

Virginia's Region 2000 Partnership Annual Report 2007-2008

April 2008



Region 2000:
2,000 square miles of
collaboration, innovation and productivity.



About Virginia's Region 2000 Partnership

Virginia's Region 2000 Partnership is a remarkable example of public-private cooperation. Business and civic leaders, as well as government officials and educators, work together to create a supportive environment for businesses throughout the counties, cities, and towns that make up the region. We're implementing and coordinating regional services that improve quality of life and build opportunities for success.



The Six Partner Organizations

Each partner organization brings a specific expertise and contribution to the localities it serves. In 2007, the partnership was strengthened even further when the organizations relocated their offices to one location. By working together, the Partnership is greater than the sum of its parts for the benefit of the entire region.

Economic Development Council

The Economic Development Council serves as a catalyst in creating more wealth in Region 2000 communities, better jobs and higher incomes for Region 2000 citizens, greater earnings for Region 2000 companies, and larger tax bases for Region 2000 communities.

Local Government Council

The Local Government Council encourages and facilitates collaboration among Region 2000 local governments in addressing, on a regional basis, challenges and opportunities of greater-than-local significance.

Technology Council

The Technology Council helps create an environment that fosters innovation and growth within the technology sector of Virginia's Region 2000 by providing valuable services to companies, and assisting with the recruitment of technology-based firms to the region. It has recently increased its focus on preparing the pipeline of tech workers.

Center for Advanced Engineering and Research

The Center for Advanced Engineering and Research (CAER) focuses on the creation of a knowledge-based research hub in Virginia's Region 2000. The CAER targets growth and high-tech industries and works to establish effective relationships with major R&D centers that result in practical implementation of innovations in industry.

Workforce Investment Board

The Workforce Investment Board helps to create and sustain an innovative system that produces a quality workforce committed to lifelong learning, which meets the evolving needs of the business community of Region 2000.

Young Professionals of Central Virginia

The Young Professionals of Central Virginia assists the region and business community with attraction and retention of young talent, recognizing that a qualified workforce is key to growth and innovation.

Region 2000 Quick Facts:

Total Population	241,893
– An increase of 5.8% since 2000	
Civilian Labor Force	123,115
– Up from 119,874 in 2006	
Employed	118,140
– Up from 116,024 in 2006	
Unemployed	4,975
Unemployment Rate 4.0%	
– A slight increase from 3.2% in 2006 (Current U.S. average is 5.4%)	

Source: Weldon Cooper Center; VEC, March, 2008.

Did you know?

- The Lynchburg MSA (Region 2000 geographic area) is ranked 24th of 200 metros in the nation for best places for business and careers by Forbes 2008 rankings.
- More than 9,000 jobs have been added in Region 2000 since 2004.
- The West Central Virginia region (includes Region 2000) had a 2.5% increase in high-tech jobs since 2006.
- The region's gross domestic product increased nine percent, equal to about \$562 million, in a five year period.
- More than \$385 million in goods were exported from Region 2000 in 2006.
- Housing costs in the region remain well below the national average.
- Over the past four years, there has been a significant increase in access to high quality and efficient broadband services in the region.

A year of milestones

Over the past year, Virginia's Region 2000 Partnership celebrated many milestones and accomplishments.

- **Four new employees joined Partnership organizations** including Bob Bailey, CAER, Jamie Quetglez, YPCV, Traci Blido, Communications, and Clarke Gibson, Services Authority.

- **More than 130 local businesses and supporters pledged \$1.7 million over five years in private-sector funding** to support economic development programs for Region 2000. These pledges, combined with public funding, will help create a research and development center and support programs focused on building a capable workforce for our region's industries.



- The Center for Advanced Engineering and Research (CAER) **engaged more than 20 faculty and established research agreements** with Virginia Tech, UVA,

and Liberty University that helped speed up the process for getting research projects underway.

- **The Technology Council actively sponsored and hosted events such as the CVCC Tech Fair, Lego League, and Robotics Team Competition** to strengthen the technical expertise in the region and prepare students for tech-based careers.

- **The Economic Development Council helped bring in three new companies to the region.** Auto-Owners Insurance, The Matrixx Group (pictured), and Commercial Metals Co. are bringing **more than 100 new jobs** to the region.



- The Local Government Council (LGC) **coordinated the construction of over 8,000 feet of water line and the connection of 48 homes** to public water in Amherst County.

- The Workforce Investment Board (WIB) hosted its Fourth Annual Career Fair to **help find jobs for more than 500 job seekers.**

- The Local Government Council celebrated the completion of a neighborhood revitalization housing project that **provided 20 families in East Pamplin with new or improved homes.**



neighborhood revitalization housing project that **provided 20 families in East Pamplin with new or improved homes.**

- The Technology Council organized and held the second annual **Future Focus Career Expo with 50 exhibitors and more than 800 middle and high school students.**

- **The Young Professionals of Central Virginia grew its membership base from 100 to 600,** and increased the number of activities and attendees to help retain and attract young workers in the region.



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- The Local Government Council was awarded a **\$30,000 regional water planning grant** from the Virginia Department of Environmental Quality (DEQ) **to make sure we have enough water to meet long-term needs.**

- The CAER merged with the Center for Advanced Engineering (graduate engineering program at CVCC) to **deliver expanded professional development and education opportunities for the region's science and technology workers.**

- **More than 150 middle school students got a hands-on look at their career choice** at the annual summer academies at CVCC with support from the Tech Council.



- The EDC **produced and distributed more than 1,000 regional recruiting DVDs to dozens of local companies** to attract new employees.

- Four localities signed on to a forward-



thinking initiative with the Local Government Council to **consolidate solid waste disposal as part of the region's newly-formed Services Authority.**

Operations begin July 1.

- The Region 2000 Career Center and Youth Council programs (WIB) **served more than 2,300 local residents** and exceeded expectations in 13 federal categories.



- The CAER and Liberty University **unveiled a newly-outfitted electromagnetic Wireless Research Lab** to be utilized by local companies for electronics testing. The CAER **supplied the equipment for the lab.**

- The LGC **worked with farmers, residents and local officials to address clean water issues** in Campbell County.

- The LGC **converted hundreds of tax parcels to GIS digital format** for Amherst and Appomattox.

Virginia's Region 2000 Partnership

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Annual Report:
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Economic Development Council focuses on existing business



- **Executive Director - Lee Cobb** (See article about Lee's retirement on back page.)
- 32-member board of directors
- Financially supported by 130+ corporate sponsors, institutions, local governments and community leaders
- Focuses on existing business support and helping companies fill high-tech job vacancies
- Has historically helped attract companies to the region, such as Bausch & Lomb, Barr Labs, Clorox (Glad Bags), Frito Lay, Georgia Pacific (Brookneal), and most recently, Matrixx Group and Auto Owners Insurance in Bedford, and Commercial Metals Corporation in Amherst County.

Over the past year, the Region 2000 Economic Development Council has focused its efforts on the goals it set during the Future Focus campaign:

- Helping businesses recruit a qualified workforce
- Establishing the CAER
- Providing services to support existing businesses
- Attracting new business to increase quality jobs

Region 2000 is a prosperous community with the infrastructure, resources, and economic vitality needed to sustain business and industry. Here are some vital signs that provide an overview of the Region's economy.

Economic Base

The economic strength of Region 2000 lies in its broad base of employers. These include more than 200 manufacturers in industries such as plastics, pharmaceuticals, wireless communications, materials handling, and more. There are two large nuclear firms that employ three percent of the region's workforce, as well as major insurance firms, a nationally recognized health care industry, and six colleges and universities.

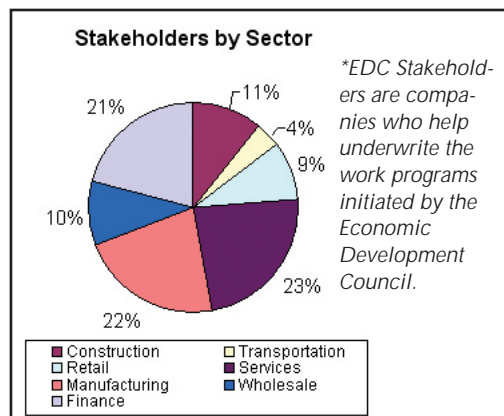
Primary Industry Clusters

- Wireless Technology
- Advanced Manufacturing
- Nuclear Energy
- Plastics
- Pharmaceuticals
- Health Care

www.region2000.org/edc

In 2007, the EDC:

- ✓ **Met with more than 100 companies** to provide regional information **and linked more than a dozen companies** to the Virginia Economic Development Partnership or the Region 2000 Career Center **for training over 500 employees.**
- ✓ Worked with Bedford and Amherst officials to **attract three new companies to the region - creating more than 100 new jobs.**
- ✓ **Produced and distributed more than 1,000 regional recruiting DVD's** and direct marketing materials to help more than two dozen local companies fill key positions.
- ✓ **Provided more than \$45,000 in YPCV funding** to underwrite programs and events to attract and retain young professionals.
- ✓ **Provided \$25,000 to fund** the Region 2000 Small Business Development Center's **free consultation services to over 225 existing businesses** in the region.



Board of Directors

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Dr. Darrel Staat - CVCC

Don Shilling - FNB of Central Virginia

Ron Spiggle - Community Rep.

Rodney Taylor - Amherst County

Region 2000 SBDC: where business comes to talk business

The Region 2000 SBDC is partially funded by the Economic Development Council and provides free-of-charge, objective, and confidential consultations to help aspiring and existing small business owners to:

- ✓ Start a business, by providing business planning assistance
- ✓ Obtain financing to either start or expand a business, by providing loan packaging assistance
- ✓ Increase sales through marketing assistance
- ✓ Access information on resources for small businesses and get referrals in the business world

SBDCs are public-private partnerships providing resources and technical assistance to small business owners. As a local economic development agency, SBDC's are federally funded through the U.S. Small Business Administration, and are required to obtain a local funding match from local organizations such as the Region 2000 Economic Development Council.

The SBDC is:

- A one-stop "go-to" resource for businesses
- A resource that helps aspiring entrepreneurs as well as long-established business owners
- A resource for retail, manufacturing and service businesses – The SBDC definition of a "small business" is one with 100 or fewer employees!
- A provider of one-on-one private and confidential consultations, with objective advice, with "no strings attached" (they're not selling any other products or services). SBDC consultations are free-of-charge to the public.
- A resource for affordably-priced training seminars and workshops on various business topics.
- A part of the economic development umbrella providing assistance to small businesses and entrepreneurs.



Left-to-right: SBDC co-directors Paul Morrison and Niro Rasanayagam are pictured here with Lynchburg Business Development Centre Executive Director Catherine McFaden.

- A service provider to all of Region 2000, including the counties of Amherst, Appomattox, Bedford, and Campbell, and the cities of Bedford and Lynchburg.

The SBDC does not:

- Write business plans, but it is a source for objective advice in helping entrepreneurs test the feasibility of their business idea and provide guidance in developing a realistic and workable plan.
- Provide grants or free money.
- Do the work for the entrepreneur, but it provides information and technical guidance and advice.
- Provide legal advice or perform accounting services such as filing taxes; however, it will provide you with the information you need in order to ask the right questions.

The Region 2000 SBDC's economic impact on the community is significant. In 2006, the last full year for which data is available, the SBDC:

- ✓ Provided business consultations to 226 business owners
- ✓ Held 28 business workshops
- ✓ Trained 276 individuals in starting and operating a small business
- ✓ Helped create and retain 142 jobs
- ✓ Generated total capital investments of nearly \$2.3 million through

business planning and loan packaging assistance to entrepreneurs

- ✓ Helped increase total sales by \$2.1 million among client businesses.

For more information, please contact the SBDC at 434-582-6170 or www.lbdc.com.

Business Development Centre puts ideas to true test with "office vending business"



When the employees at the Lynchburg Business Development Centre (LBDC) got a request from the Virginia Enterprise Initiative (VEI) to start their own micro business, they jumped into action. Here, Byron Steward, LBDC loan officer, fills a vending machine with tasty snacks as part of the team's money-making idea.

The task: According to Catherine McFaden, LBDC executive director, the VEI wanted to inspire micro clients across the nation to "practice what they preach" by coming up with a "small scale" business idea and following their own advice to aim for success, such as devising a solid business plan, choosing the best placement, and marketing the product.

The idea: Purchase a vending machine and watch the profits roll in.

The actions: The team filled the machine with snacks from Sam's, set it in a central place in the office and monitored the outcome. They quickly learned what sold well and what didn't and used their time-proven techniques to "move the products."

The outcome: The team has surprised themselves at how well the business plan is working. The products continue to sell and the team plans to continue the program.

Local Government Council promotes regional cooperation



- **Executive Director - Gary Christie**
- 22-member board of directors
- Financially supported through contracts with state and local government, as well as public funds.
- Focuses on issues of regional importance such as water quality and conservation, traffic flow and population impacts, community and housing revitalization, and regional services.

The Local Government Council is one of 21 planning districts which serve the local governments of the Commonwealth. The Council works to provide services for member localities and identify and develop opportunities for coordination among local governments.

The Council is focused on regional cooperation and key services that help our localities by:

- Keeping communication strong among local governments
- Focusing on multi-jurisdictional, long term planning for transportation and infrastructure



- Identifying innovative regional practices to save money and increase efficiency

- Providing staff services to meet individual localities' needs
- Maintaining a successful track record in writing and managing grants for local governments

Regional services offered

- Transportation planning
- Grants writing & management
- Land use & comprehensive planning
- GIS Services
- Greenway and green infrastructure
- Regional solid waste and recycling
- Downtown revitalization
- Emergency services planning
- Disability Services Board coordination
- Board and community facilitation
- Financial administration
- Regional legislative advocacy
- Human resources services

In 2007, the Local Government Council:

- ✓ Worked with a dozen localities and four service authorities to build a regional water supply plan that addresses future drought and water supply issues in Region 2000.
- ✓ Completed the first phase of a Rural Long Range Transportation Plan to ensure that traffic forecasts are consistent with population growth estimates across the region.
- ✓ Helped county and town officials with trail and walkway plans.
- ✓ Worked with 20 rural families to improve sewer and housing needs.
- ✓ Developed plans and ordinances for the Town of Amherst and Altavista.
- ✓ Increased communication among localities through strategic planning and facilitation.
- ✓ Provided infrastructure development and special project management for Pamplin, Brookneal, and Appomattox.
- ✓ Created the Region 2000 Services Authority to consolidate solid waste disposal.
- ✓ Secured an additional \$320,000 in '07 for the creation of a satellite center for CVCC in Appomattox.
- ✓ Converted hundreds of tax parcel data to digital format for Amherst & Appomattox.
- ✓ Conducted regional clean water

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L. Kimball Payne
Lynchburg City Manager

Joan Foster
Mayor, City of Lynchburg

V. Lee Cobb
Region 2000 Economic Development Council

Senator Stephen D. Newman
Virginia State Senate

Delegate Ben Cline
Virginia House of Delegates

studies for regional localities.

- ✓ Managed a preliminary study of Appomattox Town Civil War Battlefield.
- ✓ Assisted Brookneal Fire Department to secure a \$140,000 grant for fire gear.

Trash goes regional on July 1



Solid Waste Director Clarke Gibson, left, discusses operations with Brian Buford at the Lynchburg landfill. After July 1, the Campbell County landfill will be closed for the next five-six years and the Lynchburg landfill will be used as a regional landfill until it fills up. The changes are part of a regional effort to consolidate solid waste and reduce costs.

Beginning July 1, the Region 2000 Services Authority begins solid waste disposal operations for four jurisdictions including Campbell County and Nelson County and the cities of Lynchburg and Bedford. Appomattox County has applied for membership and will likely join in the spring.

Under the regional plan, the existing landfill operations in Campbell County and Lynchburg will be consolidated. Customers from the par-

ticipating localities will use the Lynchburg landfill exclusively for the first five years until it reaches full capacity. After that, they will use the Campbell County landfill for the next eight years. There will be no major changes for residential customers who will continue to have access to the solid waste convenience centers in their areas as they do today.

"The Regional Services Authority is a combination of every good reason to work together so we don't duplicate services and costs," says R. David Laurell, Campbell County Administrator. "It will help Campbell County in meeting its initiatives for providing cost effective services, while maintaining an effective service delivery program."

The Region 2000 Services Authority will contract with the Region 2000 Local Government Council for service delivery management. For more information, please contact Clarke Gibson at cgibson@region2000.org.

Connecting with history

The Local Government Council's Scott Smith conducted a research study with Appomattox County officials last year to assess a potential preservation and tourism program for the Appomattox Station Battlefield. He worked with a team of consultants who specialize in battlefield preservation to conduct the extensive study that included identifying resources, gathering feedback from local citizens, and producing archaeology and maps. The study was funded by a grant from the American Battlefield Protection Program.

"This is about preserving, protecting, and interpreting a significant piece of history," says Scott. "We are happy to help give Appomattox a tool for planning the area and how they may market and develop the site in the future."

The core of the undeveloped battlefield site is located on about 40 acres within the Town of Appomattox.

According to the Virginia Tourism Corporation, "Development of Civil War Tourism assets is smart economic development. On average, Civil War travelers stay 50 percent more nights and spend 74% more money while in Virginia than other tourists."

Read more at: <http://www.region2000.org/lgc/>



Region 2000 roads and highways

Cayce Dagenhart, senior planner, focuses on improving transportation in the region from adjustments and amendments to the region's transportation improvement program to working with rural localities to develop a long range transportation plan.



Cayce says many regulations for VDOT maintained roadways are being changed in the Virginia Legislature this year, with special attention being given to access management, traffic impact, and connectivity of local roads.

"The focus is beginning to change from building and expanding roadways to getting the most out of the current system," she says. "The federal government is giving less money to the states for road maintenance and that means we must start thinking about alternative transportation and creating more connections between existing roads."

Highest traveled roads:

- The highest traveled segment in Campbell County in 2006 was between Route 29 South and the south end of the City of Lynchburg limits. VDOT estimates 32,732 vehicles on this segment daily.
- The highest traveled segment in the City of Lynchburg in 2006 was the Lynchburg Expressway, between Grace Street and the Amherst County limits. VDOT estimates 46,897 vehicles on it daily.
- The highest traveled segment in Amherst County in 2006 was Amherst Highway, between the Route 29 Business off ramp and Elon Road. VDOT estimates 37,915 vehicles on it daily.
- The highest traveled segment in Appomattox County was the Richmond Highway, between Route 647 West and Route 460 Business West. VDOT estimates 18,479 vehicles on it daily.
- The highest traveled segment in Bedford City in 2006 was Blue Ridge Avenue, between West City limits and Route 460 Bypass. VDOT estimates 19,606 vehicles on it daily.
- The highest traveled segment in Bedford County in 2006 was Forest Road (Rt. 221), between Enterprise Drive and the west limits of the City of Lynchburg. VDOT estimates 23,398 vehicles on it daily.
- The highest traveled segment of road in the Town of Altavista in 2006 was Main Street, between Pittsylvania Ave. and Amherst Ave. VDOT estimates 13,362 vehicles on it daily.

Did you know?

If you run into heavy traffic on your way to work, by leaving 10 minutes earlier or 10 minutes later, you can avoid most traffic congestion in this region.

WIB delivers career planning services



• Executive Director - Danny Inge

- 48-member board of directors appointed by local elected officials in five jurisdictions
- Financially supported through Workforce Investment Act federal funding
- Provides career planning services for job seekers and employers through the Region 2000 Career Center and works with youth and young adults to prepare them for the job market.

The Workforce Investment Board (WIB) is a strong force in Central Virginia, delivering career planning services aimed at meeting the needs of workers and employers through the region. With the nation and our region facing an aging population trend, it's more important than ever to retain the workers we have and prepare our youth for the local job market. The WIB focuses its efforts on doing just that.

The Region 2000 Career Center, which celebrated its five-year anniversary this month, provides a place where local residents can go to find jobs and training they need to be competitive in the labor market. In 2007, the Center served 2,320 residents, trained more than 120 adults, and helped 334 employers with labor market services.



For job seekers:

- Job listings and job search help
- Vocational training
- Workshops
- Resume writing
- GED classes and testing, and more!

For employers:

- Applicant screening and referrals
- Specialized on-the-job training
- WorkKeys assessment
- Proficiency testing
- Area wage surveys
- Other business resources

The Youth Council helps teens and young adults achieve academic and employment success through mentoring, training, and support services. It serves residents ages 14-21, providing:

- Work experience

- Occupational training
- Summer Youth programs
- Education programs
- Job placement

Board of Directors

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Ed Hopkins <i>Amherst County Public Schools</i>	Betty Wilcher <i>Tyco Electronics</i>
Mark Johnson <i>Lynchburg Social Services</i>	Sterling Wilder <i>Jubilee Family Development Center</i>
Christine Kennedy <i>Lynchburg Regional Chamber of Commerce</i>	Don Williams <i>AREVA</i>
Lanny Lambdin <i>Central Virginia Uniserv</i>	Glenna Wright <i>Lynchburg Redevelopment & Housing Authority</i>

Visit: www.region2000.org/wib

Young Professionals build a strong presence

Organization grows its membership base from 100 to more than 600!



- **Executive Director - Jamie Quetglez**
- 11-member council
- Financially supported through corporate sponsors, the EDC, and WIB.
- Connects young professionals with a social and professional network so they will plant roots in the region and stay. The YPCV is key to the region's efforts to recruit and retain young professionals.
- Visit YPCV on the web at www.ypcentralva.org.

It has been a year of growth for the Young Professionals of Central Virginia (YPCV). Retention efforts are becoming increasingly more important to businesses across the region. The YPCV is doing its part to attract and retain young adults in Region 2000 by increasing its network, providing a variety of social activities, and engaging young professionals so they will plant roots.

Strategies targeting YP's

>> Connect

2007: Established a committee to focus on improving YPCV social events and activities; Events have grown from an average of 15 attendees in March 2007 to over 75! Initiated an online calendar and weekly email to members; Grown membership from just over 100 to 600 young professionals!

>> Live 2007:

Established a committee to look at how to involve young adults in civic activities with non-profits and on area boards; Coordinated two volunteer projects for the United Way Day of Caring event; Participated in the Salvation Army Red Kettle Campaign.

2008:

To provide a YPCV representative to serve on the United Way Day of Caring Planning Committee; To partner with and help organize River Flicks 2008; To play a leading role in at least four community volunteer functions during 2008.

Strategies targeting business:

>> Recruit and engage young professionals to the region

2007:

Participated in regional recruiting fairs to highlight YPCV presence as regional asset; Assisted companies with recruiting events and made presentations to prospective new hires; Assisted companies with specific recruitment planning strategies.

2008:

To kick off the Ambassador Program; Strengthen Campus Connects program with new initiatives.

>> Retain talent, fuel innovation, and cultivate young leaders

2007:

Provided company-specific retention solutions and insights; Hosted an increased number of social events



2008:

To increase the number and type of events; Survey the needs of our members; Continue to grow membership; Attend a statewide YP meeting.

>> Grow

2007:

Increased attendance at professional development luncheons and seminars from an average of 15 in April 2007 to nearly 50; Conducted a survey to establish a list of topics of interest for future luncheons.

2008:

To establish a committee to plan, organize, and execute events; Survey attendees after each event to assess satisfaction; Further develop professional development functions to attract new members.



Council Members

Becca Lingley - Chairman

Lynchburg Reg'l Conven. & Visitors Bureau

John Wallace

Futprint

Dan Portnoy

The Drop

Jay Blankenship

Clear Channel Online Music and Radio

Christine Kennedy

Lynchburg Regional Chamber of Commerce

Christine Smith

Beacon Wealth

Will Easter

John Stewart Walker, Inc.

April Barney

AMB Services

L. Nikole Branch

United Way of Central Virginia

Amanda Denny

Randolph College

Elizabeth-Ann Rowilson

Randolph College

and seminars for young adults at specific companies in an effort to retain them in the region; Hosted community and focus groups to obtain feedback on programs; Assisted in management training; Presented best practice ideas to community and professional organizations

2008:

Continue to grow the Liaison Program to increase communication with regional companies; Facilitate focus groups with local young professionals concerning why they stay; Engage companies' young adults in community and YPCV events and activities.

CAER joins forces with universities to close a gap

• **Executive Director - Bob Bailey**

- 17-member board of directors
- Financially supported by two dozen companies plus funding from Future Focus campaign stakeholders, and state and federal grants.
- Currently focusing on strengthening partnerships with major state and local universities to fulfill research needs and expanding into professional development services for engineers and scientists.

The Center for Advanced Engineering and Research has had a whirlwind of a year, facilitating a shift from traditional economic development to Technology-Based Economic Development (TBED) and closing a research gap in the region.

Strategies:

>> Establish Strategic Partnerships

2007:

Established a Master Research Agreement with Virginia Tech - two liaison professors from VT assigned to the region; Established a partnership with Liberty University in managing the Wireless Research Lab.

2008:

To establish Master Research Agreements with UVA and LU; Strengthen relationships with WITU, JMU, WM, Jefferson Labs, NASA, NIA, ORNL, and Idaho National Lab.

>> Facilitate Research Projects

2007:

Two projects completed including a non-destructive measurement technique and CFD.

2008:

Projects in progress, to be completed this year include:

- Computational Fluid Dynamics
- Wireless sensors for nuclear plants
- Non-contacting temperature sensors
- Welding process improvement
- Seismic analysis
- (14) Projects in nuclear and wireless communications are under review

>> Seek out Funding

2007:

Raised \$500,000 to equip the Wireless

Research Lab at Liberty University and nearly \$1 million for research projects; Received \$400,000 for facility planning.

2008:

Obtain funds for the research facility construction.

>> Improve Tech Education Opportunities

2007:

Supported CVCC to form undergraduate engineering degree with UVA; Acquired the operations of Commonwealth Graduate Engineering Program (CGEP) at CVCC; Partnered with the Tech. Council to provide STEM-related educational programs for K-12 students.

2008:

To increase enrollment and growth for CGEP; Provide a wider variety of professional development opportunities.

>> Provide Facilities

2007:

Completed and equipped the Wireless Research Lab at LU.

2008:

Continue plans for CAER research facility.

>> Foster Commercialization and Tech Transfer

2007:

Developed directory of key technologies in nuclear and wireless in the region; Established relationships with tech transfer offices at UVA, VT, ORNL, FLC-MAR.

2008:

Expanded tech transfer services to companies, such as legal and business consulting services.



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<http://www.caer.us/>

Technology Council: growing a pipeline of tech workers

• **Executive Director - Jonathan Whitt**

- 20-member board of directors
- Financially supported by two dozen corporate sponsors and Future Focus campaign stakeholders
- Focuses on technology-focused business advocacy, networking and promotion, and developing a "S.T.E.M." workforce pipeline.

Our Mission

To foster an environment that stimulates innovation and growth within the technology sector of Region 2000.

Our Objectives

- ✓ Promote the development, growth, and recognition of the region's technology organizations
- ✓ Provide a forum in which technology organizations can exchange ideas and information, and capitalize on business opportunities
- ✓ Deliver programs and services that promote the recognition of and provide substantial value to the Council's members
- ✓ Participate in the Virginia Technology Alliance to drive visibility and awareness of the Technology Council, its members, and the region within the state
- ✓ Serve as a public policy advocate for the Region on a broad range of technology issues at the local and state level
- ✓ Provide assistance to local economic developers in the recruitment of new technology firms, technology park implementation efforts, and the development of telecommunications infrastructure
- ✓ Provide tech support to the Virginia's Region 2000 Partnership
- ✓ Foster and grow programs that enhance an interest in Science, Technology, Engineering and Math in the region's middle and high schools

2007 highlights were:

Held three **Wired Wednesday lunch and learn events**. Topics were Telecommuting in the Commonwealth, Using Apple Technologies in a Windows World, Microsoft Vista and Office 2007.

Held **5th annual Awards Night** honoring

Technology Council corporate sponsors and the following award



recipients: Ms. Clara Jo Elder, Educator of the Year; Dr. Tom Morgan, Innovator of the Year; and Trax Tech Services, Technology Company of the Year.

Held Technology Educator luncheon with Neumont University President as speaker.

Held 2nd annual Future Focus Career EXPO with over 800 attendees from 26 area middle and high schools and 50 exhibitors.

Co-developed Get Set magazine. This guide to technology based jobs was distributed to 8th grade students in Region 2000 public schools.

Co-sponsored Summer Middle School academies at CVCC. Over 150 students attended week-long camps in 10 career areas.

Established CVCC Engineering Scholarship, an annual scholarship the Council provides to a regional student enrolled in the newly created engineering program at CVCC.

Co-sponsored the region's only U.S. FIRST Robotics Team at E.C. Glass High School.

Co-sponsored the regional U.S. FIRST Lego Tournament.



Co-sponsored the Technology Fair at CVCC.

Co-sponsored workshop on Search Engine Technology.

Continued championing the development of the Center for Advanced Engineering and Research with area companies, educational institutions, and elected officials.

Co-supporter of Congressman Bob Goodlatte's annual Technology Conference.

Created a regional database of all Technology Education programs in area public schools.

Provided numerous referrals for local tech-based entrepreneurs to area and state service providers.

Co-sponsored SBIR/STTR federal grant workshop.

Co-sponsored annual legislative reception through the Virginia Technology Alliance.

Read full report at: www.region2000/tech



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25 years: Lee Cobb moving on



Lee has put Region 2000 on the map at the state level where he has worked hard to raise the region's visibility with those who make decisions about business expansions and re-locations. Here, Gary McLaren of the Virginia Economic Development Partnership recognizes Lee for his service to the Commonwealth with a joint stock certificate from the Virginia Company charter.

The following article excerpt is printed with permission by the News & Advance. Written by Bryan Gentry.

Pecos Bill rode a tornado from Kansas to California. Paul Bunyan tamed the Whistling River and carved the Grand Canyon. Lee Cobb whipped Central Virginia's economic development into shape, stripped it of outdated ideas and set it up for success in the technology age.

Cobb, who plans to retire soon, has been a local legend in his field for the past 25 years. He pioneered Lynchburg's economic development office and attracted dozens of businesses to locate or expand in the city.

During a brief stint as an independent consultant, he helped other localities in the region to market themselves.

He has been executive director of Region 2000's Economic Development Council for four years, and other officials credit him with leading the whole partnership, introducing a new kind of economic development and giving them a vision for the future.

Cobb, on the other hand, takes a more modest look at his career. Told that he's left some mighty big shoes to fill, he chuckled: "They're just size nine."

"I've been a part of it," Cobb said. "That's something that I always try to get across to people: One person doesn't do

anything in this business. It takes lots of people. Being a part is all we can claim."

But others insist that he has done more than he takes credit for.

"Lee has been a tremendous asset for the area for a number of years," said David Laurrell, a Campbell County administrator who also serves in several Region 2000 positions. "It goes back to when he was working for the city of Lynchburg."

At age 37 in 1983, Cobb became the city's first economic development director. He was excited to build Lynchburg's department from the ground up, having already worked in planning and development in Martinsville and Portsmouth for a decade.

In that role, he eventually had a hand in bringing Frito Lay, Barr Laboratories and others to Central Virginia, and helping other businesses expand.

Laurrell said closing deals for the expansion of existing companies or the location of new ones has been Cobb's knack. "Lee has an innate talent in being able to work with companies and working with people in making that happen," he said.

Read the article in its entirety at:
www.newsadvance.com/lna/business/local/article/25_years_lee_cobb_moving_on__12_03_07_1na/735/.

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Communications Officer

Corrin Hoffmann
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