



**April 26, 2023**  
**Board & MIC Meeting**  
**10 a.m. to noon**



# In Memory of Harvey L. Lindsay Jr.



*“The one thing that I can say about him is that if you have the opportunity to work with Harvey Lindsay for that long and you do not come away a different person, you’re not paying attention.”*

Dawna Ellis  
Chief Financial Officer  
Harvey Lindsay Commercial Real Estate



Harvey L. Lindsay Jr.  
1929 - 2023

Credit: Bobby Cullipher

# Today's Agenda

## General Administrative Updates

### Committee Updates

- Government Relations
- Development Committee
- Nominations and Governance
- Megaregion Institutional Council
- Communications

### Update on RVA757 Connects' Priorities

### Featured Topic: Global Internet Hub Strategic Plan Report and Next Steps (Document #2 & 3)

- Short Overview
- Discussion Session

### Update on Hampton Roads Airports – Doug Smith

**Close** – Thomas R. Frantz



# RVA757 Connects' General Administrative Updates

John W. Martin

5 Minutes



I-64  
INNOVATION  
CORRIDOR

# Board/MIC Transparency

Foundational Documents

Board Meeting Minutes

EC Meetings Minutes

Financial / Budget



Bottom of Home Page  
[www.RVA757Connects.com](http://www.RVA757Connects.com)

# Overall Financial Projection March 2023

## RVA757 Connects 2023 Financial Projection Report March 28, 2023

### Carry Forward 2022 to 2023

Category	Sub-Category	Amount	Total
2021 Carry Forward to 2022*			\$125,372
2022 Income	Fundraising	\$500,000	
	Double-paid Insurance Refund	\$1,194	
	Bank Interest	\$18	
	Total 2022 Income		\$501,212
			\$628,584
2022 Expenses			(\$463,608)
2022 Carry Forward to 2023			\$162,976

\*Carry forward calculation based on final 2022 flash report.

### Overall Financial Projection 2023

<b>Income</b>	
2022 Carry Forward to 2023	\$162,976
Anticipated Income	
Revenue from 2023 Pledges (see next page for 2023 pledges)	\$538,100
GOVA Grant Management Fee	\$20,000
Misc. Income (Presentations)*	\$1,000
Total 2023 Income	\$722,076
<b>Expenses</b>	
2023 Paid Out to Date Plus Anticipated Expenses aligned with EC approved 2023 Budget	(\$515,000)
Projected 2023 Surplus (2023 Carry Forward to 2024)	\$207,076

\*John W. Martin directed a trends speech honorarium from Westminster to RVA757 Connects – \$1,000.

Financial March Projection report is located in the Documents Portal on the website.

## Overall Financial Projection As of March 2023

Carry  
Forward  
into  
2023

Anticipated  
2023  
Income

2023  
Budgeted  
Expenses  
*(EC approved)*

Projected  
2023  
Surplus  
*(As of March)*

$$\mathbf{\$162,976} + \mathbf{\$559,100} - \mathbf{\$515,000} = \mathbf{\$207,078}$$

# Coming Soon: RVA757 Connects Handbook

Need Short Bio and Picture

## Theodore L. Chandler, Jr.

Ted offers more than 35 years of C-suite experience, strategic leadership and board service. He serves or has served on the boards of directors of a number of NRV portfolio companies: WealthForge (fintech); Ario (augmented reality); Red's All Natural (health and wellness); and Ignik (outdoor living).

As a community leader, Ted currently co-chairs the RVA/757 Connects mega-region collaborative and serves on the boards of the VCU Massey Cancer Center, Virginia Foundation for Independent Colleges, University of Richmond School of Law, Richmond Performing Arts Center, and the Frank Batten School of Leadership and Public Policy at the University of Virginia.

Prior to co-founding NRV, Ted served as Chairman and CEO of LandAmerica Financial Group, a Fortune 500 financial services company. Additionally, he was the lead director of Hilb Rogal and Hobbs, a NYSE property and casualty insurance broker. He began his career as an attorney at Williams Mullen, a large Mid-Atlantic law firm, where he specialized in corporate, mergers, and securities law.

### EDUCATION

Bachelor of Science in Accounting, McIntire School of Commerce at the University of Virginia  
Juris Doctor, University of Richmond School of Law



**Theodore L. Chandler, Jr.**  
Co-founder, NRV  
Co-Chair, RVA757 Connects



# 2023 Board / MIC Meeting Dates

**September 28, 2023:** Convergence 2023 (100% in person)

All-day retreat focused on the I-64 Innovation Corridor.

This event is organized by ChamberRVA, Hampton Roads Chamber, and RVA757 Connects.

It will be held in Williamsburg.

We will hold a short Board meeting as part of this signature event.

**November 15, 2023:** 10 a.m. to noon – (100% Zoom)

# Q&As

# Discussion

# RVA757 Connects' Committee Updates

Government Relations

Development

Nominations and Governance

Megaregional Institutional Council (MIC)

Communications

(15-20 Minutes)



# RVA757 Connects' Priority Updates

John W. Martin

5 Minutes



I-64  
INNOVATION  
CORRIDOR

## We Are Focused: RVA757 Connects' Priorities



1. Advocate for I-64 widening (29-mile gap from RIC to Williamsburg)
2. Help the I-64 Innovation Corridor become a Global Internet Hub
3. Support the extension of the Virginia Capital Trail – the BoAT Trail
4. Remove barriers to increase passenger rail service
5. Support directors' and members' initiatives (VNG, Dominion, Jeff Lab)
6. Drive and showcase greater collaboration and innovation
7. Advance our government relations agenda
8. Advance our megaregion's brand – I-64 Innovation Corridor

## I-64 Gap

- VDOT has issued construction RFP for 11 miles.
- Award to contractor expected in Sept. 2023

## Bike Trails – Capital Trail (BOAT) and Fall Line Trail

- Following RVA757 Connects' approved plan
- Building out the story on website
- Working with HRPDC and Tidewater Trails Alliance - Making a case for funding FTE and ROI Study
- Meeting with VDOT's new Trails Office – *How will \$90M be allocated?*

# Advance Passenger Rail

## NOVA Long Bridge:

- Inflation and supply chain issues are increasing the cost of rail projects. Costs are about \$712 million more than VRA's anticipated revenue, which will create a deficit by 2030. That's about 10% of the budget.
- Remain vigilant in monitoring the General Assembly plans to make sure that it funds all the rail projects as possible.

## Virginia Five Year Plan:

- The 2022 plan recently was finalized and signed off by the Federal Railroad Administration. That means state rail officials will start looking at the next five-year plan later this year.
- RVA757 Connects' committee is planning a meeting with DRPT and the three Planning District Commissions (PlanRVA, the Hampton Roads PDC, and Crater District PDC in the Petersburg area) to determine our priorities and identify what projects are needed over next 5 years.

# Support Directors' and Members' Initiatives



## Jefferson Lab's Opportunity as Dept. of Energy Super- computer site



April 20, 2023

Dr. Benjamin Brown  
U.S. Department of Energy  
Office of Science  
Washington, DC

**Re: Announcement # LAB 23-3020**

Dear Dr. Brown:

On behalf of the business, government, and education leaders who are part of RVA757 Connects, we stand united in support of Jefferson Lab's proposal to be the host of the Department of Energy's Office of Science's High Performance Data Facility.

**RVA757 Connects and the I-64 Innovation Corridor:**

RVA757 Connects is a nonprofit organization dedicated to improving the economic success and quality of life for everyone in the Richmond area (RVA) and Hampton Roads (757) region. We are becoming a national model of innovation and interregional collaboration as nearby cities that do not compete, but rather strategically partner to help identify and advance initiatives that improve both regions. We are advancing our 8,000-square-mile contiguous megaregion as the I-64 Innovation Corridor.

RVA757 Connects is led by an inclusive, mutually supportive network of top leaders representing business, community, and higher education. (A list of our Board Directors is at the end of this letter.)

**What Our Megaregion Will Provide the High Performance Data Facility:**

We enthusiastically support locating the Department of Energy's Office of Science's High Performance Data Facility in Hampton Roads and want to reinforce the tremendous advantages of locating here.

This state-of-the-art supercomputing facility will benefit from I-64 Innovation Corridor's culture of innovation, industry focus, talent base, digital infrastructure, research colleges and universities, proximity to other national research efforts, and overall quality of life.

- We have a culture of innovation. The I-64 Innovation Corridor as its name implies is home to innovation. This includes pharmaceutical, national security, energy, and digital.



# Points made in the Jefferson Lab Letter of Support

● ● ●  
**Our Megaregion Will Provide the High-Performance Data Facility many advantages:**

- A culture of innovation
- Industry focused precisely on what you will deliver (Big Data and Data Analytics)
- A cyber security workforce talent already in place to support the facility.
- Growing digital infrastructure to support the facility:
- Five nationally-rank research universities located in Virginia.
- Talent pipeline that will generate researchers of tomorrow.
- Nearby strategic assets that will immediately seek out computation partnerships
- An unmatched quality of life.

# Q&As

# Discussion



# Global Internet Hub Strategic Plan



# GIH Strategic Plan - Draft



**RVA757**  
**connects**

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"As the President of InterGlobe, I travel the world helping companies and communities develop their digital infrastructure. I thought I had seen everything, but this Global Internet Hub Strategic Plan is a first. This is the first time 60-plus leaders from two neighboring regions have worked together to create a comprehensive strategic plan to become a Global Internet Hub – not as a city, but as a megaregion. Your vision and unprecedented collaboration have already put Virginia's I-64 Innovation Corridor in a growing number of conversations across the globe about emerging Global Internet Hubs."

**Vinay Nagpal**  
President of InterGlobe  
Executive Director and Founding Member of IEIC

... RVA757connects.com

IGNITING  
THE I-64  
INNOVATION  
CORRIDOR

# Next Steps



1. Next 30 days - get input on the plan from multiple parties
2. Finalize the Strategic Plan and submit it to GO Virginia
3. Brief the Administration
4. Standup the GIH Council
5. Implement the GIH Strategic Plan

# Discussion



1. What do you like about the plan?
2. What don't you like?
3. What's missing?
4. How can we improve the plan?

# Short Recap Overview Desired?



**RVA757**  
**connects**

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\*As the President of InterGlobox, I travel the world helping companies and communities develop their digital infrastructure. I thought I had seen everything, but this Global Internet Hub Strategic Plan is a first. This is the first time 60-plus leaders from two neighboring regions have worked together to create a comprehensive strategic plan to become a Global Internet Hub – not as a city, but as a megaregion. Your vision and unprecedented collaboration have already put Virginia's I-64 Innovation Corridor in a growing number of conversations across the globe about emerging Global Internet Hubs.

**Vinay Nagpal**  
President of InterGlobox  
Executive Director and Founding Member of IEIC

... RVA757connects.com

IGNITING  
THE I-64  
INNOVATION  
CORRIDOR

**WHAT**

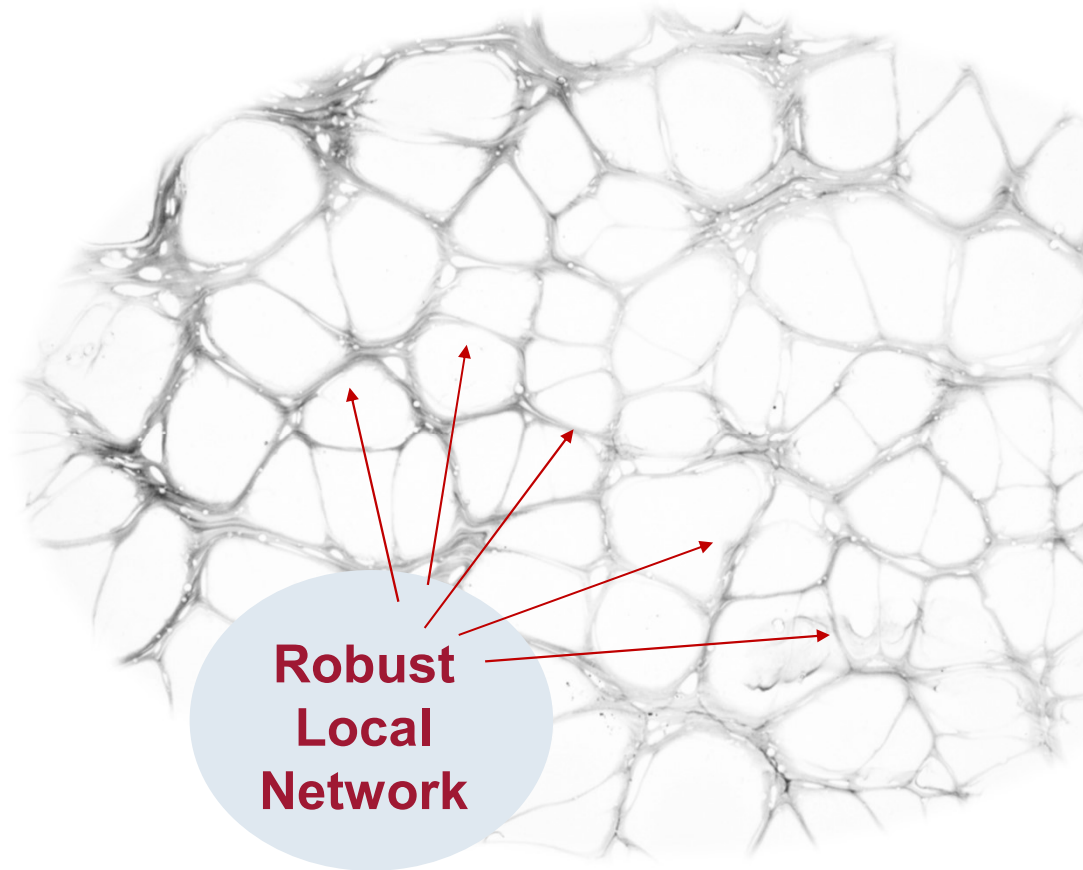


# Visualizing Components of a Robust Digital Infrastructure Hub



**Let's Look At A  
Hypothetical Major  
City or Large Region**

# Components of a Digital Infrastructure Hub



Data runs on robust, diverse, and redundant networks that provide the connectivity that defines the worldwide Internet.

Dark and lit cable owners, ISP – Internet Service Providers, and satellite services form the network.

LDO

## Slide 26

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**LD0**

What exactly is this trying to say? "Data runs on a network of robust, diverse, and redundant, and networks..." doesn't make sense. Is a word missing?

Libby Dozier, 2023-02-10T16:14:48.024

# Components of a Digital Infrastructure Hub

## Fiber Network Ring

Main network trunk that connects a region's governments, universities, large business parks, etc.

A growing number of cities and regions are standing up broadband authorities to install and manage their network rings.

The 757 has established the Southside Broadband Authority. Five cities have invested \$30M to build a 100+ mile fiber optic network ring to connect the people and assets of the 757 region like Jefferson Lab and safety services.

LD0



## Fiber Network Ring

## SERVING THE UNDERSERVED

A fiber network ring makes it easier and less expensive to run broadband the last mile to reach and serve local underserved neighborhoods.

## LOCAL PRICING

This attracts more ISPs, stabilizing local service pricing.

## Slide 27

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**LD0** Is it 5 or 6 cities? Slide 20 says 5 cities in HR invested in the network ring.  
Libby Dozier, 2023-02-13T15:51:35.195

# Components of a Digital Infrastructure Hub



**Multiple  
Data  
Centers**

RVA-Hampton  
Roads  
Megaregion  
currently has 11  
data centers.

At its simplest, a data center is a physical facility that organizations use to house their critical applications and data. A data center's design is based on a network of computing and storage resources that enable the delivery of shared applications and data. The key components of a data center design include routers, switches, firewalls, storage systems, servers, and application-delivery controllers. SOURCE: CISCO

# Components of a Digital Infrastructure Hub

Data centers are one of the most energy intensive structures. For every one input of data, five other inputs are produced, relaying the information to other data centers. This requires substantial electricity to keep the systems running.

Leaders in the data center industry are moving towards carbon-free energy. Meta (Facebook parent company), Microsoft, Google, and Amazon plan to power 100% of their future data center operations with some form of carbon-free energy.



**Reliable  
Power**

Supporting data centers is a priority for Dominion Energy. This segment accounts for 20% of the electricity sold by the utility. Dominion Energy has connected 69 data centers with 2,637 MW of capacity since 2019 (which is equivalent to 659,000 residential homes).

Dominion has enough generation to meet Northern Virginia's expanding data center demand. But new data centers require new transmission infrastructure. This requires local permitting which takes time with many variables out of Dominion's control.

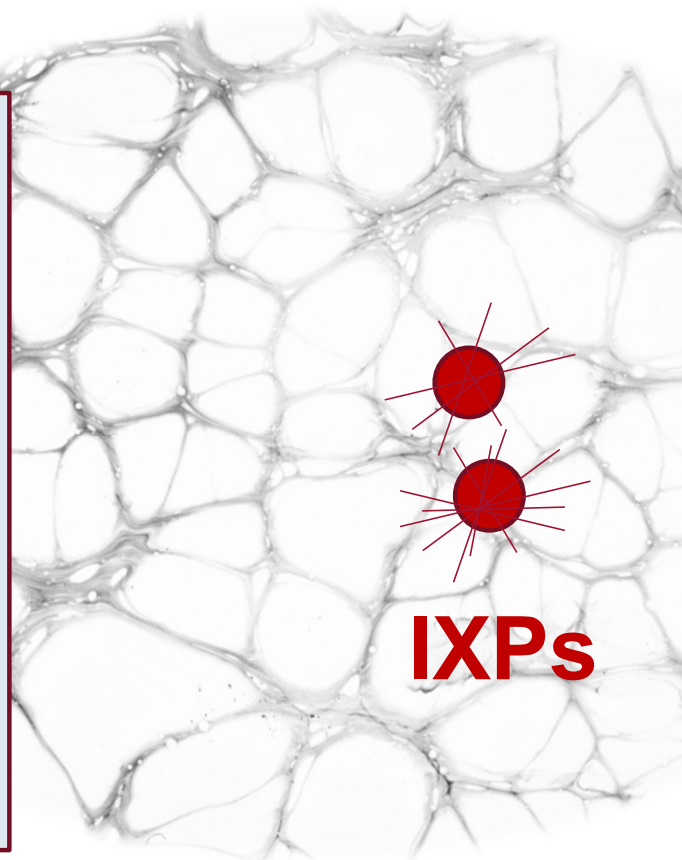
# Components of a Digital Infrastructure Hub

## IXPs

(Internet Exchange Points) IXPs are a "fabric" of Ethernet switches within one or more big data centers. They provide a platform for interconnections between networks.

A few IX are free or no cost. Most IXPs like DE-CIX charge a port cost. Then all the members exchange traffic at no cost. But you do have to pay a fee to get access.

This is the lowest cost unit of traffic moved between networks.



IXPs connect a growing number of local "eyeballs" that attract content providers (Facebook, Microsoft, Google, and Netflix) and incentivize them to store their content on local servers. This means local users have faster connections to their accounts.

Example: Richmond has 3 IXPs. Netflix stores its most popular movies on a Richmond IXP server using the DE-CIX exchange (IXP) as there are so many "local eyeballs" who use this service.

When you watch a Netflix movie in Richmond, you have almost instantaneous access to the streaming data. Without this IXP, the data would come from a Netflix server in Ashburn or Atlanta.



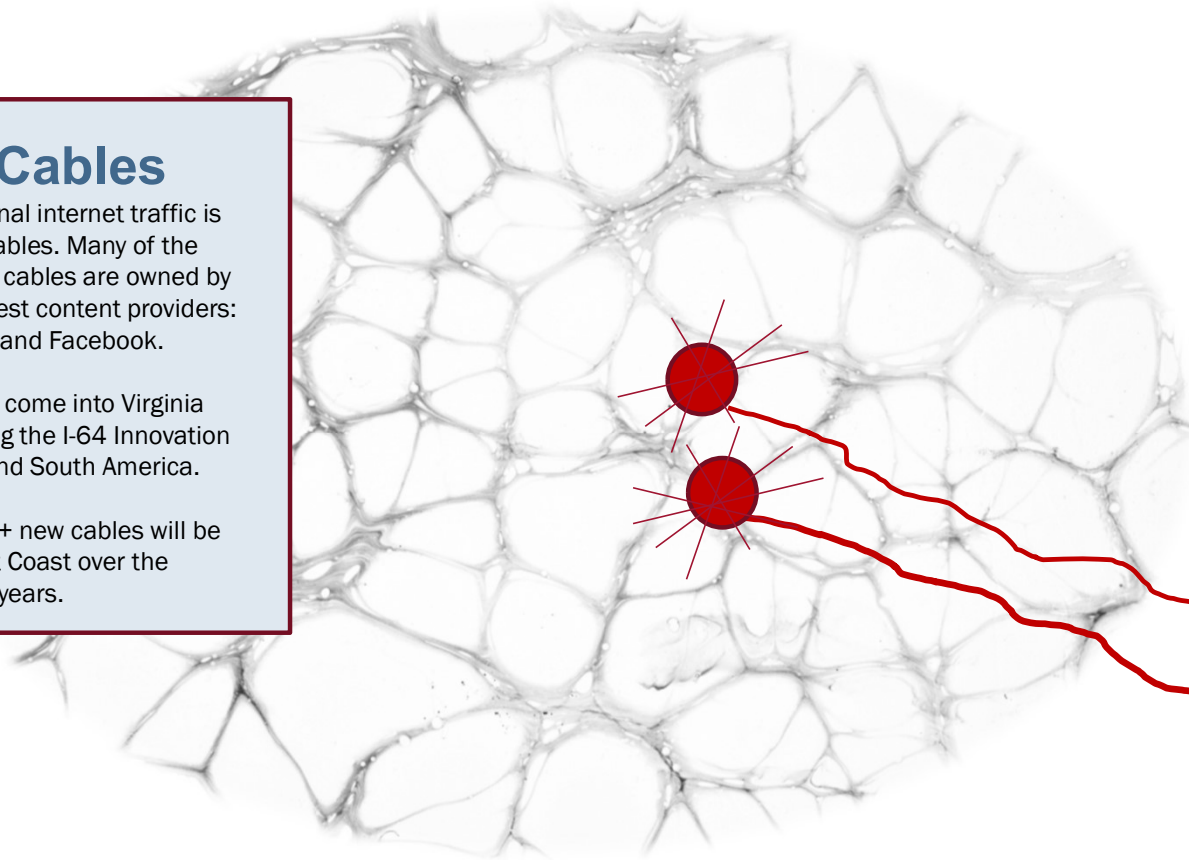
# Components of a **Global** Digital Infrastructure Hub

## Subsea Cables

99.7% of all international internet traffic is carried on subsea cables. Many of the newest, fastest subsea cables are owned by hyper-scalers – the largest content providers: Google, Amazon, and Facebook.

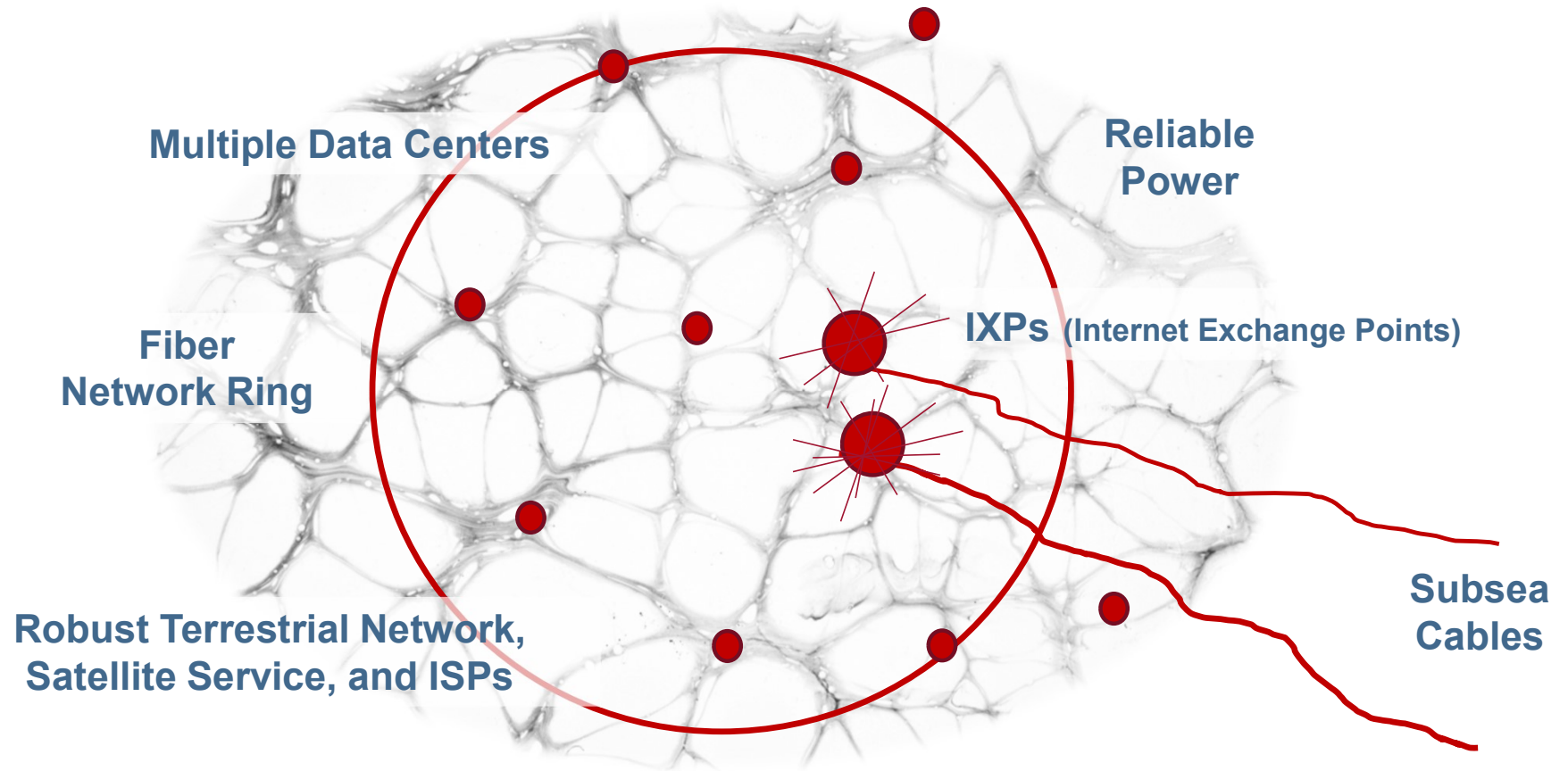
Three subsea cables come into Virginia Beach today, connecting the I-64 Innovation Corridor to Europe and South America.

It is estimated that 10+ new cables will be added to the East Coast over the next 10 years.



**Subsea  
Cables**

## Components of a **Global** Digital Infrastructure Hub

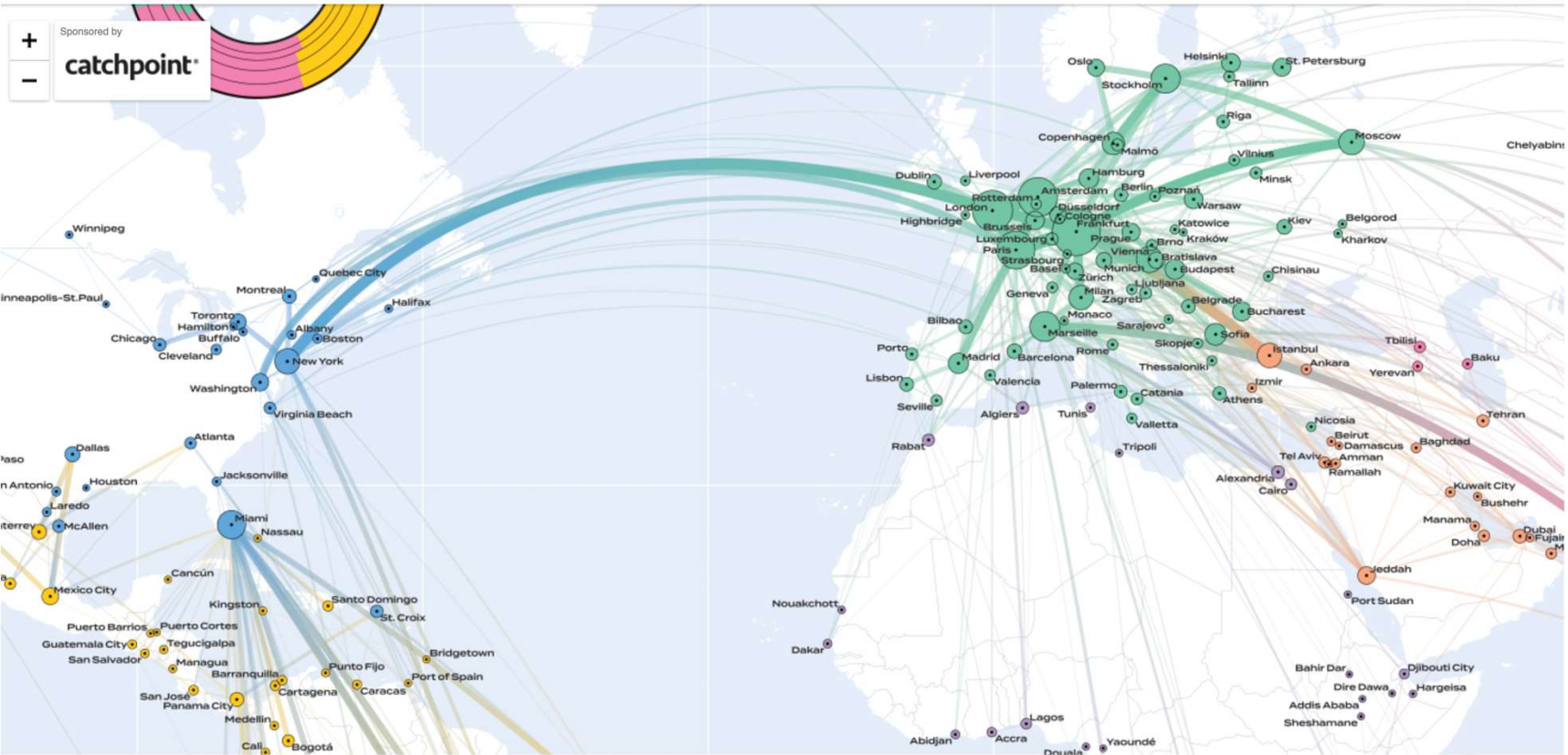


# Visualizing the International Internet

## *Interdependent Hubs and Spokes*

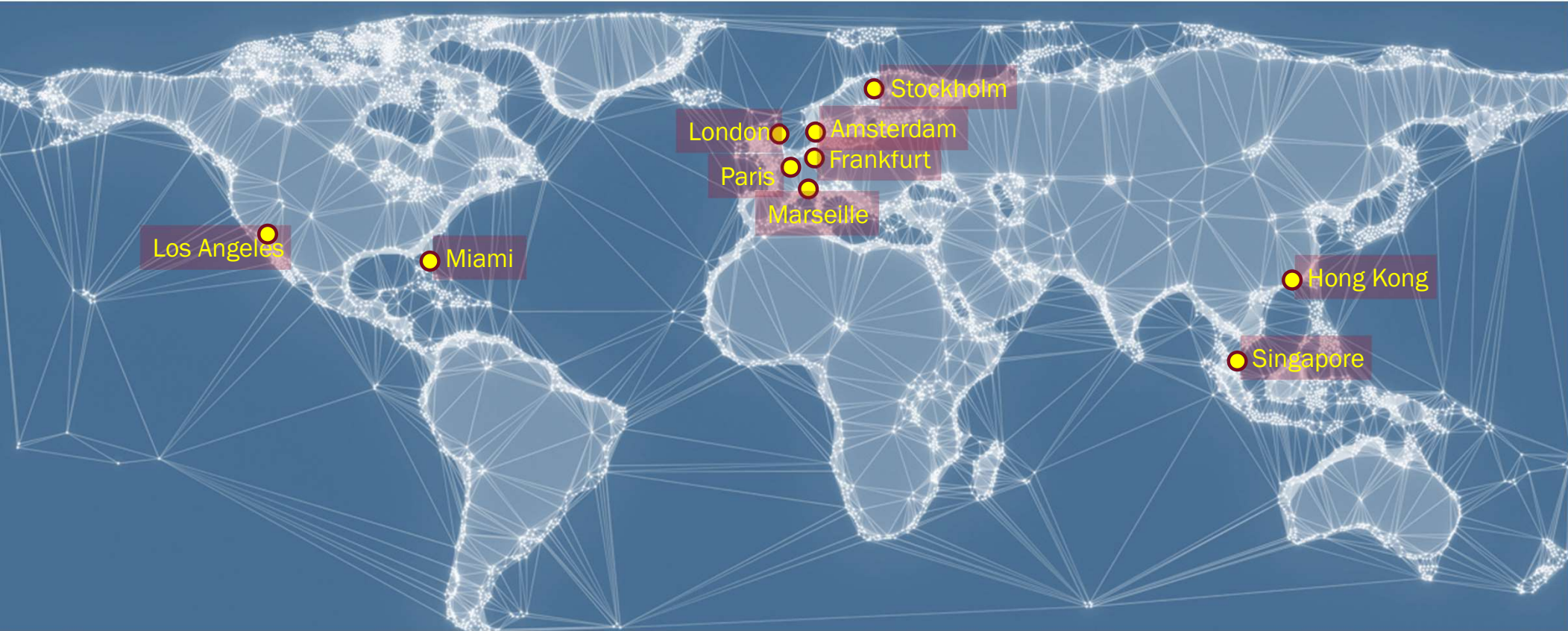
Global Internet Map 2022

Capacity Traffic Prices Exchanges Cloud Infrastructure [Buy the Wall M](#)



# Recognized Leading Global Internet Hubs

 TeleGeography International Research Firm that tracks the development of global interconnection hubs



**WHY**

# Benefits of Being A Hub

- Provides the most advanced digital platform to support operations.
- Equity – helps serve all underserved neighborhoods.
- Faster, more reliable, and potentially lower cost residential and business service.
- For those businesses that need it, faster service to Europe, South America, and South Africa.
- Supports “Smart City” development.
- Supports connected vehicles and autonomous vehicles.
- Produces additional municipal revenue.
- Supports dramatic rise in I of T devices in our lives
- Future proofs a community

# 70%

of new value created in the economy over the next decade will be based on digitally enabled platform business models.

# WORLD ECONOMIC FORUM

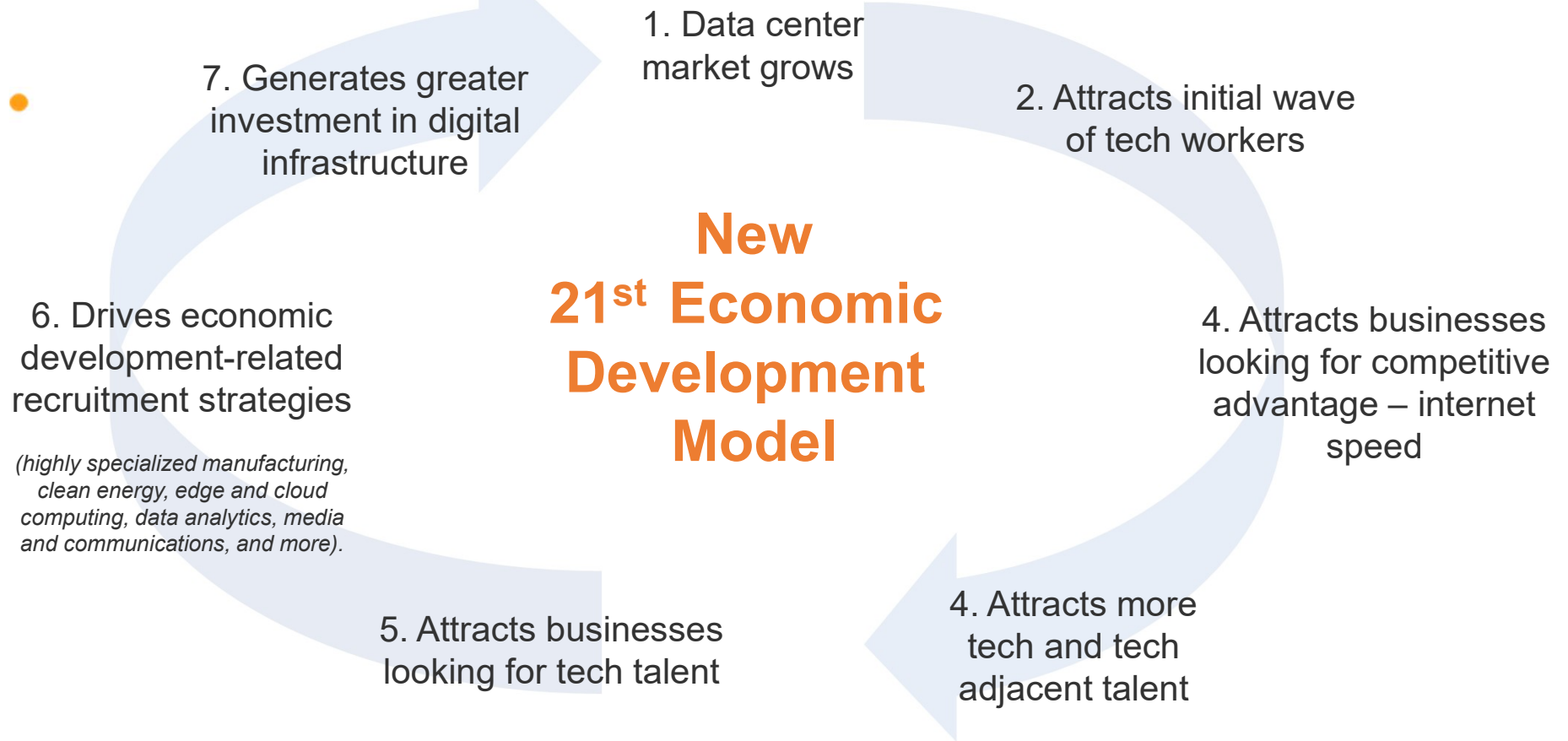
The screenshot shows the World Economic Forum website. At the top, there is a navigation bar with the WEF logo, a search icon, and buttons for 'Join us' and 'Sign in'. Below the navigation bar, the page title 'Shaping the Future of Digital Economy and New Value Creation' is displayed. The main content area features a large, stylized green bar chart with various data points and labels, set against a dark background with a grid. A 'Watch the overview' button is visible on the left side of the chart. Below the chart, there is a section titled 'Navigating industry disruptions, transitioning to a new normal.' followed by a paragraph of text. To the right of this section, there are links for 'Read more', 'Featured Articles', and 'Follow us on LinkedIn'.

# Future-proofing a Community

- Every “next generation” of technology adds new functionality, capacity, and performance, often by an order of magnitude.  
In this industry, a generation is one to three years.
- The leading-edge hub regions and users will have digital resources, tools, and capabilities that are not widely accessed to others – real-time massive data acquisition / analytics, use of augmented intelligence and creation of new, highly beneficial knowledge.
  - All of this will drive the winning cities of tomorrow – future economic growth and prosperity.



# 21<sup>st</sup> Century Econ. Dev.



# We are behind!

Metropolitan Statistical Area (MSA)	Total Tech Jobs 2022	10 Year Annual Tech Job Growth	Average 2022 Tech Job Wages	10 Year Worker Productivity Growth	10-Year GDP Growth (All Industries)
<b>USA – Total</b>	<b>5,850,692</b>	<b>6.4%</b>	<b>\$111,800</b>	<b>31%</b>	<b>47.4%</b>
<b>Mature Digital Infrastructure MSAs*</b>					
Seattle	176,170	9.7%	\$140,000	51%	85.1%
Denver	95,663	8.1%	\$118,800	30%	63.0%
Dallas	187,019	8.0%	\$110,100	28%	64.9%
Atlanta	129,922	6.9%	\$113,000	31%	60.7%
Jacksonville	24,111	6.7%	\$99,500	26%	56.6%
Portland	60,125	6.0%	\$116,000	35%	57.4%
		<b>7.6% Avg.</b>	<b>\$116,233 Avg.</b>	<b>33.5% Avg.</b>	<b>64.6% Avg.</b>
<b>RVA &amp; 757's Direct Competitors**</b>					
Nashville	35,538	8.2%	\$93,500	30%	74.6%
Raleigh	42,056	8.2%	\$114,500	34%	72.3%
Charlotte	54,435	8.1%	\$113,100	29%	68.6%
Miami	91,494	7.9%	\$100,400	35%	62.1%
Orlando	43,097	7.9%	\$100,600	27%	57.4%
Tampa	52,474	7.5%	\$99,900	31%	60.8%
Myrtle Beach	2,873	7.4%	\$84,800	26%	53.3%
Atlanta	129,922	6.9%	\$113,000	31%	60.7%
Jacksonville	24,111	6.7%	\$99,500	26%	56.6%
Charleston	11,116	6.5%	\$99,200	40%	74.1%
New Jersey	180,936	5.1%	\$119,700	26%	35.5%
		<b>7.3% Avg.</b>	<b>\$103,473 Avg.</b>	<b>30.0% Avg.</b>	<b>56.8% Avg.</b>
<b>I-64 Innovation Corridor</b>					
Richmond	24,900	4.6%	\$107,900	26%	39.9%
Virginia Beach/Norfolk	25,879	4.1%	\$103,900	23%	26.7%
		<b>4.4% Avg.</b>	<b>\$105,900 Avg.</b>	<b>24.5 % Avg.</b>	<b>33.0% Avg.</b>

**HOW**

The world has looked at us as separate markets. We don't show up. Together we're an emerging global hub.

$$\begin{array}{ccccc} 757 & + & RVA & = & GIH \\ \text{Hampton Roads} & & \text{Richmond} & & \text{Global Internet Hub} \end{array}$$

Subsea cables

Regional fiber  
network  
ring coming

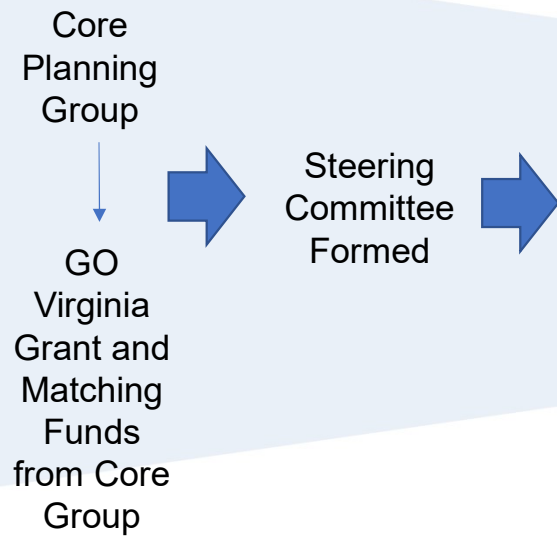
QTS Data Center

Meta Data Center

Robust Terrestrial  
networks

IX and 3 IXPs (DE-CIX)

# Our Strategic Planning Process





## \$160K Cash Funding in Place

- Dominion Energy: \$10,000
- City of Virginia Beach: \$10,000
- Henrico County: \$10,000
- Hampton Roads Alliance: \$10,000
- Old Dominion University: \$10,000
- Dragonfli Group (Williamsburg): \$10,000
- GO Virginia Grant: \$100,000

## \$100K In Kind Contribution



## Steering Committee

- Educational institutions, including the major universities and colleges in the I-64 Innovation Corridor.
- Leading Chambers:
  - ChamberRVA
  - Hampton Roads Chamber
- Companies representing multiple digital infrastructure users
- Data
  - Defense
  - Telecom
  - Energy / Utilities
  - Technology
  - Finance
  - Health
  - Transportation / Supply Chain
  - Higher Education
  - Agriculture
- Military representatives
- Workforce development organizations

# Who's Involved?

# 62 Leaders

## Steering Committee

More than 60 leaders from 10 different industry and business categories are members of the Steering Committee:

**Misty Allen**, Vice President, Government and Regulatory Affairs, Community Impact, Comcast – Beltway Region

**Mitchel Allen**, Executive Vice President, Business Development, Greater Richmond Partnership

**Brian Anderson**, President and CEO, ChamberRVA

**Shawn Avery**, President and CEO, Hampton Roads Workforce Council

**Glenn Ballard**, President and CEO, Dragonfil Group, LLC

**Serena Barry**, Communications Director, GROW Capital Jobs Foundation, GO Virginia, Region 4

**Capt. Lamont Bazemore**, Coast Guard District Five, Chief of Planning and Force Readiness

**Stan Blackwell**, Director, Customer Service and Strategic Partnerships, Dominion Energy

**Gerardo Bonilla**, Head of Sales, Telxius

**Keith Boswell**, President and CEO, Virginia Gateway Region

**Scott Brown**, Owner, Pixel Factory Data Center

**Lt. Luis Caquias**, Coast Guard District Five, C5I

**Morris Foster**, Vice President of Research, Old Dominion University

**Nancy Gorden**, President and CEO, Reinvent Hampton Roads

**Tracy Gregorio**, CEO, G2Ops

**Ram B. Gupta**, Associate Dean for Research and Graduate Affairs, College of Engineering, Virginia Commonwealth University

**William R. Hardy Jr.**, Director, Network Enterprise Center, Fort Lee

**David Harold**, Director, Technology Operations, CarMax

**Steve Harrison**, Vice President, Business Intelligence and Communications, Hampton Roads Alliance

**Stephen Hartka**, Vice President of Research, Virginia Economic Development Partnership

**Martha Heeter**, Executive Director, PlanRVA

**Stuart Henderson**, Director, Jefferson Lab

**Steve Herbert**, Economic Development, City of Virginia Beach

**Robert Holsworth**, Managing Partner,

**Kelly Newman**, General Manager, PointOne

**Angela Oakes**, Vice President of Strategy, Greater Richmond Partnership

**Joel Ogren**, CEO, Assured Communications Advisors

**Paula P. Pando**, President, Reynolds Community College

**Mark Pike**, Navy Region Mid-Atlantic Chief Information Officer/N6

**Bernard Robinson**, President and CEO, Networking Technologies + Support

**Anthony Romanello**, Executive Director, Henrico Economic Development Authority

**Katherine Rowe**, President, William and Mary

**Douglas L. Smith**, President and CEO, Hampton Roads Alliance

**James Spore**, Board of Directors, RVA757 Connects

**Bryan Stephens**, President and CEO, Hampton Roads Chamber

**Gary Tarpley**, CEO, Cable Associates Inc.

**Jeffrey Thomas**, Vice President and Chief



**Jon Hjembo**



**Vinay Nagpal**



**Dr. Terry Clower**



TeleGeography



15 Case Studies on GIHs – How did each region rise to global leadership status? Lessons for the I-64 Innovation Corridor

What is the non-data center job growth that comes with the growth a digital infrastructure?



# The MVP of our Planning Process



**Scott Brown, President and Owner  
Pixel Factory, Data Center, Ashland**

# Our Strategic Planning Process



# Situation Overview



1. By all accounts the worldwide volume of data is exploding exponentially.
2. The Richmond and Hampton Roads regions are already far behind in growing their IT / tech talent workforce, workforce productivity, and GDP.
3. When viewed together, the Richmond and Hampton Roads regions can, realistically, grow into a Global Internet Hub to help attract tech talent and drive economic growth.
4. There are tremendous benefits to becoming a Global Internet Hub.
5. Intentionality is the leading key to success – 10 case studies confirm this.
6. Building digital infrastructure “neutrality” and orchestrating a comprehensive game plan are also two proven pathways to transformation.
7. Time is of the essence. Digital infrastructure investors are diversifying. 10 new cables coming to the east coast. Myrtle Beach and soon to be announced NC site.

# 10 Core Strategies



1. Establish a Global Internet Hub Industry Council.
2. Through outreach and education, increase the awareness, familiarity, and support among local stakeholders in the I-64 innovation corridor for digital infrastructure development.
3. Increase international awareness of and familiarity with the I-64 Innovation Corridor among the global digital infrastructure community, in general, and digital infrastructure investors, in particular.
4. Support the growth of robust local internet networks and routes concerning other hub markets.
5. Attract additional international subsea cables.
6. Support the growth of data centers.
7. Encourage the growth of IXs and IXPs – Internet Exchanges and Internet Exchange Points.
8. Explore the potential of an I-64 Innovation Corridor network ring from Hampton Roads to Richmond.
9. Promote Dominion Energy’s ability to provide reliable and inexpensive power and facilitate greater local understanding of optimal data center site considerations.
10. Provide a growing tech-savvy workforce.

# #1. Establish a Global Internet Hub Industry Council

## Steering Committee

More than 60 leaders from 10 different industry and business categories are members of the Steering Committee:

<b>Misty Allen</b> , Vice President, Government and Regulatory Affairs, Community Impact, Comcast – Beltway Region	<b>Morris Foster</b> , Vice President of Research, Old Dominion University	<b>Kelly Newman</b> , General Manager, PointOne
<b>Mitchel Allen</b> , Executive Vice President, Business Development, Greater Richmond Partnership	<b>Nancy Gorden</b> , President and CEO, Reinvent Hampton Roads	<b>Angela Oakes</b> , Vice President of Strategy, Greater Richmond Partnership
<b>Brian Anderson</b> , President and CEO, ChamberVA	<b>Tracy Gregorio</b> , CEO, G2Ops	<b>Joel Ogren</b> , CEO, Assured Communications Advisors
<b>Shawn Avery</b> , President and CEO, Hampton Roads Workforce Council	<b>Ram B. Gupta</b> , Associate Dean for Research and Graduate Affairs, College of Engineering, Virginia Commonwealth University	<b>Paula P. Pando</b> , President, Reynolds Community College
<b>Glenn Ballard</b> , President and CEO, Dragonfly Group, LLC	<b>William R. Hardy Jr.</b> , Director, Network Enterprise Center, Fort Lee	<b>Mark Pike</b> , Navy Region Mid-Atlantic Chief Information Officer/NB
<b>Serena Barry</b> , Communications Director, GROW Capital Jobs Foundation, GO Virginia, Region 4	<b>David Harold</b> , Director, Technology Operations, CarMax	<b>Bernard Robinson</b> , President and CEO, Networking Technologies + Support
<b>Capt. Lamont Bazemore</b> , Coast Guard District Five, Chief of Planning and Force Readiness	<b>Steve Harrison</b> , Vice President, Business Intelligence and Communications, Hampton Roads Alliance	<b>Anthony Romanello</b> , Executive Director, Henrico Economic Development Authority
<b>Stan Blackwell</b> , Director, Customer Service and Strategic Partnerships, Dominion Energy	<b>Stephen Hartka</b> , Vice President of Research, Virginia Economic Development Partnership	<b>Katherine Rows</b> , President, William and Mary
<b>Gerardo Bonilla</b> , Head of Sales, Telxius	<b>Martha Heeter</b> , Executive Director, PlanRVA	<b>Douglas L. Smith</b> , President and CEO, Hampton Roads Alliance
<b>Keith Boswell</b> , President and CEO, Virginia Gateway Region	<b>Stuart Henderson</b> , Director, Jefferson Lab	<b>James Spore</b> , Board of Directors, RVA757 Connects
<b>Scott Brown</b> , Owner, Pixel Factory Data Center	<b>Steve Herbert</b> , Economic Development, City of Virginia Beach	<b>Bryan Stephens</b> , President and CEO, Hampton Roads Chamber
<b>Lt. Luis Caquilas</b> , Coast Guard District Five, CBI	<b>Robert Holsworth</b> , Managing Partner,	<b>Gary Tarpley</b> , CEO, Cable Associates Inc.
		<b>Jeffrey Thomas</b> , Vice President and Chief

# #2. Get I-64 Corridor's Cities and Counties Global Internet Hub-Ready

*How to be very strategic -- set real expectations and work with the elected officials within the community. Define the envelope where digital infrastructure would be appropriate.*

## Time Kills Deals

HOME › NEWS › CLOUD & HYPERSCALE

### AWS data center plans in Maryland fall through due to timeline disagreements

Discussions were had last year, but Amazon walked away after officials said 'aggressive and impractical' timelines couldn't be met

February 10, 2022 By: Dan Swinhoe [Be the first to comment](#)



Plans to locate AWS data centers in Frederick County in Maryland have fallen through.

The [Frederick News Post](#), citing local officials, said the project fell through after Amazon and county government couldn't reach an agreement on the project's timeline.

Private discussions began sometime in early- to mid-2021 before officials noted the proposals in August 2021 meetings. The project was reportedly due to bring data centers to at least three communities in the southern part of the county.

Officials, however, said Amazon asked for too much, too fast. While one official said the proposal was aggressive but feasible, several referred to Amazon's terms as "close to impossible" and "impractical."



— Sebastian Moss

When the county tried to negotiate, Amazon walked, county officials said. One Frederick County

**#3.  
Increase  
Awareness of I-64  
Corridor Among  
Digital  
Infrastructure  
Investors**



Value creation for the long term

Chirisa is a global investor active across Digital Infrastructure, Communications and Real Estate in Europe and the Americas.

We seek situations where our capital, strategies, expertise and operational support help create substantial and sustainable value.

Chirisa draws on the insights and experience of an extensive network of industry professionals to originate and execute high quality investments.

[Contact Chirisa](#)



**#4.  
Support the  
Growth of Robust  
Local Internet  
Networks**









# #6. Prepare Data Center Sites

## Certified Sites



Southern Virginia Megasite at Berry Hill

**Certification Type:** VEDP Business Ready Sites Program Certified, Quest Site Solutions Certified Mega Site/Super Park

**Largest Parcel Size:** 2102 Acres

**Locality:** Pittsylvania County

**Site Ownership:** Public

**Zoning:** M-2, Heavy Industry

**Distance to Closest Interstate/Highway:**  
4 miles to U.S. Route 58



Mid-Atlantic Advanced Manufacturing Center

**Certification Type:** VEDP Business Ready Sites Program Certified, CSX Certified Megasite

**Largest Parcel Size:** 1000 Acres

**Locality:** Greenville County

**Site Ownership:** Public

**Zoning:** M-1

**Distance to Closest Interstate/Highway:**  
2.3 miles to I-95



White Oak Technology Park

**Certification Type:** VEDP Business Ready Sites Program Certified, Dominion Certified Data Center Site

**Largest Parcel Size:** 711 Acres

**Locality:** Henrico County

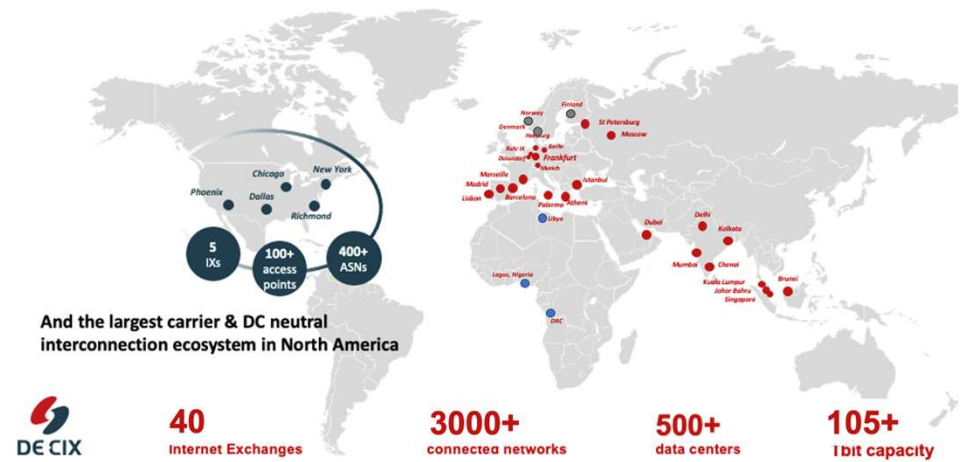
**Site Ownership:** Public

**Zoning:** M-2, General Industrial

**Distance to Closest Interstate/Highway:**  
1 mile to I-295

**#7.**  
**Encourage the Growth of IXs and IXPs**

**DE-CIX – Part of the Largest Network**



# RVA Major U.S. Network Access Point – IXPs



1.



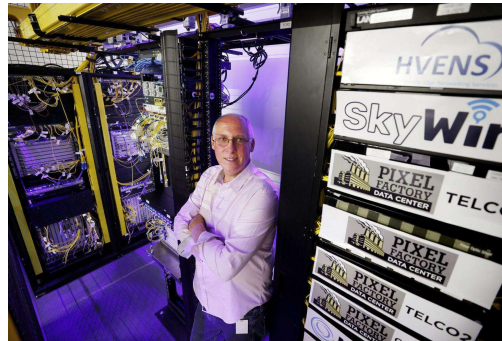
1.4M sq. ft. **World's 4<sup>th</sup> largest**  
Eastern Henrico County



2.



Atlee Commons Drive  
Hanover County



3.

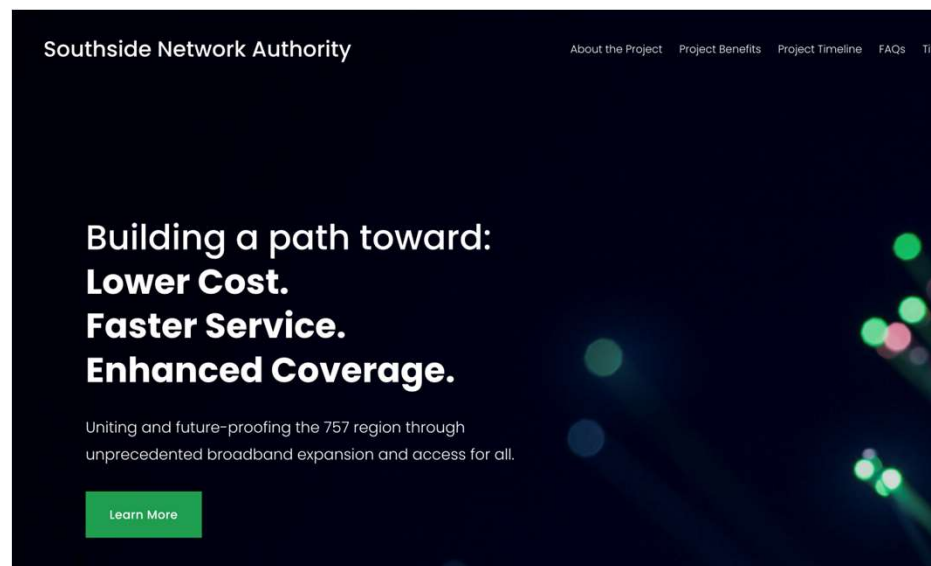


1450 E. Parham Rd.  
Northern Henrico



**#8.**  
**Support the  
Fiber Network  
Ring Concept**

## Hampton Roads Network Ring



Southside Network Authority

[About the Project](#) [Project Benefits](#) [Project Timeline](#) [FAQs](#) [Title](#)

**Building a path toward:**  
**Lower Cost.**  
**Faster Service.**  
**Enhanced Coverage.**

Uniting and future-proofing the 757 region through unprecedented broadband expansion and access for all.

[Learn More](#)

- Public-private partnership
- Five Southside cities — Norfolk, Virginia Beach, Chesapeake, Portsmouth and Suffolk - \$5M each.
- GTS will lease 96 strands of the ring when its construction is finished, as well as provide maintenance and marketing services.
- \$24.5 million contract.



## Phase 1

Connects the 5 Southside cities of Chesapeake, Portsmouth, Norfolk, Suffolk and Virginia Beach as well as close proximity fiber paths to higher education, military, commerce, biomedical, and ports as well as connectivity to the Virginia Beach undersea cables.

## Phase 2

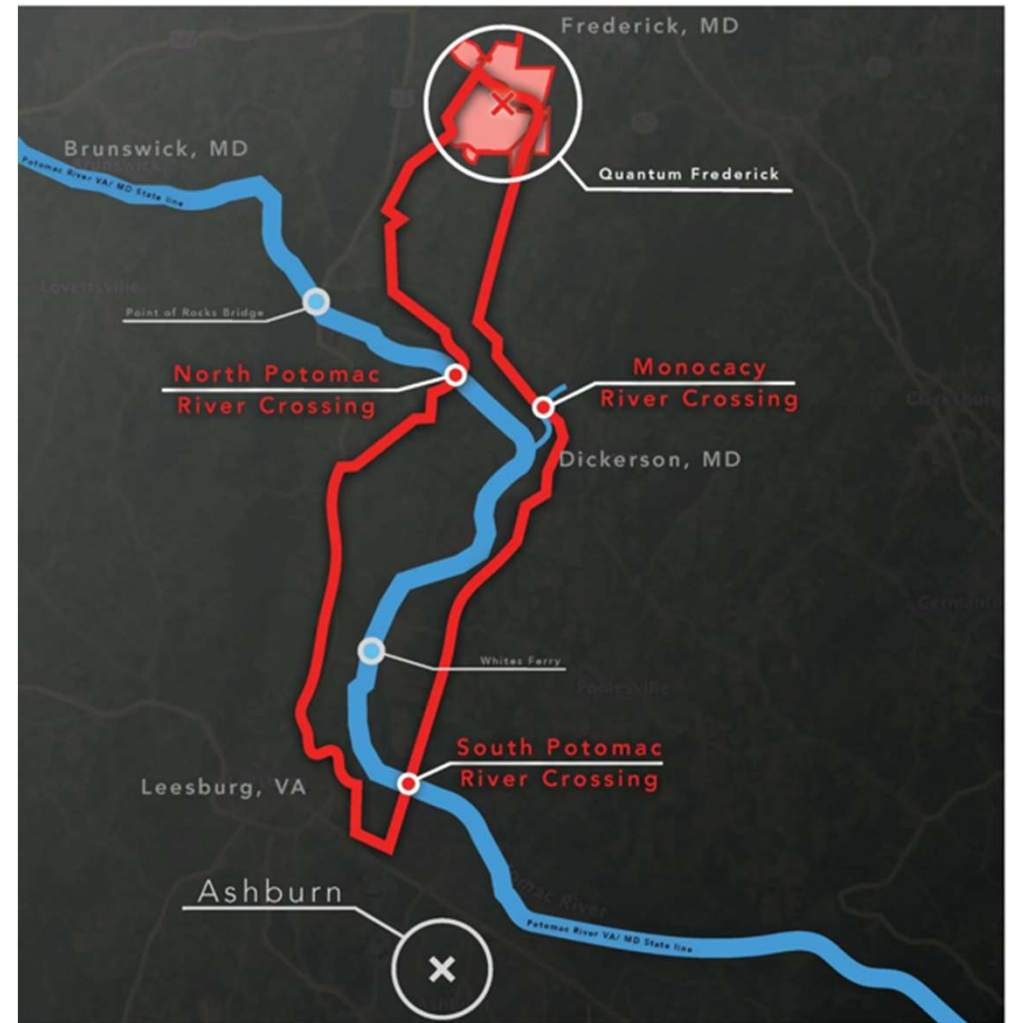
Connects Peninsula cities and municipalities including Hampton, Newport News, York County, Williamsburg, Poquoson, James City County, Gloucester County, and military, commerce, and biomedical.



## QLoop Network

A massive a **40± mile** hyperscale fiber ring connecting Quantum Loophole's **2,100+ acre** Frederick data center development in Maryland tied directly to Northern Virginia's Data Center Alley.

# RVA to 757?





# #9. Promote Dominion's Ability to Provide Power



WJLA  
Prince William County ...



WJLA  
Prince William County ...



InsideNoVa.com  
Northern Virginia lawmakers' bills ...



NBC4 Washington  
Data Center Development Near Manassas ...



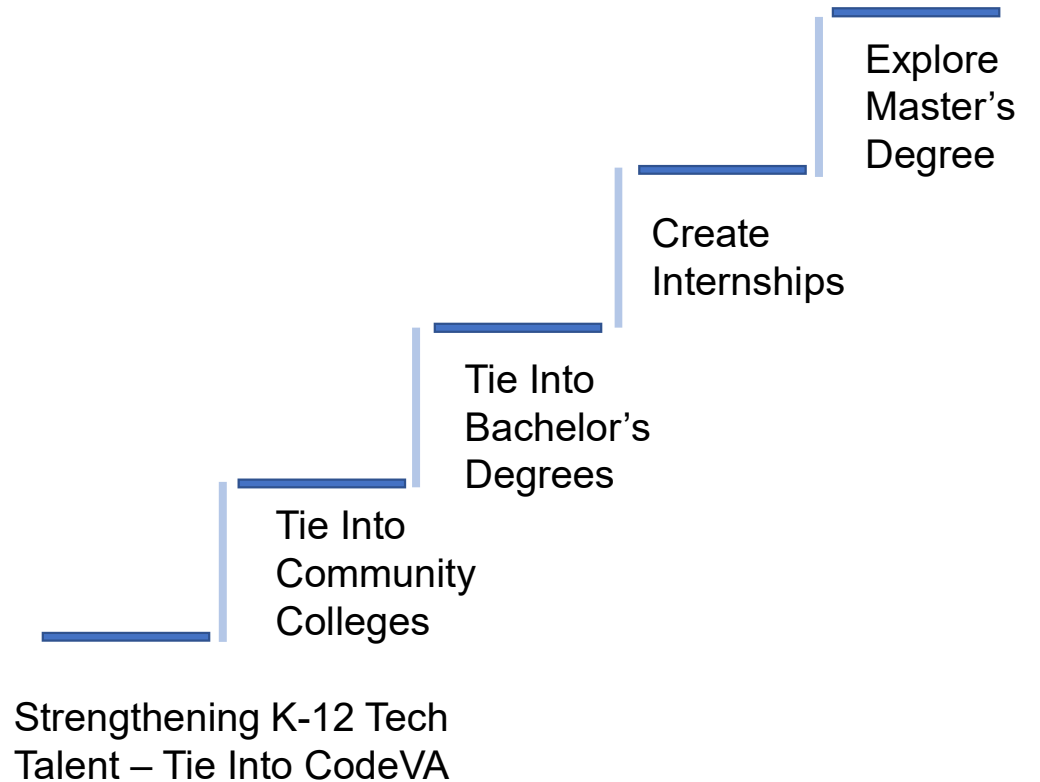
DC News Now | Washington, DC  
Protesters voice frustration with data ...



WJLA  
Prince William Co board vote in favor ...



# #10. Advance Tech Talent Pipeline



The **M.S. in Datacenter Systems Engineering at Southern Methodist University's** Lyle School of Engineering located in Dallas, TX is the first program designed to create leaders in the critical field of digital infrastructure.

**InterGlobix** ADVERTISE NEWSLETTER SUBSCRIBE MY ACCOUNT

DATA CENTER CONNECTIVITY LIFESTYLE WHAT'S NEW IG INFORMAL CEO DIARIES SPOTLIGHT IG ACCESS MAGAZINE VIDEOS in t y f i

NOVEMBER 22, 2022 PUBLISHED IN ISSUE 10, DATA CENTER, IG ACCESS, WHAT'S NEW

## Introducing The World's First Master Of Science In Datacenter Systems Engineering

The program developed by digital infrastructure leaders that prepares professionals to be the industry leaders of tomorrow

By Klyne Smith and Christian Belady

FEATURED VIDEO

Launch of InterGlobix Magazine Issue 10

## Next Steps



1. Next 30 days - get input on the plan from multiple parties
2. Finalize the Strategic Plan and submit it to GO Virginia
3. Brief the Administration
4. Standup the GIH Council
5. Implement the GIH Strategic Plan

# Discussion



1. What do you like about the plan?
2. What don't you like?
3. What's missing?
4. How can we improve our plan?

# Q&As

# Discussion



# Update on Airports

**Doug Smith**

President & CEO

Hampton Roads Alliance





# Closing Remarks

**Tom Frantz**

Co-Chair, RVA757 Connects







**What we're  
all about . . .**

**Convene**

**Connect**

**Collaborate**

**Innovate**

**Grow**

# Let's Continue to Connect and Engage



## 2023 Board-MIC Meetings

**September 28, 2023:** Convergence 2023 – Full Day

**November 15, 2023:** 10 a.m. to noon – (100% Zoom)

**Virtual Innovation Spotlight: First Wednesday of Every Month**

**We're  
Adjourned**

