

**INCOMING  
CORRESPONDENCE**

**mikejohnson**

**From:** Johnson, Lonnie [lojohns2@vt.edu]

**Sent:** Thursday, July 14, 2011 2:56 PM

**To:** mikejohnson

**Subject:** Southampton ANR

Mike,

I wanted to let you know that we have offered the ANR position the Chris Drake and he accepted the position last week while I was on vacation. He is scheduled to start on July 25, 2011 pending a background check. Please let Walter Young know this as I do not have his email address.

We are in the process of telephone interviews for the 4-H position and will plan on conducting local interviews on August 15<sup>th</sup>. Thank you for your support in this process.

Lonnie

7/18/2011

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July 13, 2011

Mr. Michael Johnson, Administrator  
Southampton County  
P.O. Box 400  
Courtland, VA 23837

Dear Mike:

I would like to acknowledge the receipt of \$2,800.00 that came to the 4-H Center recently. I truly believe that Airfield is a valuable resource focused on helping the children in Southampton County to grow in responsibility and leadership.

The support of the Center by Southampton County is important because it allows to Center to continue to provide quality services and facilities to the youth and citizens of Southampton County. I would like to invite you and any of the Supervisors to visit the Center so I can give you a tour and update you on the programs we offer. We look forward to hosting your next event.

We appreciate the continued support that the Board and you have provided to the Center.

Sincerely,



Douglas A. Chesson  
Director

cc: Gene Brittle, Airfield Pres.



RECEIVED JUN 30 2011

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hreda.com

heart of the mid-atlantic

June 28, 2011

The Honorable Dallas Jones  
Chairman, Board of Supervisors  
Southampton County  
26022 Administration Center Drive  
Courtland, VA 23837

Dear Chairman Jones,

The Alliance appreciates the opportunity Bob Boyd, Maurice Jones and I had to take part in last Friday's Mayors and Chairs Luncheon. The Alliance has a great story to tell but that story is not as well known as it should be; we are excited about better informing and engaging the Hampton Roads community with our efforts.

The Alliance takes great pride in being the only regional organization responsible for globally marketing Hampton Roads for new business attraction. Our singularly focused mission is implemented through a transparent prospect management process that includes all 15 Hampton Roads municipalities. Face-to-face meetings with business and industry leaders are unquestionably the most effective way to generate real interest in our region, and by putting boots on the ground in key international and domestic markets, the Alliance is able to develop viable new business leads for Hampton Roads.

It is the charge of each individual community to close the deal, and through collaboration with our public partners, the Alliance has had a dramatic economic impact on Hampton Roads. In the six years since the merger with the Peninsula Alliance for Economic Development, we have helped create 7,741 jobs, increase earnings by \$304.2 million, add new capital investment of \$458.1 million and increase total output (business activity) associated with the activities of the new and expanded companies by more than \$1 billion.

The Alliance is in the quiet phase of a capital campaign focused on raising private sector support to match the annual investment of the public sector. The **OUR REGION - OUR TIME Initiative** for 2012-2016 will allow the Alliance to continue aggressively marketing Hampton Roads, thereby increasing our global competitiveness and positively impacting our regional economy. We look forward to bringing your community more qualified prospects over the next five years, a key component of our success hinges on our ability to engage top private sector leaders. Their involvement sends a strong message to corporate leaders worldwide that Hampton Roads is open for business! We hope to be able to count on you in eliciting support from the top corporate leaders in your community.

The Alliance greatly values the relationships we have with you and your Economic Development professionals, and we certainly appreciate your continued support of our mission.

Sincerely,



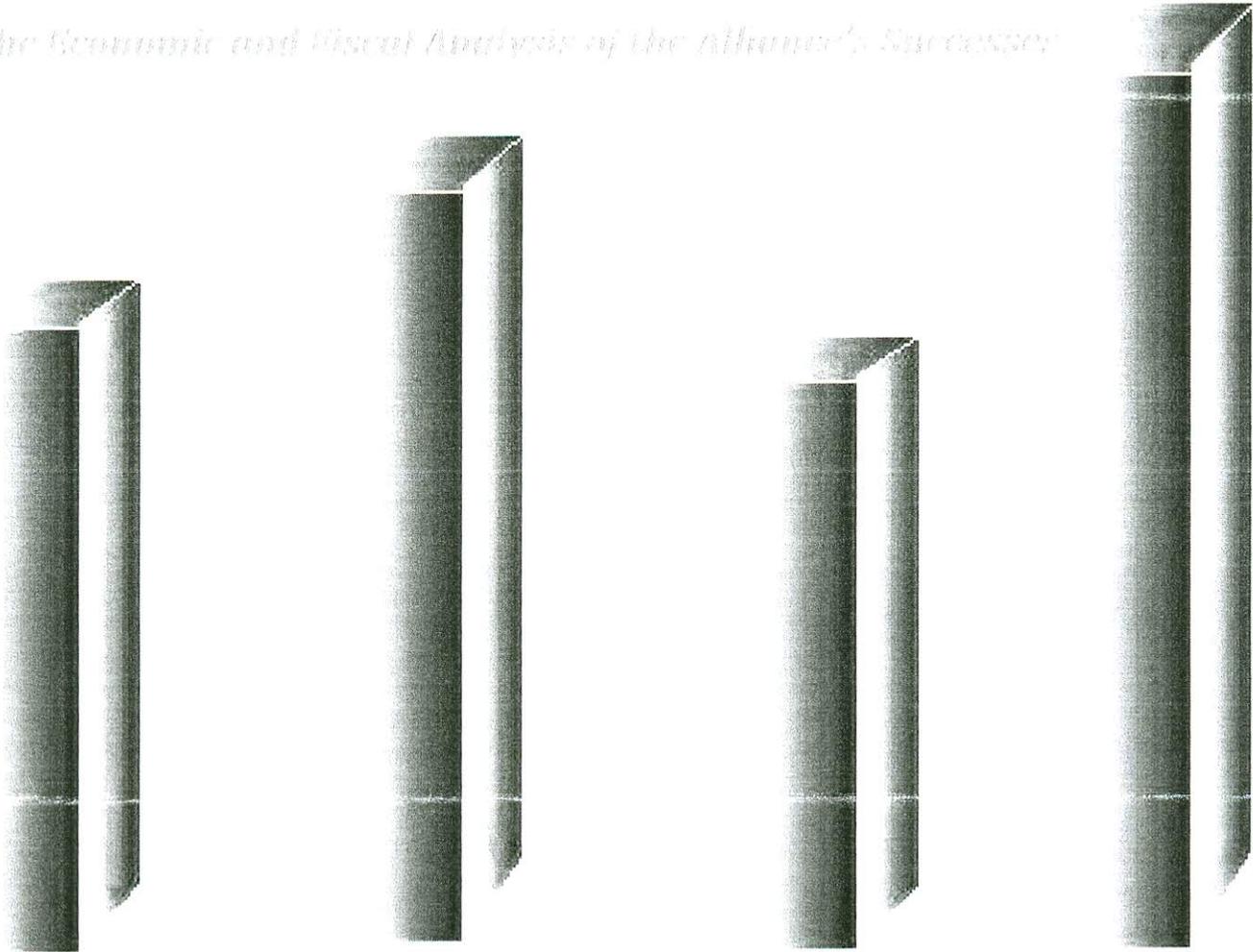
Robert R. Brown  
Chairman, Hampton Roads Economic Development Alliance

Enclosure

cc: Bob Boyd, President Hampton Roads Region, BB&T  
Maurice Jones, President & Publisher, The Virginian-Pilot  
Darryl Gosnell, President & CEO, Hampton Roads Economic Development Alliance

# HAMPTON ROADS ECONOMIC DEVELOPMENT ALLIANCE 2005-2010 SCORE CARD

*The Economic and Fiscal Analysis of the Alliance's Successes*



June 2011

PREPARED BY:

## ECONOMIC STRATEGY CENTER

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# I. Executive Summary

The Hampton Roads Economic Development Alliance (The Alliance) is a public-private partnership representing the 15 individual jurisdictions that comprise Hampton Roads. The Alliance partners with the cities of Chesapeake, Franklin, Hampton, Newport News, Norfolk, Poquoson, Portsmouth, Suffolk, Virginia Beach, Williamsburg and the counties of Gloucester, Isle of Wight, James City, Southampton and York.

This analysis presents the economic and fiscal impact of new businesses attracted by the Alliance as well as the expansion of these businesses by outlining employment and earnings growth in six years of programming (2005-2010). These impacts are measured in terms of jobs, income and output (business activity) and are calculated through a customized input-output economic model reflecting the economy of Hampton Roads.

Job creation activities generate income as well as local and state tax revenue; however, the economic impact of job growth extends far beyond the direct impacts. A key annual benefit will be derived through the purchase of goods and services from local suppliers. Various service industries that supply goods and services to the new/expanding companies will have an impact as well. This impact is shown as ***the indirect impact*** of the new jobs. In addition, ***employee spending*** stimulates additional growth for businesses not directly tied to the new and expanding companies. This portion is captured in ***the induced impact***

***The contributions of new and expanding businesses to the quality of life in the Hampton Roads metro area go far beyond the jobs they directly create—important as those are. Each job indirectly creates 0.69 additional jobs in supplier firms including companies that sell goods or services to jobholders and their families.***

The Alliance played a major role in driving economic growth by attracting new companies to the community. Many of these companies expanded their operations after their initial location to Hampton Roads. Overall results are impressive.

- The Alliance facilitated **35 attractions and 24 expansions**, generating approximately **\$458.1 million of new capital investment**.
- These wins resulted in the creation of **4,585 new direct jobs** that generated **\$178.8 million in direct earnings** for Hampton Roads' citizens.
- The new jobs multiplied to an additional **3,156 indirect and induced jobs** with a **total payroll of \$125.4 million**.
- The total output (business activity) associated with the activities of the new and expanded companies is more than **\$1 billion**. This impact is the result of an economic multiplier that stems from the companies' operations and capital expenditures.

The Alliance's efforts in 2005-2010 generated a total economic impact of:

- **7,741 total jobs (direct, indirect & induced)**
- **Earnings that totaled \$304.2 million**
- **Total output of \$1 billion**
- **Capital investment of \$458.1 million**
- **State sales tax revenue of \$4.2 million and local (city/county) sales tax of \$1.1 million.**

The new earnings resulted in **consumer spending of \$202.1 million** and **local bank deposits of \$110.9 million**. New jobholders' spending generated approximately **\$4.2 million in state sales tax revenue** and **\$1.1 million in local sales tax revenue**.

Beyond the effect on employment, income and economic output, this report explores the Alliance's impact on increasing the region's overall competitiveness. As detailed in the chart below, **the Alliance's aggressive actions during the 6 year period from 2005 to 2010 yielded positive returns for its investors.**

**KEY PERFORMANCE METRICS**

**Each Direct Job Created**



**an additional 0.69 job**

**Every payroll dollar earned**



**an additional \$0.70 in earnings.**

**\$1 of HREDA's investment**



**\$11 in Direct New Earnings**

**\$1 of HREDA's investment**



**\$19 in Total New Earnings (direct, indirect and induced)**