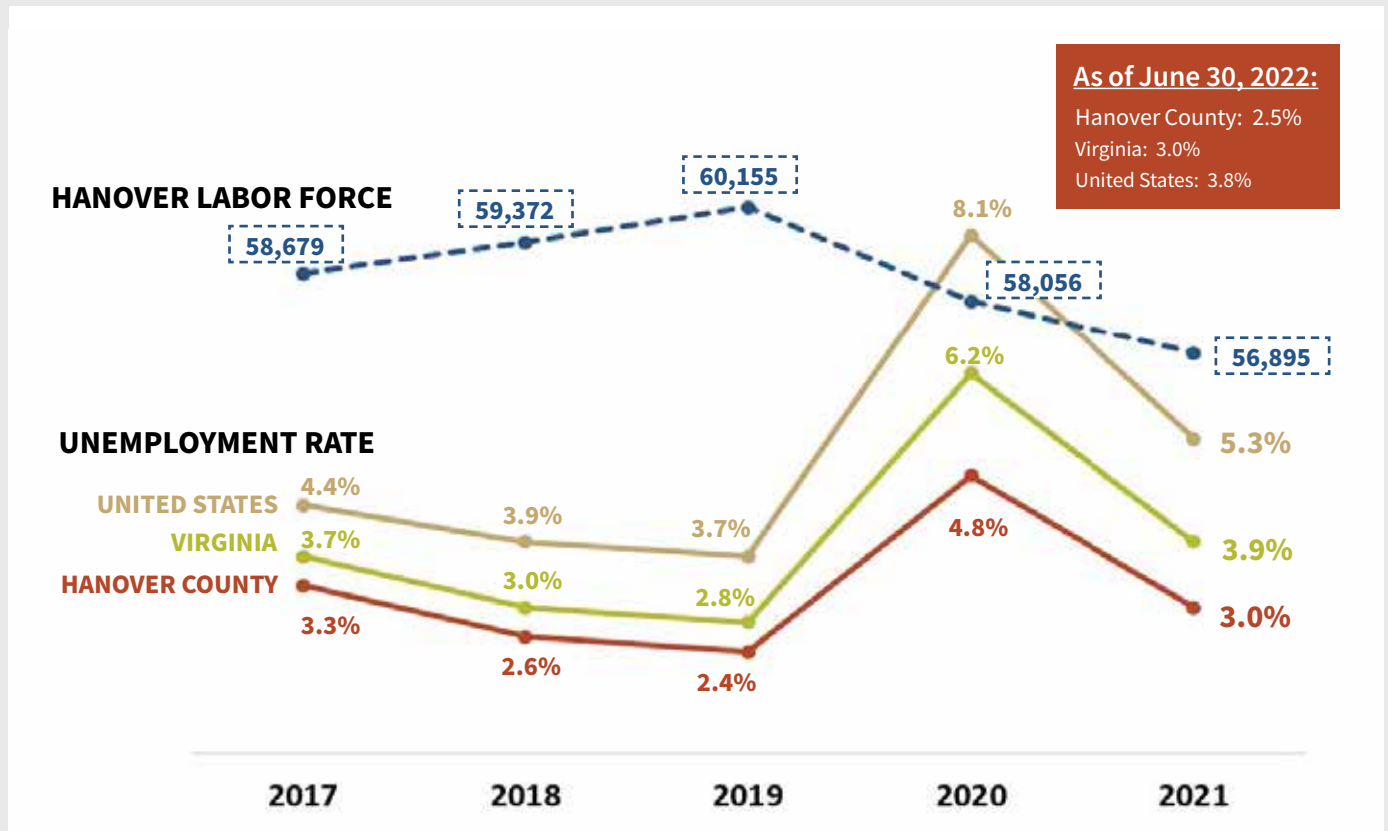
Top 100 Healthiest Communities

#76

2022 RANKING

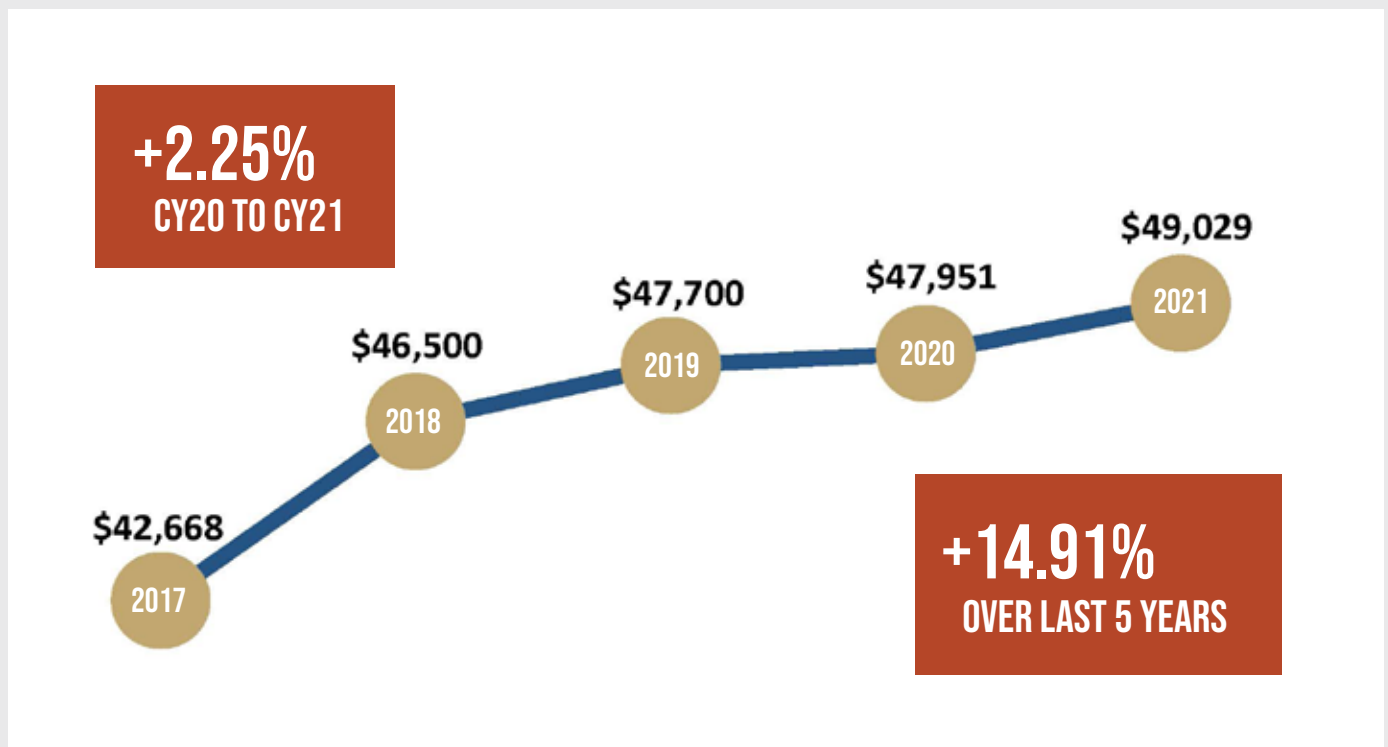
U.S. NEWS
& WORLD
REPORT

UNEMPLOYMENT & LABOR FORCE



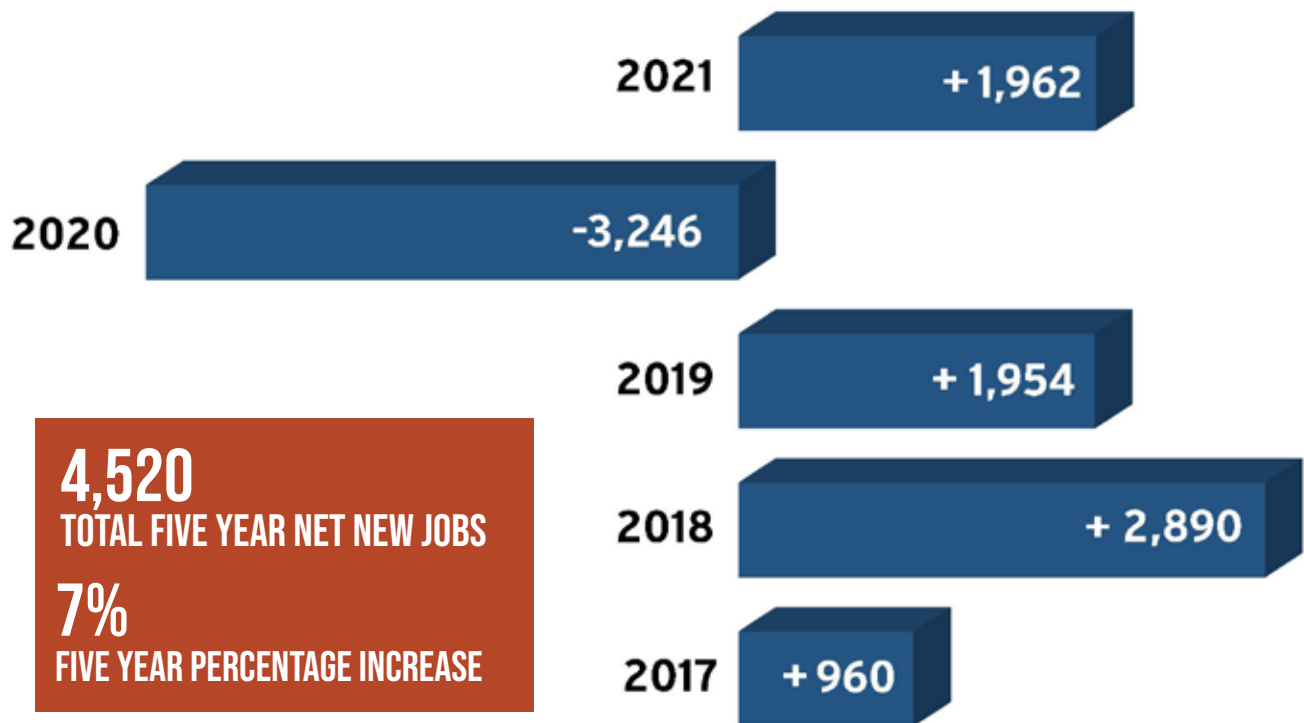
Source: VEC/QCEW, Q4-CY. VEC data subject to adjustment.

AVERAGE ANNUAL WAGES



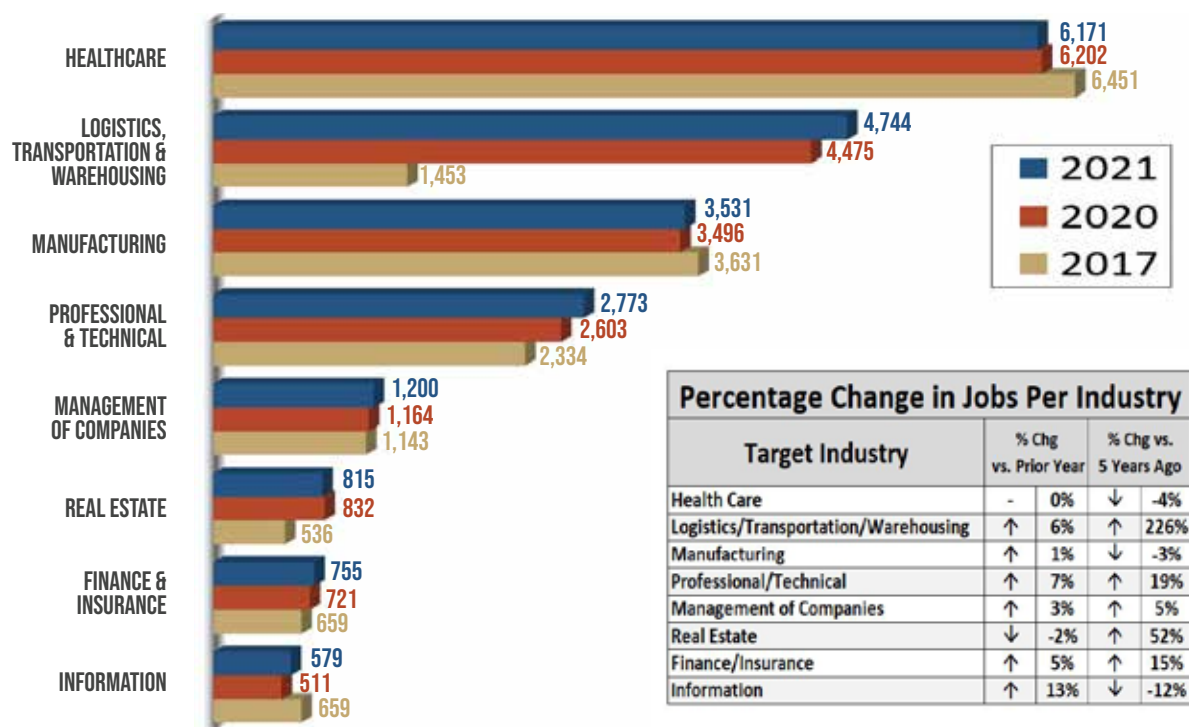
Source: Jobs EQ, CY.

NET NEW JOBS IN ALL INDUSTRIES



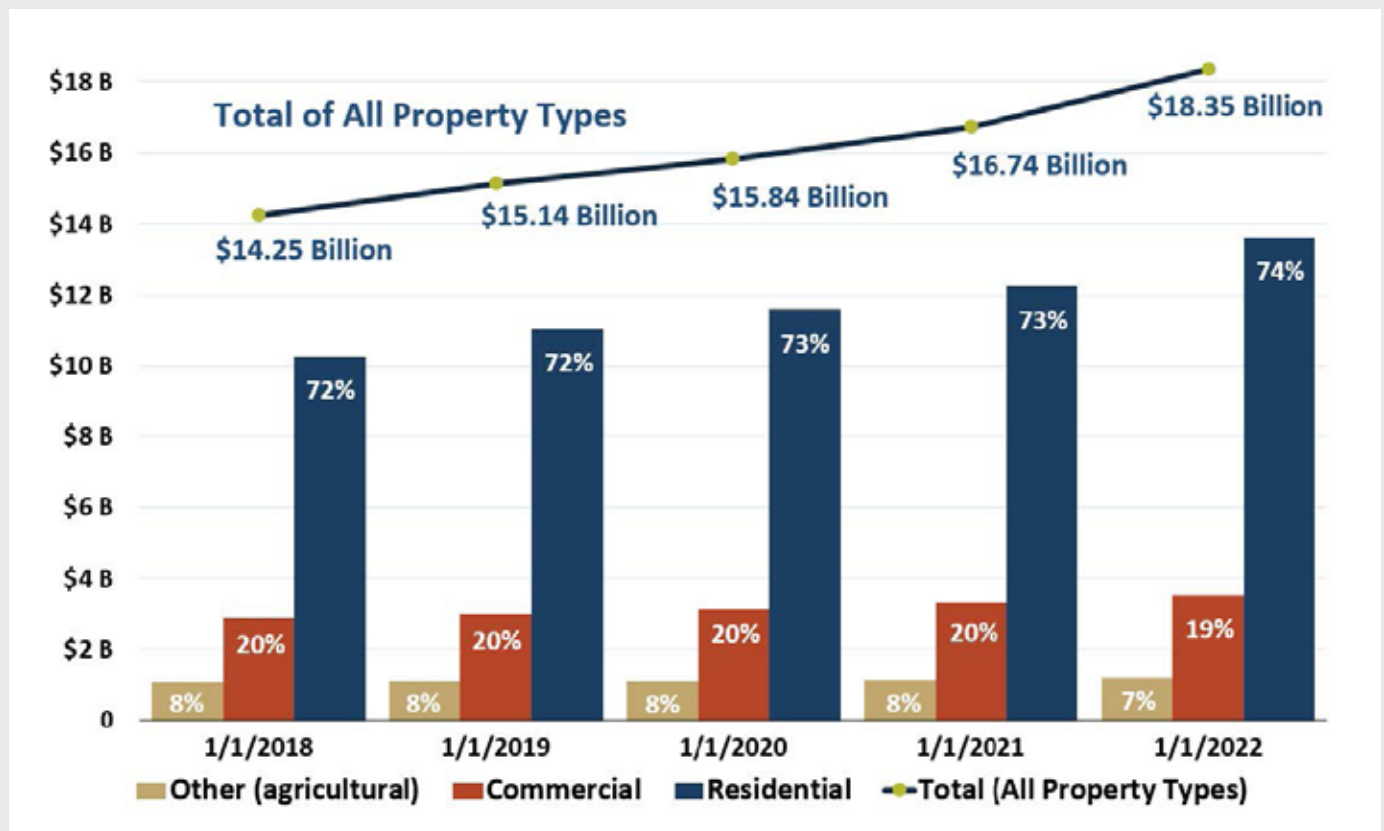
Source: BLS/QCEW, Q4-CY. All data updated to BLS figures as of 9-7-2022.
Data subject to adjustment by U.S. Bureau of Labor Statistics (BLS).

NET CHANGE IN NUMBER OF JOBS PER TARGET INDUSTRY



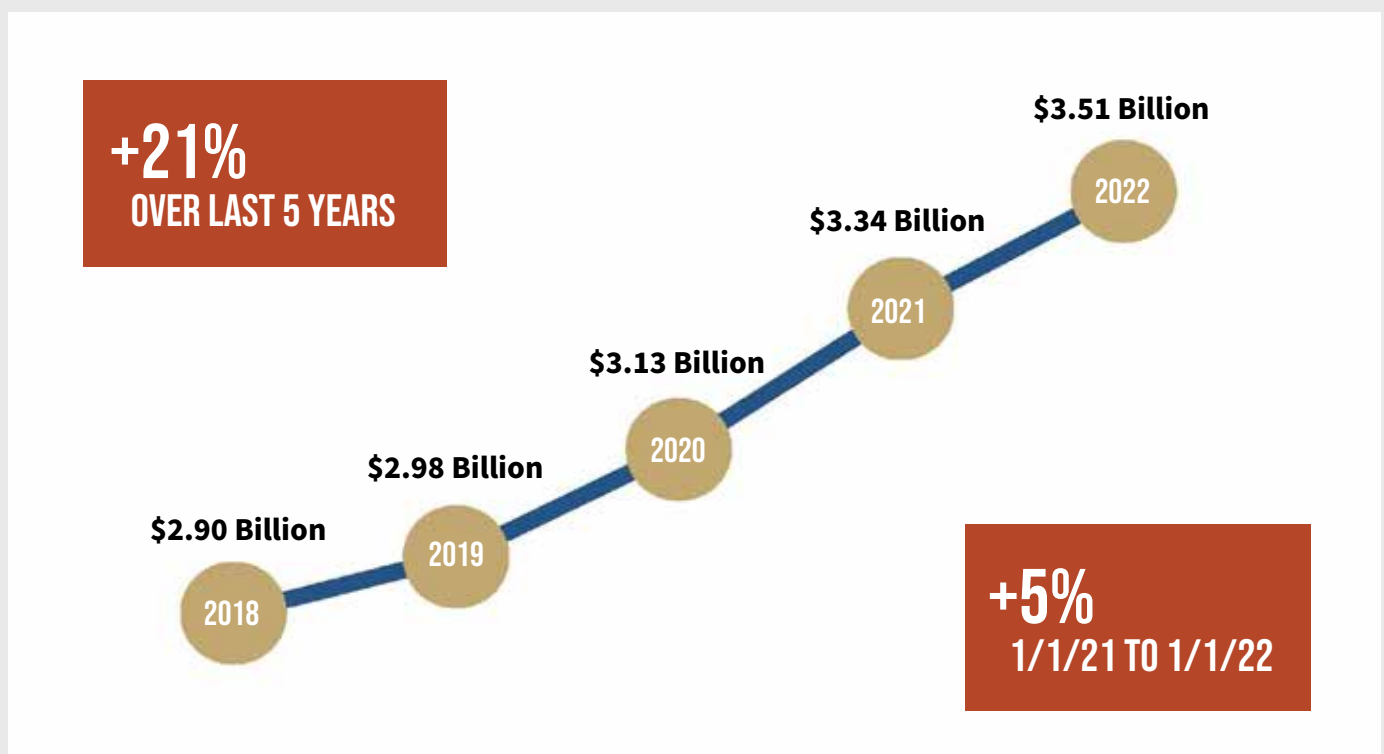
Source: BLS/QCEW, Q4-CY. BLS data subject to adjustment.

PERCENTAGE OF TOTAL TAXABLE ASSESSED VALUE BY PROPERTY TYPE



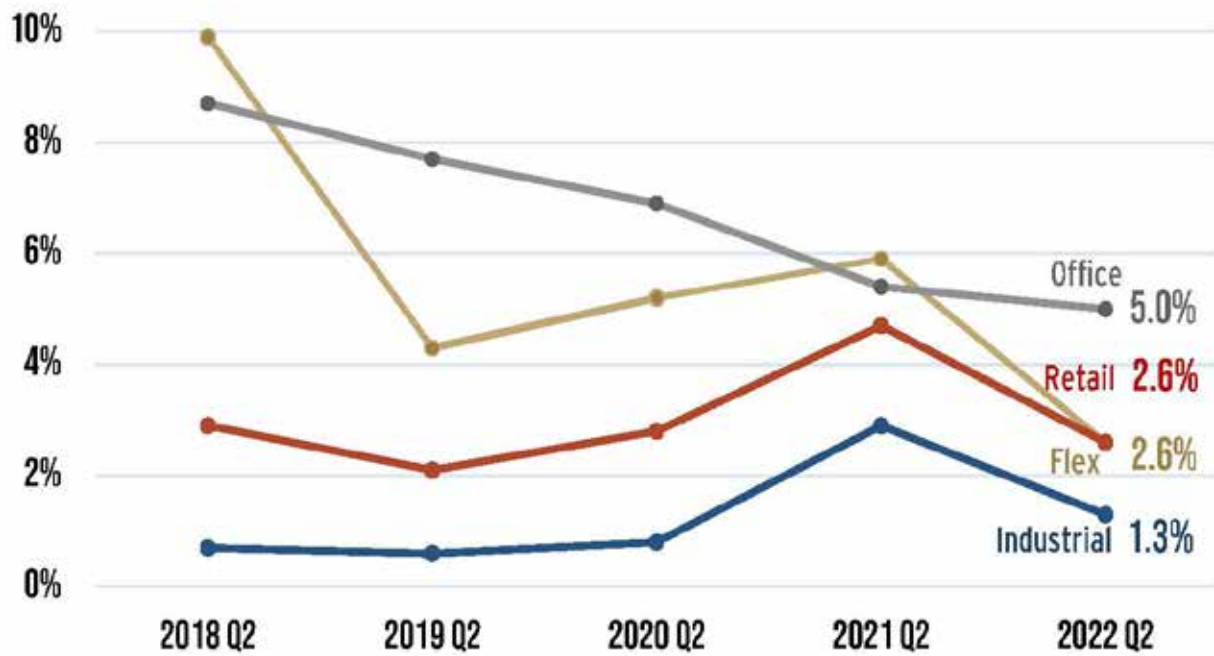
Source: Hanover County Assessor's Office. Data based on previous CY as of January 1.

TOTAL TAXABLE ASSESSED VALUE OF COMMERCIAL PROPERTY



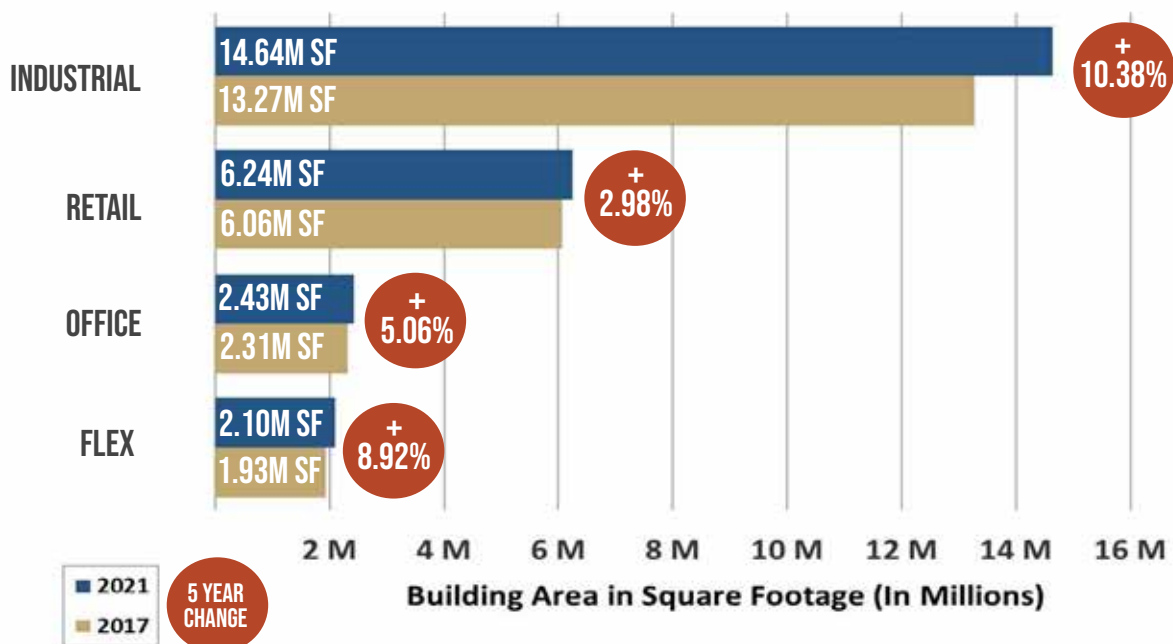
Source: Hanover County Assessor's Office. Data based on previous CY as of January 1.

VACANCY RATES BY PROPERTY CLASS



Source: CoStar, Q2-CY.

RENTABLE COMMERCIAL BUILDING AREA (SF)



Source: CoStar, Q4-CY.

HANOVER COUNTY

Department of Economic Development

Providing local assistance for businesses looking to relocate or expand within Hanover County including financing, workforce development solutions, incentives and technical support that will encourage investment and growth in our community to enhance the lives of our citizens.

INNOVATE. PROSPER. GROW.



Hanover County Economic Development Authority

The Industrial Development Authority (now Economic Development Authority) was established by ordinance of the Hanover County Board of Supervisors pursuant to the Industrial Development and Revenue Bond Act (Chapter 33, Title 15.1, Code of Virginia of 1950, as amended).

Over the last few years, the seven member Economic Development Authority (EDA) has taken on more of a leadership role in helping the County identify strategic sites that could be conducive for future economic development opportunities. The EDA has also approved several performance agreements related to companies locating to or expanding in Hanover County. As the County moves towards our five year comprehensive plan update, the authority will look to work closely with community stakeholders, Board of Supervisors, County Administration and the Department of Economic Development to help set priorities for future growth.



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