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*Virginia's e-Region is a trendsetter in broadband access in rural America. IT companies as well as leading manufacturers such as Tempur-Pedic call the region home.*

# Virginia's e-Region is extraordinary



*Northrop Grumman's presence is a testament to the quality of life, technological innovation and high-quality, educated workforce that attracted us to Southwest Virginia in the first place. And as the Commonwealth's largest private technology employer we are proud to be expanding our Virginia presence in this region.*

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*Ronald D. Sugar  
Chairman  
Chief Executive Officer  
Northrop Grumman*



**Virginia's e-Region focuses on these strategic components of modern business — electronic information technology, energy, education and emerging technologies.**

An outstanding quality of life enhances the attractiveness of the region for businesses looking for a prime U.S. alternative to off-shoring. Located in scenic southwestern Virginia, the state voted #1 for business by Forbes.com, we're a trendsetter in broadband access in rural America.

Northrop Grumman and CGI discovered the low-cost business climate and trained workforce, building multi-million dollar technology centers in one of our newest technology parks. Leading manufacturers Tempur-Pedic®, Alcoa and others are also operating successfully here.

A strong traditional energy resource base of coal and natural gas continues to contribute to the region's economy, and we are expanding into alternative energy like biofuels and solar.

Workforce preparedness is key in today's global economy. Virginia's e-Region offers FastTrack technology training and other educational initiatives, including two and four-year colleges, a school of law, a pharmacy school, and the University of Virginia's College at Wise that offers an undergraduate degree in software engineering.

Outstanding scenery, recreational opportunities, comfortable communities, and top healthcare facilities are among the region's many assets that lead to an enhanced quality of life for employee families.

The Virginia Coalfield Economic Development Authority markets Virginia's e-Region and operates several unique incentive financing programs.

# electronic information technology



*CGI's Center of Excellence in Southwest Virginia is a strategic element of our Global Delivery model. The highly-skilled IT and business professionals here deliver systems design, development, integration and maintenance services to our US, Federal, state, local, and commercial clients around the world.*

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*Donna Morea, President  
CGI, US and India*



Our IT businesses tell us the quality and low turnover rates of the region's workforce are what make our region stand out. "Our employees in the Southwest Virginia center show more attention to detail and customer service and that tends to show up in feedback from customers who give us stellar reviews of our on-site staff," says one.

Recruiting, they say, is "touting the virtues of having a good job and living in a rural area with outstanding quality of life."

Described as "one of the safest places on earth" and with the installation of redundant fiber optic networks for high-speed broadband access, Virginia's e-Region is a trendsetter in rural America and a cost-effective U.S. business location that's an alternative to off-shoring.

Virginia's e-Region offers new technology parks and available buildings, including two new multi-use parks geared toward high-tech business. And the region is home to the nation's only certified design Tier III disaster recovery and commercial hosting facility.

Northrop Grumman and CGI operate multi-million dollar technology centers in one of the region's newest technology parks. Adding to a growing IT presence are SI International, Crutchfield Corporation, AT&T, Verizon, Sykes Enterprises and Holston Medical Group, a regional healthcare organization at the forefront of handling electronic medical records.

Workforce preparedness is a major issue in today's global economy and we place great emphasis on developing a regional workforce for these high-tech jobs.

The University of Virginia's College at Wise is now offering the only bachelor's degree in software engineering available in Virginia, one of only a handful of such programs nationally. Other educational initiatives include FastTrack and other customized training programs offered through a robust community college system.



*Northrop Grumman's Southwest Enterprise Solutions Center (top photo) and CGI's Southwest Virginia Center of Excellence (bottom photo) are located in the Russell Regional Business Technology Park in Lebanon, Virginia.*

### **Tier III Designation**

The Advanced Technology & Applications Center (ATAC), operated by OnePartner, is located in Virginia's e-Region and is the sole U.S. company providing outsourced commercial data center services (including colocation and disaster recovery) that has been awarded a Tier III Design Certification by the Uptime Institute.



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*We're excited about the rich future of Virginia's e-Region. We expect to play a prominent, positive and sustainable economic role in promoting the region's growth for decades. Our Virginia City Hybrid Energy Center is expected to provide hundreds of millions in direct and indirect economic benefits while providing good jobs and clean energy.*

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*Thomas F. Farrell  
Chairman &  
Chief Executive Officer  
Dominion Resources, Inc.*

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## energy

Coal and natural gas provide a foundation for the region and play a critical role in national energy and economic security. Virginia's e-Region is also a strategic location for clean coal and alternative energy initiatives.

With more than 50 percent of the nation's electricity powered by coal, the region has an active industry presence that contributes to the economy and community development. Also, Norfolk Southern Corporation and CSX Railroad operate major rail transportation networks throughout the region.

Branching out into alternative energy, the e-Region is home to a new biodiesel production facility that turns recycled vegetable oil into fuel.

Dominion Virginia Power is constructing the Virginia City Hybrid Energy Center in the region, using the latest clean coal technologies and providing economic benefit and jobs for years to come.

Research into alternative fuel choices, carbon-capture technologies, solar power and other new energy ideas is ongoing in the region with our communities and the coal and gas industries partnering with the development of new energy R&D facilities in the area.





## Coal and gas taxes fund opportunities

Virginia's e-Region is historically referred to as the "coalfield" region of Virginia. Taxes paid by the coal and gas industries provide funding to help encourage economic development and diversification in the region.

The Virginia Coalfield Economic Development Authority, created by the Virginia General Assembly in 1988, markets Virginia's e-Region and operates several unique loan and grant programs to encourage new job creation, made possible through the tax contributions of the coal and gas industries.

## French fries to fuel

A start-up biofuel company is one example of how Virginia's e-Region is becoming involved in alternative energy. Synergy Biofuels is turning recycled vegetable oil into biodiesel, an alternative fuel that can be used or blended with regular petroleum diesel for use in diesel engines.

The company expects to produce millions of gallons of biofuel a year and is targeting more than 500 industries such as utility, farm, transportation, mining and government as potential users of its products.





*More than 700 sixth grade girls and their teachers attend the STEM workshop (science, technology, engineering and mathematics) at the Southwest Virginia Higher Education Center.*

# education

*UVA-Wise's new software engineering program—the only one of its kind in Virginia—gives students a unique opportunity to learn both the technical skills of computer science and the professional skills required of software engineers.*



*UVA-Wise campus*

Recognizing that workforce preparedness is a major issue in today's global economy, we place great emphasis on educating our regional workforce for today's jobs and the jobs of the future.

Beginning at the elementary school level, students are exposed to technology resources, distance learning opportunities, robotics and math competitions, as well as STEM programs - Science, Technology, Engineering and Math.

FastTrack software programming and IT help desk training, as well as manufacturing technology programs are among the many educational initiatives offered by regional community colleges.

The University of Virginia's College at Wise, the only four-year branch campus of UVA, offers the only undergraduate software engineering degree in Virginia, one of a handful of such programs nationally. IT, professional development and leadership training are offered at the Southwest Virginia Technology Development Center, also operated by UVA-Wise.

The Appalachian School of Law and the University of Appalachia College of Pharmacy are located in Virginia's e-Region. The Dickenson Center for Education and Research is focused on educating the workforce and various research applications.

Through a unique partnership with eight colleges and universities, the Southwest Virginia Higher Education Center in Abingdon provides undergraduate and graduate degree programs and professional development courses. There are a number of four-year colleges and universities, including Virginia Tech and East Tennessee State University, within commuting distance.

New technology training centers are opening throughout the region, and two multi-use business technology parks are including workforce training centers in their design plans.

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*“We continue to be very pleased with the significant accomplishments of our state of the art manufacturing and R&D facilities in Duffield, Virginia. The talented workforce and their ongoing commitment to quality and innovation have been a tremendous source of competitive advantage for us since we opened the facility several years ago.*

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*Matt Clift  
Executive Vice President  
Global Operations  
Tempur-Pedic*

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## emerging specialty manufacturing technologies

Located less than a day's drive from major U.S. cities and half the nation's population, Virginia's e-Region is a strategic location for manufacturing.

With a strong base in manufacturing and outstanding existing industry support initiatives, the region offers infrastructure, facilities, access to broadband and workforce development programs to accommodate today's production processes.

Leading manufacturers such as Tempur-Pedic®, Alcoa Wheels, International Automotive Components Group, Mullican Flooring, Pyott-Boone, Pemco and others have all found success operating in Virginia's e-Region.

Not only has Tempur Production, maker of the Tempur-Pedic® mattresses and pillows, expanded its e-Region manufacturing facility twice, to nearly a half million square feet, an active R&D component was added in 2007.

The region welcomes and supports new businesses and entrepreneurs, and we also have an aggressive existing industry support program that includes scheduled visitations to inform companies of resources and training, as well as to listen to their needs and concerns.



*Alcoa wheels  
manufactured in  
Virginia's e-Region.*



## entrepreneurship

Entrepreneurship is an important focus in Virginia's e-Region.

We encourage entrepreneurs like Bradley Hill, a classically trained guitarist who operates Hill Mandolins from his workshop in Haysi, Virginia.

Raised in the mountains of Southwest Virginia, luthier Hill hand crafts custom mandolins with a variety of aesthetic and tonal preferences that make his instruments the perfect match for discerning musicians.

"It is our hope that you will consider this opportunity to merge our passion for producing instruments of exquisite quality with your passion for producing your own unique sound," Hill tells his customers.



*Tempur-Pedic produces mattresses and pillows at its nearly 500,000 sq. ft. plant in Virginia's e-Region, the company's first U.S. manufacturing facility.*

*Beautiful scenery, recreational opportunities, friendly communities, and top notch healthcare and educational facilities are amenities that employers and their employee families enjoy in Virginia's e-Region.*

## exceptional quality of life

Added to all the other advantages of doing business in Virginia's e-Region, the quality of life experience in the area is exceptional.

It helps make the e-Region a leading East Coast business location.

Numerous recreational opportunities, including golf, hiking, biking, fishing, festivals, fairs and a variety of social activities are additional amenities employers and their employee families enjoy.

Highlights include one of the nation's best-kept secrets, the Breaks Interstate Park, known as the Grand Canyon of the South; nearby Bristol Motor Speedway, the hottest ticket in NASCAR; the annual outdoor drama "Trail of the Lonesome Pine," with performances every summer from June to August; Natural Tunnel State Park, described by William Jennings Bryan as the "Eighth Wonder of the World;" and year-round performances at renowned Barter Theatre, the State Theater of Virginia.

Two of the nation's best historical driving trails go through Virginia's e-Region. The Crooked Road: Virginia's Heritage Music Trail focuses on the musical traditions of the region and includes several key venues in the e-Region, such as the Ralph Stanley Museum and Traditional Mountain Music Center and the Carter Fold.

Another tourist destination in Virginia's e-Region is The Wilderness Road: Virginia's Heritage Migration Route. This trail traverses the footsteps of Daniel Boone and the general route of America's westward expansion through Southwest Virginia and continuing through the Cumberland Gap.





*The Breaks Interstate Park is one of two interstate parks in America and encompasses 4,500 acres of woodland. The park offers lodging, a restaurant, a conference center and numerous outdoor recreational activities.*





### *Hottest Ticket in NASCAR*

*Bristol Motor Speedway is one of the area's premier attractions. Known as the World's Fastest Half Mile, BMS hosts NASCAR Sprint Cup, Nationwide, Truck Series and other racing events in a modern racing facility that accommodates 160,000 fans.*



## No Place Like Home

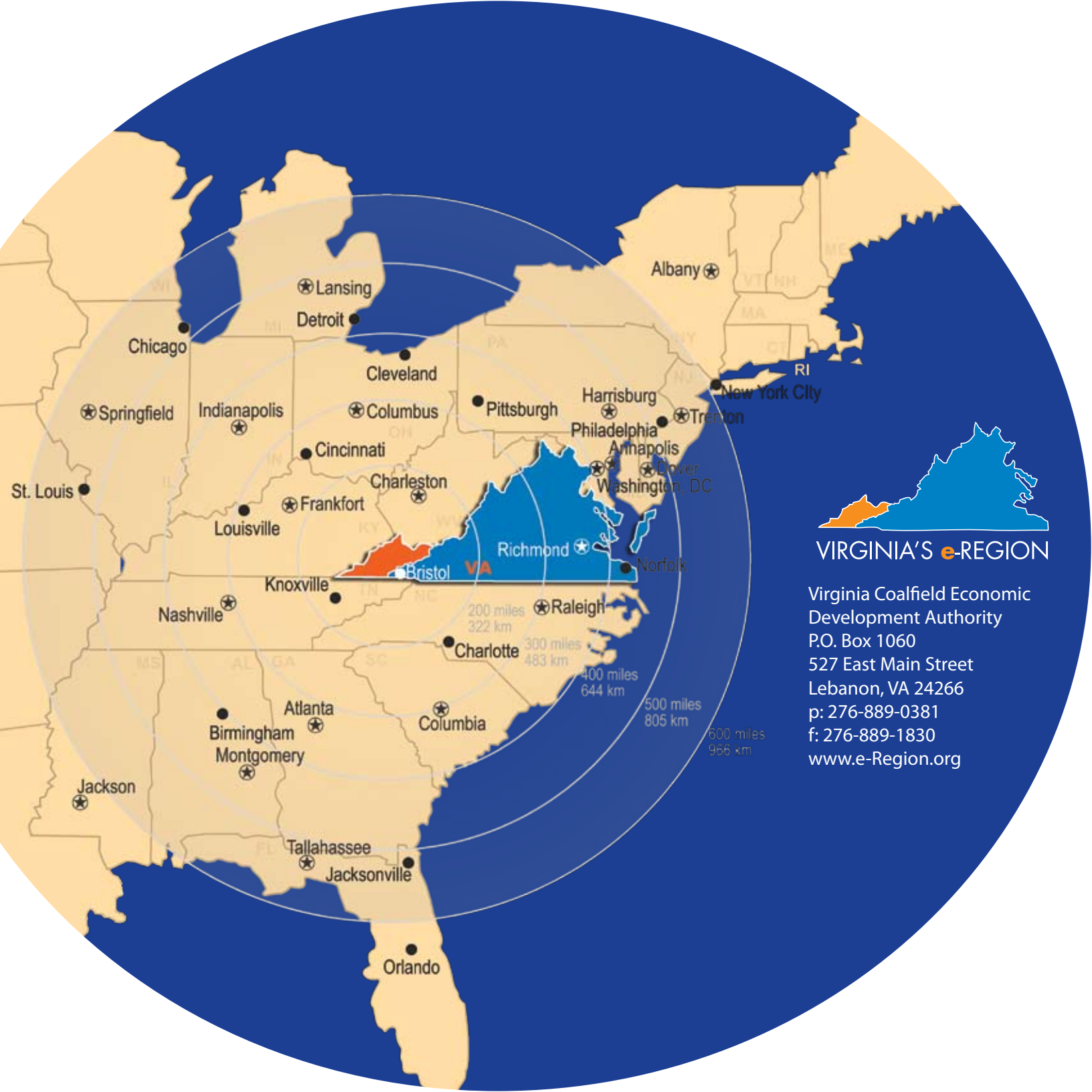
No matter what you call it—home-shoring, farm-shoring, or domestic outsourcing—Virginia's e-Region is a perfect U.S. alternative to off-shoring.

We're a trendsetter in broadband access in rural America. We have the workforce, low costs, tailored training and way of life that makes employers and their employee families very happy.

Come visit and see for yourself. There's no better place for business than Virginia's e-Region.

We're ready for you.

*Photos provided by: Miller Interactive, Tim Cox Photo/Graphics, Bristol Motor Speedway, University of Virginia's College at Wise, Southwest Virginia Higher Education Center*



## VIRGINIA'S e-REGION

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