



February 21, 2024
Board & MIC Meeting
10 a.m. to Noon



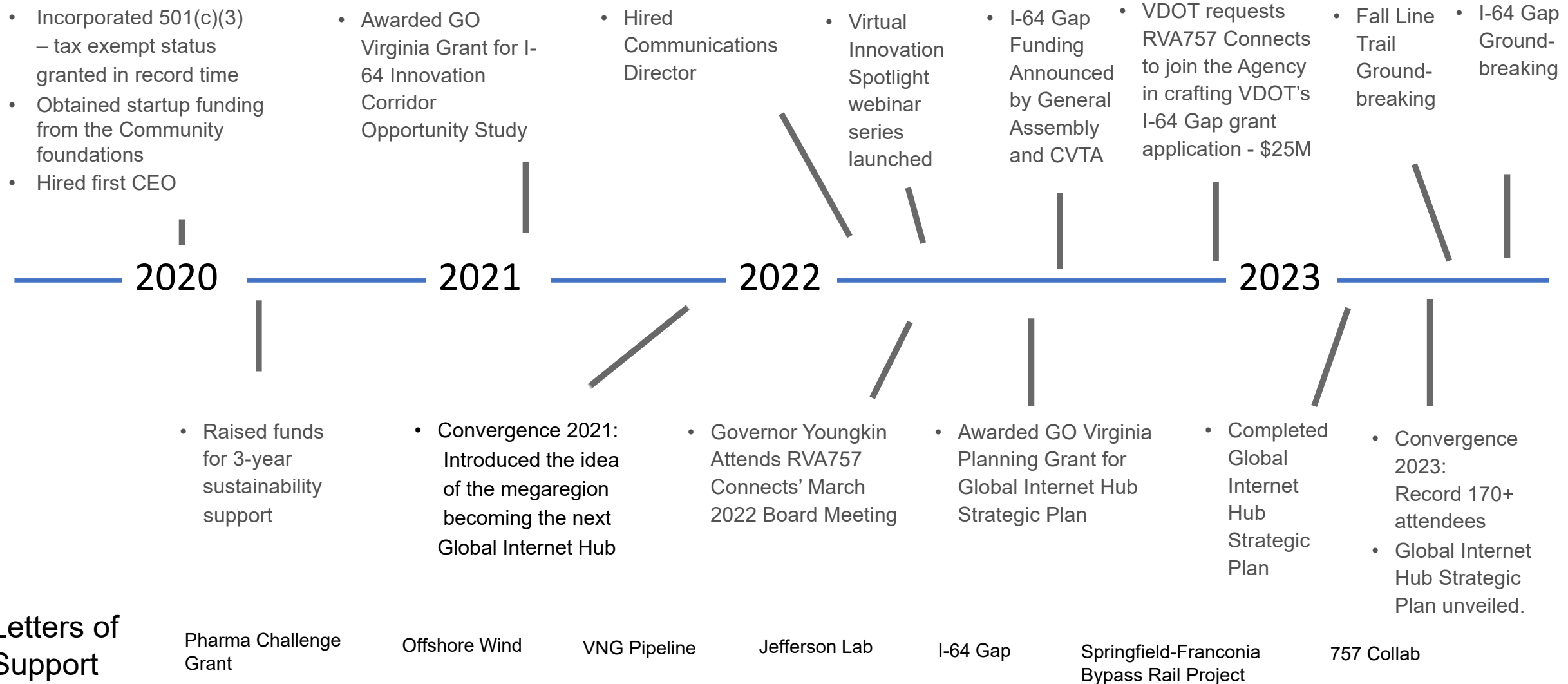


Welcome

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



1. We Are Gaining Momentum



2. 2023 Was A Big Year



I-64 Gap Groundbreaking



Added 9 New Directors

Global Internet Hub Plan



Ramped up Communications

Supported Big Key Initiatives

- Jefferson Lab
- Virginia Beach Trail
- Long Bridge Rail
- Springfield- Franconia By-pass Rail Project
- 757 Collab

3. RVA757 Connects Performance Was Recognized



95%

Top two box score –
combined “4s” and “5s”

For comparison purposes – 2022 overall performance was 79%

Please rate the **overall performance** of RVA757 Connects in **2023**. Use a 5-point scale where “1” is “did not perform well at all” and “5” is “performed very well.”

“A plus in all ways.”

“Great job! Proud to be part of it.”

“Keep up the good work!”

“Exceptional job growing and developing the programming and the work of RVA757 Connects. Really well done to the team who execute in such a professional manner.”

“I think you all are doing a wonderful job.”

“Amazed by the amount of work accomplished by such a small staff team!”

“You all do a great job, thank you!”

“This is a great group to be a part of.”

“You guys do great work!! Glad to be a partner.”

4. There's More Work Ahead



2024 Priorities

1. Global Internet Hub
2. Key Targeted Industry Clusters
3. Workforce Development
4. Passenger Rail
5. Multi-Use Trails

5. You Made This All Possible



Special Thanks To Our Executive Committee



Brian Anderson
Ted Chandler*
Cliff Fleet
Wilson Flohr
Moses Foster
Tom Frantz*
Nancy Grden
Ross Grogg
Mitch Haddon

Bob Holsworth
Sarah Jane Kirkland
Aubrey Layne
Peggy Layne
Chris Lloyd
John W. Martin
John Reinhart
Jim Spore
Bryan Stephens

2021: 1X / week 2022: 2X / month... 2023: 1X / month... 2024: 7X / year

Today's Agenda

I. **RVA757 Connects Update**

John W. Martin, President and CEO, RVA757 Connects

II. **PCs For People**

John W. Martin

III. **Featured Topic: Legislative Matters**

Dr. Robert (Bob) Holsworth, Ross Grogg, and Chris Llyod (60 minutes)

IV. **Adjourn**

Thomas R. Frantz, Co-Chair, RVA757 Connects – 10 Minutes



I. RVA757 Connects Update

John W. Martin
President and CEO



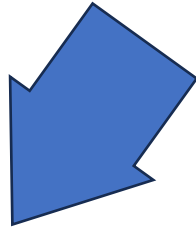
RVA757 Connects Update



- Transparency and Board Portal
- Quick Look Back at 2023
- Our Priorities for 2024 – What and Why (Document #2)
- Moving Forward - Our First 50 Days of 2024
 - Update on Our Initiatives (Document #3)
 - Update on Our Committee Work (Document #4)
- Q&As and Open Discussion About RVA757 Connects

Transparency and Board Portal

Documents Portal



Bottom of RVA757 Connects' Homepage

Board/MIC Meeting Documents

February 21, 2024 Board/MIC Meeting

- Meeting [Agenda](#)
- Meeting Minutes (Feb. 21)
- [Meeting minutes](#) (Nov. 15, 2023)
- Meeting PowerPoint presentation
- Video recording of the Zoom meeting
- [Priorities for 2024](#)
- [Initiatives Update Report](#)
 - [Global Internet Hub Implementation Action Plan](#)
 - [Presentation](#) to the Tidewater Trails Alliance Board
- [Committee Reports](#)
- [PCs for People presentation](#)

Financials (PBMares' Ongoing Review)

1. 2023 Operational Budget Recap

The EC-approved RVA757 Connects' 2023 operational budget was \$515,000. RVA757 Connects final operational expenses totaled \$507,045.

2023 Budget Recap													
Item	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total Expenses
Personnel:													
VP of Operations	\$6,414.04	\$6,414.04	\$6,414.04	\$6,414.04	\$6,414.04	\$6,414.04	\$6,414.04	\$6,414.04	\$6,414.04	\$6,414.04	\$6,414.04	\$6,414.04	\$76,968.48
Business Manager	\$4,203.93	\$4,203.93	\$4,203.93	\$4,203.93	\$4,203.93	\$4,203.93	\$4,203.93	\$4,203.93	\$4,203.93	\$4,203.93	\$4,203.93	\$4,203.93	\$50,447.16
The Capital Group Health Insurance	\$2,083.10	\$2,083.10	\$2,378.12	\$2,361.48	\$2,369.80	\$2,369.80	\$2,369.80	\$2,369.80	\$2,369.80	\$2,369.80	\$2,369.80	\$2,369.80	\$27,884.20
Federal Taxes - Include Employer/Pass/Employee Based Withholding					\$12,192.57	\$12,091.10	\$4,027.04	\$4,027.02	\$4,027.02	\$4,027.02	\$6,697.86	\$4,027.02	\$61,006.96
VA Income Tax					\$3,082.54	700.04	\$1,400.08	\$700.04	\$700.04	\$700.04	\$1,106.78	\$700.04	\$6,089.89
Employee Reimbursed Expenses					\$140.17			\$641.00	\$309.02			\$304.13	\$1,394.32
Tax Fees								\$604.06					\$604.06
Total	\$12,701.07	\$12,701.06	\$12,996.09	\$12,979.44	\$28,423.05	\$26,768.90	\$18,414.89	\$18,318.87	\$18,356.93	\$18,023.84	\$20,692.41	\$18,018.95	\$217,274.40
Consultants:													
SIR (Fixed Fee)	\$20,000.00	\$20,000.00	\$20,000.00	\$20,000.00	\$20,000.00	\$20,000.00	\$20,000.00	\$20,000.00	\$20,000.00	\$20,000.00	\$20,000.00	\$20,000.00	\$240,000.00
SIR (Reimbursed Expenses)					\$121.23	\$420.30	\$196.14	\$37.30	\$354.92				\$1,129.89
Legal Services: Williams Walsh					\$360.00	\$1,348.00							\$1,888.00
Accounting Services: Pillars					\$3,075.00	\$1,000.00							\$4,075.00
IT Consulting Support: Britec (Office 365)	\$75.40	\$86.40	\$494.01	\$668.40	\$590.40	\$584.40	\$605.41	\$602.40	\$521.40	\$521.40	\$521.40	\$521.40	\$6,892.42
Web Designer - RANKS7 Connects Website		\$2,307.50	\$1,667.50										\$3,975.00
General Overview Brochure							\$686.00		\$440.00				\$1,026.00
Printing Services									\$3,174.70				\$4,800.74
Total	\$20,075.40	\$22,393.90	\$22,161.51	\$20,568.40	\$21,061.63	\$26,427.70	\$22,386.55	\$21,614.70	\$24,491.02	\$20,521.40	\$20,521.40	\$22,147.44	\$262,288.06
Marketing/Fundraising:													
Convergence 2023									\$6,002.00	\$283.62			\$6,285.62
Dept of Agriculture Fundraising Registration Renewal									\$360.00				\$360.00
SOC Annual Fee										\$26.00			\$26.00
Chambers' InterCity Trips (includes all fees / airfare)			\$3,450.00	\$3,200.00									\$6,650.00
Virginia Bus - US Email					\$1,775.00								\$1,775.00
Total	\$0.00	\$0.00	\$3,450.00	\$3,200.00	\$1,775.00	\$0.00	\$0.00	\$0.00	\$6,362.00	\$309.62	\$0.00	\$0.00	\$14,086.62
Misc. Expenses:													
O&D Insurance	\$1,269.00												\$1,269.00
Misc. (QuickBooks, MailChimp, Adobe, Zoom, misc. expenses)			\$462.33	\$1,421.66	\$353.46	\$358.11	\$646.54	\$753.21		\$976.53	\$2,364.55	\$1,111.05	\$8,467.44
Credit Card Fees on Payments Received			\$72.75		\$340.25		\$2,550.25						\$2,963.25
Misc. Banking Expenses							\$68.00				\$275.00		\$343.00
Civic Event	\$1,269.00	\$0.00	\$535.00	\$1,421.66	\$693.71	\$358.11	\$3,264.79	\$753.21	\$0.00	\$976.53	\$2,805.44	\$1,111.05	\$10,198.40
Total	\$1,269.00	\$0.00	\$535.00	\$1,421.66	\$693.71	\$358.11	\$3,264.79	\$753.21	\$0.00	\$976.53	\$2,805.44	\$1,111.05	\$10,198.40
Total	\$34,046.47	\$36,094.96	\$39,152.60	\$38,169.60	\$61,933.38	\$61,664.71	\$44,088.23	\$40,898.78	\$48,188.86	\$39,830.38	\$44,019.26	\$41,277.44	\$507,045.85

2024 O&D Insurance

SELECTIVE
INSURANCE®

POLICY DOCUMENT

MY 1014591

INSURED'S COPY

INSURED'S COPY

2023 Form 990 Return – Review and Approval Process

2023 Form 990 created by PBMares and staff – complete

Co-Chairs review the 2023 Form 990 Return - complete

EC members review Form 990 Return (March 6th pre-meeting packet and March 13th meeting).

EC-approved 2023 Form 990 placed in Board Portal in late March.

EC-approved 2023 Form 990 will be part of the pre-meeting materials packet for the April 23 Board/MIC meeting.

2023 Form 990 filed by the May 15, 2024 tax deadline.

Form 990 Return of Organization Exempt From Income Tax **2023**
Under section 501(c)(3), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)
Do not enter social security numbers on this form as it may be made public.
Go to www.irs.gov/Form990 for instructions and the latest information.

A For the 2023 calendar year, or tax year beginning and ending

B Check if applicable:
 Address change
 Name change
 Initial preparation
 Preparer change

C Name of organization
RVA HAMPTON ROADS MEGA REGION COLLABORATIVE DBA RVA757 CONNECTS
Doing business as
Number and street (or P.O. box if mail is not delivered to street address) Room/suite
2601 FLOYD AVE
City or town, state or province, country, and ZIP or foreign postal code
RICHMOND, VA 23220
F Name and address of principal officer: JOHN MARTIN
SAME AS C ABOVE

D Employer identification number
84-4486132

E Telephone number
804-837-2481

G Gross receipts
663,056

H(a) Is this a group return for subsidiaries? Yes No
H(b) Are all subsidiaries included? Yes No

I Tax-exempt status: 501(c)(3) 501(c)(29) 501(c)(28) 501(c)(27) 501(c)(26) 501(c)(25) 501(c)(24) 501(c)(23) 501(c)(22) 501(c)(21) 501(c)(20) 501(c)(19) 501(c)(18) 501(c)(17) 501(c)(16) 501(c)(15) 501(c)(14) 501(c)(13) 501(c)(12) 501(c)(11) 501(c)(10) 501(c)(9) 501(c)(8) 501(c)(7) 501(c)(6) 501(c)(5) 501(c)(4) 501(c)(3) 501(c)(2) 501(c)(1)

J Website: WWW.RVA757CONNECTS.COM
K Form of organization: Corporation Trust Association Other
L Year of formation: 2019 **M** State of legal domicile: VA

(Part I) Summary

1 Briefly describe the organization's mission or most significant activities: IMPROVE THE ECONOMIC SUCCESS AND QUALITY OF LIFE FOR EVERYONE IN THE RVA AND 757 REGIONS.

2 Check this box if the organization discontinued its operations or disposed of more than 25% of its net assets.

	Prior Year	Current Year
3 Number of voting members of the governing body (Part VI, line 1a)	0	72
4 Number of independent voting members of the governing body (Part VI, line 1b)	4	69
5 Total number of individuals employed in calendar year 2023 (Part V, line 2a)	0	2
6 Total number of volunteers (estimate if necessary)	6	85
7 a Total unrelated business revenue from Part VII, column (C), line 12	0	0
7 b Total unrelated business taxable income from Form 990-T, Part I, line 11	0	0
8 Contributions and grants (Part VII, line 1f)	506,694	657,999
9 Program service revenue (Part VII, line 2g)	0	0
10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)	18	55
11 Other revenue (Part VII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11d)	0	5,002
12 Total revenue - add lines 8 through 11 (must equal Part VII, column (A), line 12)	506,712	663,056
13 Grants and similar amounts paid (Part IX, column (A), line 1c)	0	0
14 Benefits paid to or for members (Part IX, column (A), line 4)	0	0
15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	0	191,344
16 a Professional fundraising fees (Part IX, column (A), line 11a)	0	0
16 b Total fundraising expenses (Part IX, column (B), line 20)	23,905	0
17 Other expenses (Part IX, column (A), lines 11a-11d, 11i-11j)	463,608	524,046
18 Total expenses - Add lines 13-17 (must equal Part IX, column (A), line 20)	463,608	715,390
19 Nonrecourse loan expenses. Subtract line 18 from line 17	43,104	-52,334
20 Total assets (Part X, line 10)	263,990	194,862
21 Total liabilities (Part X, line 20)	49,913	33,119
22 Net assets or fund balances. Subtract line 21 from line 20	214,077	161,743

(Part II) Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here
Signature of officer: JOHN MARTIN, PRESIDENT AND CEO
Type or print name and title

Preparer
Print/Type preparer's name: JENNIFER N. FRENCH, CPA
Preparer's signature: JENNIFER N. FRENCH, CPA
Date: 02/12/24
Preparer's EIN: 54-0737372
Phone no: 757-873-1587

May the IRS discuss this return with the preparer shown above? Yes No

LHA For Paperwork Reduction Act Notice, see the separate instructions. 320001 12-31-23 Form 990 (2023)

Quick Look Back At 2023

1

I-64 Gap Funding and Construction



2

Global Internet Hub Plan

How we are building our Global Internet Hub:

RVA757 Connects, a nonprofit organization focused on advancing economic prosperity for everyone in the Richmond area (RVA) and Hampton Roads (757) region, identified the opportunity to accelerate the development of the I-64 Innovation Corridor's digital infrastructure. The organization established a Steering Committee with more than 60 leaders from 10 separate industries. The group hired two leading international digital infrastructure consultants - TeleGeography and InterGlobox - with the goal to develop a strategic vision and action framework capitalizing on the combined digital assets of the Richmond area and Hampton Roads.

This initiative was made possible by a grant from GO Virginia and financial supporters from both markets: Dominion Energy, Henrico County, the City of Virginia Beach, the Hampton Roads Alliance, Old Dominion University, and the Dragonfli Group.



Strategic Framework Recommendations:
Ten strategies have been identified to make the I-64 Innovation Corridor one of the world's recognized Global Internet Hubs.

1. Establish a Global Internet Hub Industry Council.

The Steering Committee will transform into the Global Internet Hub Council. The Council will be responsible for implementing the Strategic Plan recommendations.

2. Increase regional awareness.

Increased awareness, support, and coordination of multiple stakeholders — businesses, government agencies, local and state-level elected officials, and community groups — will be needed to develop the region's digital infrastructure. The Council will design, launch, and sustain general outreach and education programs across the I-64 Innovation Corridor.



When

Milestones showing the momentum behind the digital infrastructure growth across the I-64 Innovation Corridor:



3. Increase global investor awareness.

Spreading the word internationally about the I-64 Innovation Corridor to the global infrastructure community and investors will be necessary to attract additional digital infrastructure investments in data centers, terrestrial networks, IXPs, and more international subsea cables.

4. Support the growth of robust local internet networks.

Promote the need for additional investment in local terrestrial networks and routes connecting the region to other hub markets. An inventory of existing routes will be created and shared with the industry and investors.



5. Attract additional international subsea cables.

Landing more subsea cables is a critically important component. The Council will work with Virginia Beach and the Hampton Roads Alliance to promote the availability of additional landing sites, diversified Cable Landing Stations, and work to finalize and promote no-anchor protection zones.

6. Support the growth of data centers.

Data centers are the engines of a digital economy. Now is the time to support data center growth in the I-64 Innovation Corridor, already home to 12 data centers and with more planned. The Council will support local and regional economic development organizations in inventorying and packaging viable data center site locations. The Council also will work to repeal the 2035 sunset law for state tax incentives for data centers.

7. Encourage the growth of Internet Exchanges and Internet Exchange Points.

Internet Exchanges (IXs) and Internet Exchange Points (IXPs) are foundational elements of a successful Global Internet Hub. The Richmond area has one IX (on the DE-CIX network) in Henrico. Hampton Roads does not have any at this point, but it needs one. The Council will encourage the growth of IXs and IXPs in both the Richmond area and Hampton Roads.



For more information on the Global Internet Hub Strategic Plan, go to: www.GlobalInternetHub.org

8. Explore the potential of a network ring.

Local interconnectivity was a major factor of success for other regions in becoming a global interconnection point. The Council will support the completion of the regional fiber ring in Hampton Roads and help the RVA region explore the need for a regional ring as well as a Corridor long loop.

9. Promote Dominion Energy's capacity to support digital infrastructure growth.

Dominion Energy has the power and the capacity to support energy-intensive digital infrastructure growth. The Council will share that story to help support Northern Virginia while positioning the I-64 Innovation Corridor as the optimal place to expand data center presence. The Council also will map viable data center sites.

10. Provide a growing tech-savvy workforce.

A robust and growing digital infrastructure requires tech talent. The Council will inventory and share the existing tech talent pipeline education and training programs with all digital infrastructure organizations, businesses, and education and training ecosystems to help maximize their use and identify additional programming needs. (See the other side for a list of Richmond area and Hampton Roads educational institutions.)

The World's Next Global Internet Hub

These 10 strategic recommendations will enable the I-64 Innovation Corridor to compete effectively for the high-paying jobs that the emergent digital economy is projected to create over the next decade. It will take the combined success across all of these initiatives to make the RVA and the 757 regions a world-class digital infrastructure and reach international recognition.

Global Internet Hub Steering Committee

More than 60 leaders from 10 different industry and business categories comprised the Steering Committee. The steering call to the Steering Committee was to develop a vision, goals, and an action framework that will capitalize on the combined digital assets of the Richmond region and Hampton Roads in a way that drives the overall economic prosperity of both regions.

See the members of the Steering Committee.





2023

CONVERGENCE

**Record # of Participants ... 170+
... Record Sponsorships**



Bryan Stephens
President and CEO



Brian Anderson
President and CEO

4

Growing Partnership



Jason El Koubi

President and CEO




5

Engagement with Rail Planning Partners

RVA757 Connects
+
PlanRVA
+
Crater
Planning District
+
HRPDC/HRTPO



Richmond and Hampton Roads Passenger Rail Topics 07-10-23



1. At what point in time during the Long Bridge-related planning and construction can the State realistically start to make significant passenger rail improvements in other regions?
2. How high of a priority is Virginia's east-west cross-state service (The Commonwealth Corridor) over other regional improvements? Does this realistically affect what we can expect for the RVA-757 region in the next plan?
3. Is funding for the James River expansion south of Main Street Station in the statewide Rail Plan?
4. What is the level of service needed to really make Richmond-to-Newport News work for local RVA-757 passengers? One train every x hours.
5. What is the level of service needed to really make Richmond-Petersburg-Norfolk work for local RVA-757 passengers? One train every x hours?
6. Is the Appomattox Bridge replacement a possibility for future planning consideration?
7. How realistic is the S-Line: RVA to Raleigh? Is N.C. really pushing this?
8. Could improved Norfolk to Raleigh service ever compete with drive time? How can we make sure our trains align to create improved seamless travel opportunities between 757 and North Carolina?
9. How might we reduce delays between Canal Drive (in Chesapeake) and the Norfolk Train Station?



5 Year Plan



6

Rail Advocacy Paper



7

Supported Important Initiatives

Jefferson Lab HPDF Win



Springfield-Franconia Rail By-Pass



8

New Website and 10 Innovation Spotlight webinars



Inside Business

The Hampton Roads Business Journal | Insidebiz.com

December 25-December 31, 2023

Wallops Island a 'crown jewel' in space tech

Rocket Lab expansion at site includes launching new Neutron rocket

By Susan Smigelski Arker

Along Virginia's Eastern Shore sits Wallops Island, a 9-square-mile barrier island that's a hub for rocket science.

Recently, RVA757 Connects, a nonprofit organization, is making Richmond and Hampton Roads a megalopolis, connecting Wallops Island, Virginia Spaceport Authority and Rocket Lab's contribution to rocket, aerospace and the region.

Along Virginia's Eastern Shore sits Wallops Island, a 9-square-mile barrier island that's a hub for rocket science.

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Inside Business

The Hampton Roads Business Journal | Insidebiz.com

May 22-May 28, 2023

CEO shares LifeNet's approach to innovating

John Shanon

From its start in 1982 at the Eastern Virginia State Hospital, Virginia Beach-based LifeNet Health has grown into the world's largest provider of telemedicine services.

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virginia BUSINESS

RVA757 Connects releases plan for global internet hub

Group calls for digital infrastructure growth across Richmond, Hampton Roads

PUBLISHED: 2023



RVA757 Connects President and CEO John Martin presents the organization's digital infrastructure map in Williamsburg on Sept. 28.

caused on development released on for the next

largest urban area, traffic is routed. From 2017 to 2021, data's gross domestic product, according to a September. And now RVA757 Connects hopes to

ble landing points and access to physical fiber internet exchange points, and internet service 'rich defines a global internet hub as "a physical traffic among multiple networks, internet service interconnected entities."

THE VIRGINIA GAZETTE

Economy is resilient, but could slow next year, business leader says



By BRANDY CENTOLANZA | bcentolanza@cox.net | Correspondent

PUBLISHED: September 29, 2023

WILLIAMSBURG — Business, education and community leaders from Richmond and Williamsburg gathered on Thursday for the annual Convergence

Richmond Times-Dispatch

64 widening east of Richmond to start in November



Richmond and Hampton Roads regions' economic future, as in the East 29 miles of I-64 between Richwood and Williamsburg is critical for the two

10

More Connections



3,500+

RVA757 Connects Database

LinkedIn

400 followers – up more than 140 percent in the past 12 months

Our Priorities for 2024 – What and Why

Our Purpose

Improve the economic success and quality of life for everyone in the Richmond area (RVA) and Hampton Roads (757) region.

Our Mission

Identify, support, and advance major opportunities, initiatives, and projects that will meaningfully benefit our communities for generations to come.

Update On Priorities

Meeting Document #2



Document # 5

RVA757 Connects 2024 Priorities

This document outlines RVA757 Connects priority development process, 2024 priorities, and overall implementation approach.

Priority Development Process:

RVA757 Connects' annual priorities are set following an established iterative process.

- This starts in the Fall with the Executive Committee identifying potential priorities for the upcoming year.
- The year-end annual Board/MIC survey gathers input on priorities.
- A portion of the year-end Board/MIC meeting is dedicated to discussing existing and potential future priorities. This includes reviewing findings of the annual Board/MIC survey.
- The Executive Committee reviews all input and finalizes the priorities.
- Priorities are shared with the full Board/MIC at the first meeting of the new year.

2024 Priorities:

RVA757 Connects' top 5 priorities for 2024:

1. Global Internet Hub:

Accelerate the development of the I-64 Innovation Corridor's digital infrastructure. Implement the Global Internet Hub Strategic Plan. This is the Board/MIC's top ranked priority in RVA757 Connects' year-end 2023 Board/MIC survey.

2. Key Targeted Industry Clusters:

Continue to build awareness and support the development of the four target industry clusters identified in the RVA757 Connects' Opportunity Study (our strategic plan):

- a. Life Sciences/Pharmaceutical Manufacturing
- b. IT/Data Centers/Digital Network
- c. Transportation/Logistics/Supply Chain
- d. National Security/Cybersecurity

These four industry clusters are the major jobs-generating industries that will fuel the economic growth of the I-64 Innovation Corridor over the next 20 years. These industry target clusters are shared by the Richmond region and Hampton Roads economic development efforts.

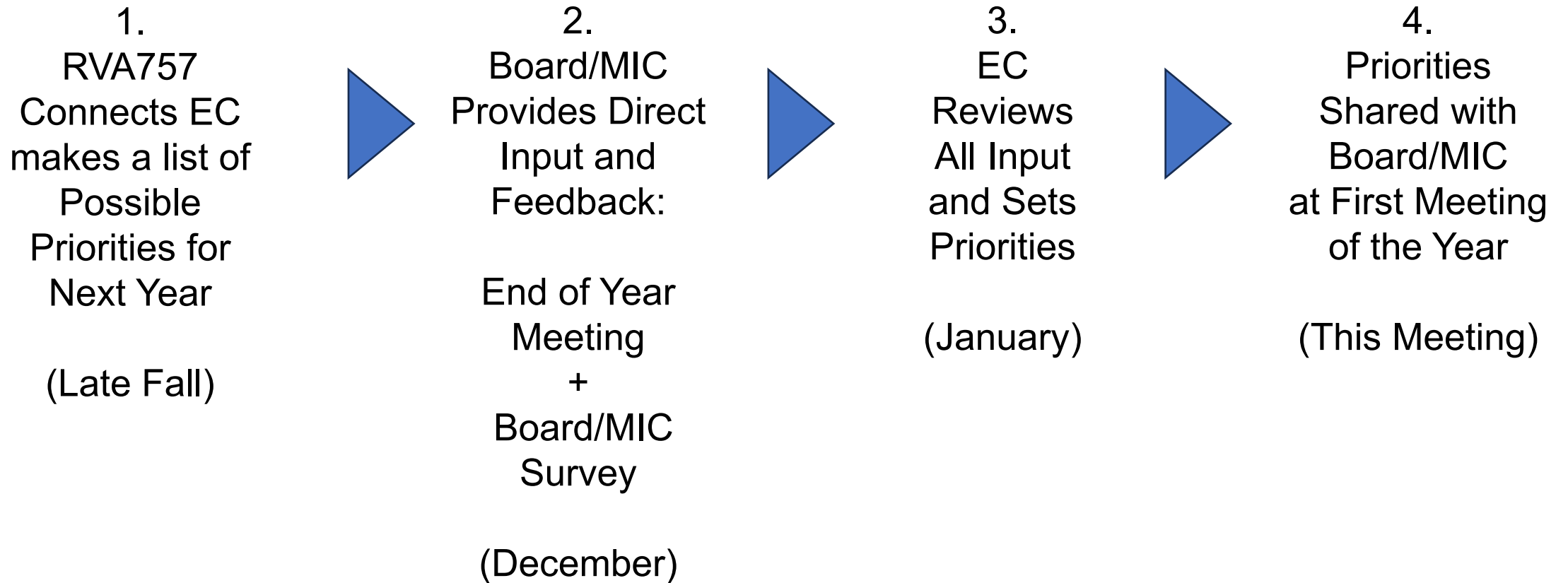
3. Workforce Development:

Through all of RVA757 Connects' work prioritize workforce development. During the generative session of the last 2023 Board/MIC meeting, a strong consensus was reached that we must integrate workforce development into everything we do.

... RVA757connects.com

IGNITING
THE I-64
INNOVATION
CORRIDOR

How RVA757 Connects Sets Our Annual Priorities



RVA757 Connects Top 5 Priorities

- 1. Global Internet Hub:** Accelerate the development of the I-64 Innovation Corridor's digital infrastructure. Implement the Global Internet Hub Strategic Plan. This is the Board/MIC's top ranked priority in RVA757 Connects' year-end 2023 Board/MIC survey.
- 2. Key Targeted Industry Clusters:** Continue to build awareness and support the development of the four target industry clusters identified in the RVA757 Connects' Opportunity Study (our strategic plan):
 - a. Life Sciences/Pharmaceutical Manufacturing
 - b. IT/Data Centers/Digital Network
 - c. Transportation/Logistics/Supply Chain
 - d. National Security/Cybersecurity
- 3. Workforce Development:** Through all of RVA757 Connects' work prioritize workforce development. During the generative session of the last 2023 Board/MIC meeting, a strong consensus was reached that we must integrate workforce development into everything we do.
- 4. Passenger Rail:** Continue to work with the Virginia Department of Rail and Public Transportation, the Virginia Passenger Rail Authority, Virginians for High-Speed Rail, and others to increase passenger rail service between the Richmond region and Hampton Roads, as well as increase service to and from our two markets and other U.S. cities. This includes high-speed rail to Raleigh.
- 5. Multi-Use Trails:** Continue to advance the buildout of multi-use trails in the I-64 Innovation Corridor. This includes the Fall Line Trail, Virginia Capital Trail extension from Williamsburg to Virginia Beach (currently called the Birthplace of America Trail or BoAT), and the Eastern Shore Trail.

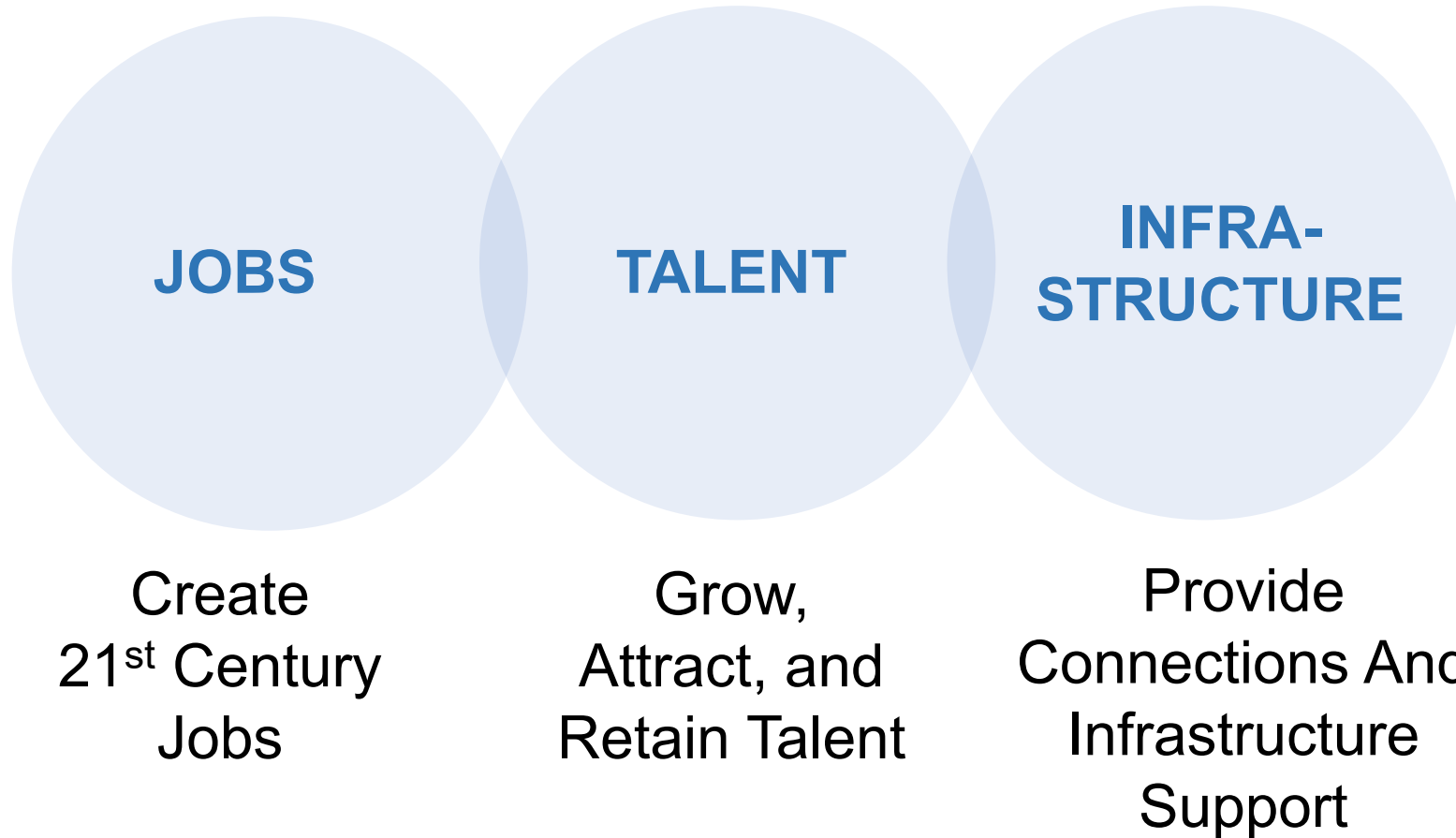
Why These 5 Priorities?

I-64 Innovation Corridor Opportunity Study (Our Overall Plan)

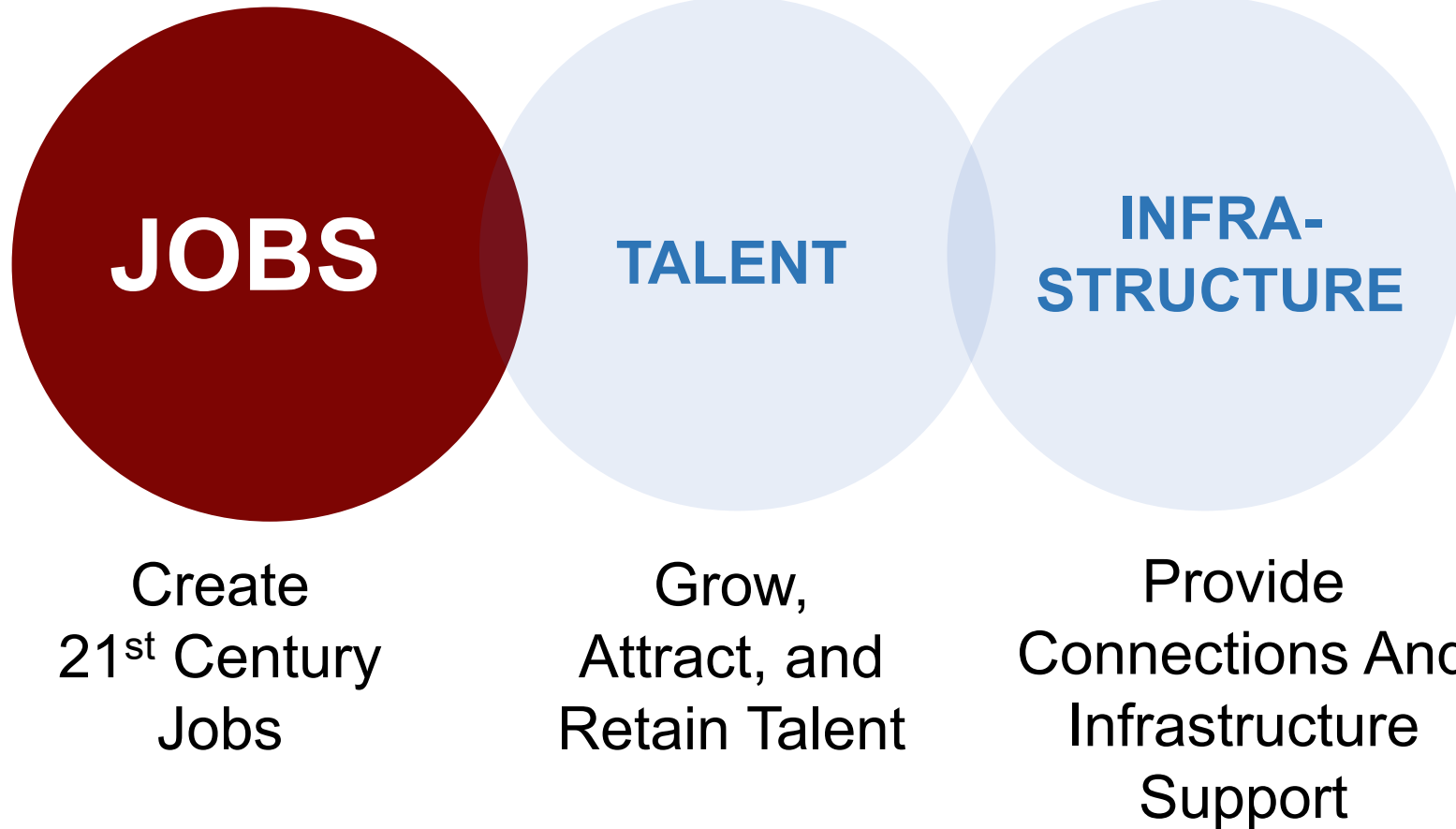


1. Support the Growth of 4 key clusters.
2. Advance digital and physical infrastructure connections.
3. Help grow and retain talent.
4. Drive and showcase greater collaboration and innovation.
5. Support economic development partners.
6. Keep all stakeholders informed.

What It Will Take: 3 IMPERATIVES



What It Will Take: 3 IMPERATIVES



4 Job-Generating Clusters of Tomorrow



1. Cyber Security
2. Logistics and Transportation
3. Data and Data Analytics
4. Pharma / Life Sciences

All four clusters are part of Richmond Region and Hampton Roads Focus

4 Job-Generating Clusters of Tomorrow



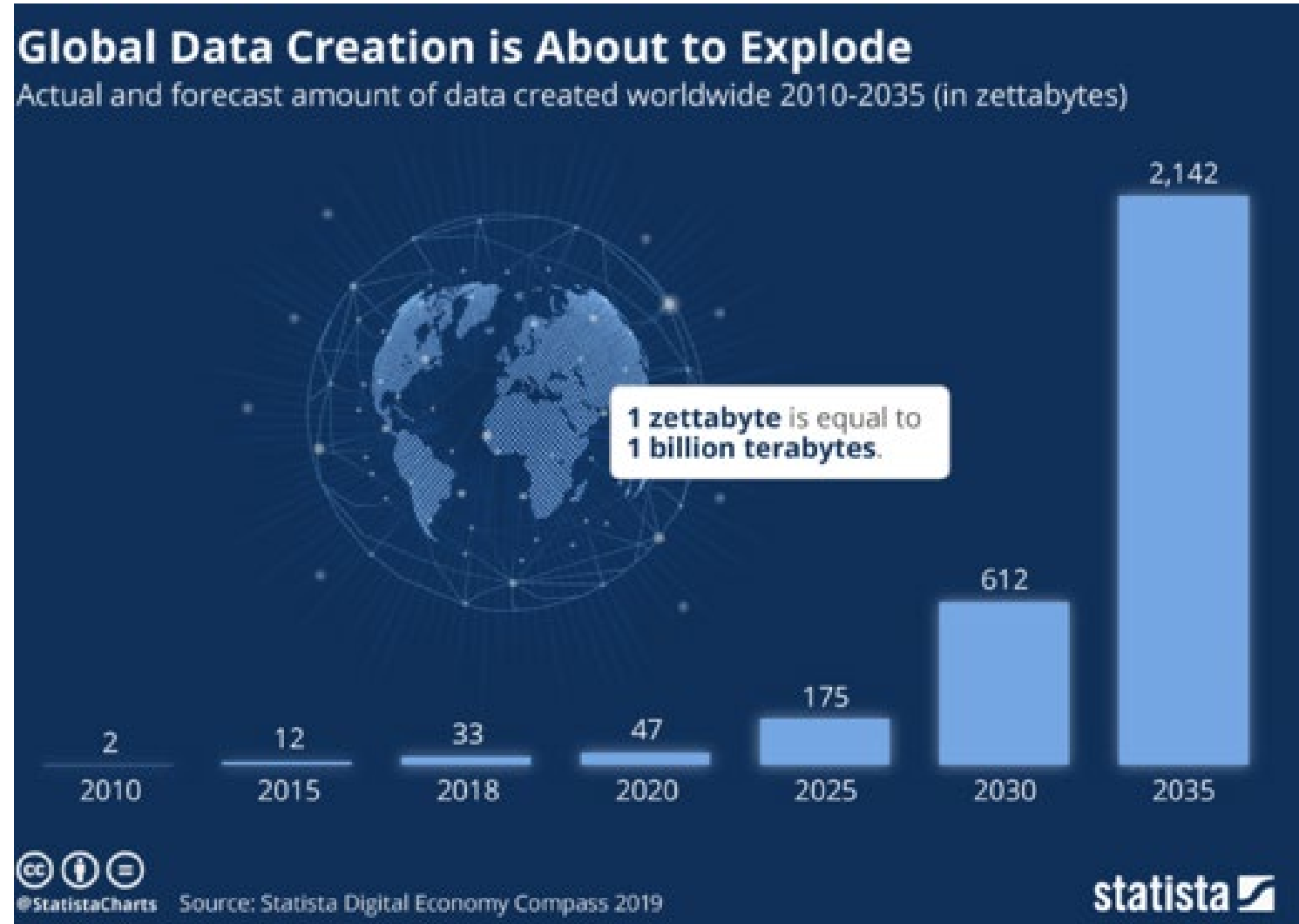
Common Denominator:

1. Robust Digital Infrastructure
2. Tech Talent

All four clusters are part of Richmond Region and Hampton Roads Focus

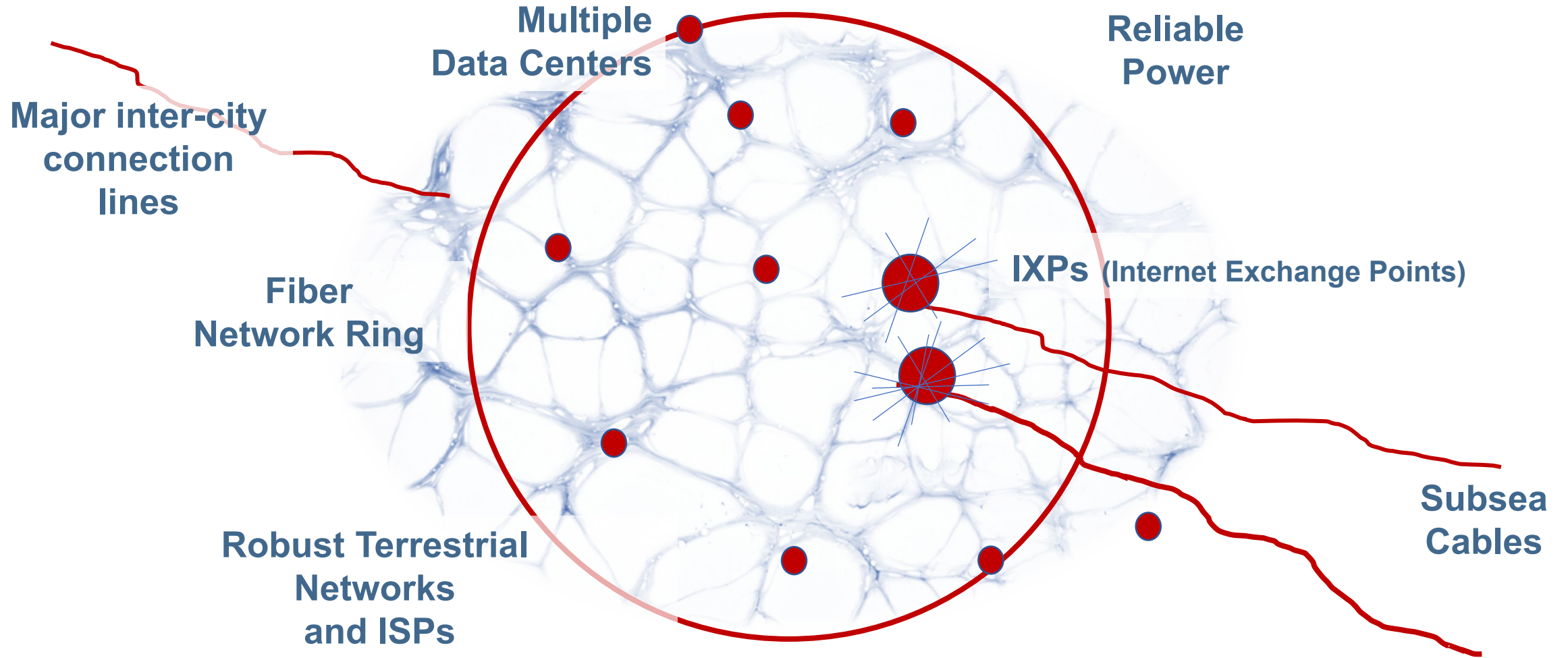
The Explosion in Data Is Coming

- Internet traffic has increased **5x** in the past **5 years**
- **90%** of all data that exists today has been created in last **2 years**



Zettabytes

Components of a Digital Infrastructure Hub



IT/Tech Job Growth Correlates to Worker Productivity and GDP Growth

*List provided by TeleGeography and InterGlobix: Includes Seattle, Denver, Dallas, Atlanta, and Portland.

**List provided by regional economic development agencies: Nashville, Raleigh, Charlotte, Miami, Orlando, Tampa, Myrtle Beach, Atlanta, Jacksonville, Charleston, and New Jersey.

Source: JobsEQ Data and S.I.R.'s calculations

Summary Table – JobsEQ as Data Source (SIR)

Metropolitan Statistical Area (MSA)	Total Tech Jobs 2022	10-Year Tech Job Annual Growth Rate	Average 2022 Tech Job Wages	10-Year Worker Productivity Total Growth	10-Year GDP Total Growth (All Industries)
Mature Digital Infrastructure MSAs*		4.54% Avg.	\$116,233 Avg.	33.5% Avg.	64.6% Avg.
RVA & 757's Direct Competitors**		3.54% Avg.	\$103,473 Avg.	30.0% Avg.	56.8% Avg.
USA – Total	5,850,692	3.1%	\$111,800	31%	47.4%
I-64 Innovation Corridor		1.19% Avg.	\$105,900 Avg.	24.5 % Avg.	33.0% Avg.
Richmond	24,900	1.5%	\$107,900	26%	39.9%
Virginia Beach/Norfolk	25,879	0.9%	\$103,900	23%	26.7%

IT/Tech Job Growth Correlates to Regional Competitiveness

Summary Table – Lightcast as Data Source (Dr. Clower)

*List provided by TeleGeography and InterGlobix: Including Seattle, Denver, Dallas, Atlanta, and Portland.

**List provided by regional economic development agencies: Nashville, Raleigh, Charlotte, Miami, Orlando, Tampa, Myrtle Beach, Atlanta, Jacksonville, Charleston, and New Jersey.

Metropolitan Statistical Area (MSA)	Total Tech Jobs 2022	10 Year Annual Tech Job Growth Rate	2022 Avg. Annual Earnings	Regional Competitive Effect
Mature Digital Infrastructure MSAs*	684,874	3.7%	\$119,572	Positive
RVA & 757's Direct Competitors**	661,212	3.5%	\$109,154	Positive
United States	5,558,609	2.7%	\$105,691	
I-64 Innovation Corridor				
Richmond, VA	26,385	2.7%	\$109,425	-0.026
Virginia Beach-Norfolk-Newport News, VA-NC	28,874	1.9%	\$102,256	-0.107
Richmond region and Hampton Roads Combined	55,259	2.2%	\$105,679	Negative

A given region could see job growth for an industry/occupation, but if that growth rate trails overall national job growth rates and/or national growth rates for that industry/occupation, then the competitive effect could be negative.

Source: Lightcast Data Dr. Terry Clower's calculations

Global Internet Hub – Our #1 Priority

www.GlobalInternetHub.com



www.RVA757Connects.com

VIRGINIA'S I-64 INNOVATION CORRIDOR: RICHMOND REGION AND HAMPTON ROADS

The World's Next Global Internet Hub

I-64 INNOVATION CORRIDOR

A handful of locations around the world make the internet work. They are called Global Internet Hubs and are the most critical nodes in the global network. The world's next Global Internet Hub isn't as far as you think. It's in Virginia. The I-64 Innovation Corridor is the world's next Global Internet Hub. It's the only place in the world where you can find all the components of a Global Internet Hub in one place. The I-64 Innovation Corridor is the world's next Global Internet Hub. It's the only place in the world where you can find all the components of a Global Internet Hub in one place.

10 Largest Global Internet Hubs

1. Frankfurt
2. Singapore
3. London
4. Amsterdam
5. Paris
6. Hong Kong
7. Marseille
8. Stockholm
9. Miami
10. Vienna

Subsea Cables Landing at Virginia Beach

Cybersecurity Expertise

Virginia's I-64 Innovation Corridor Digital Assets

The Megaregion's Educational Assets

Megaregion Digital Infrastructure Providers

1 Energy

2 Network Carriers and Communications Providers

3 Data Centers in Richmond

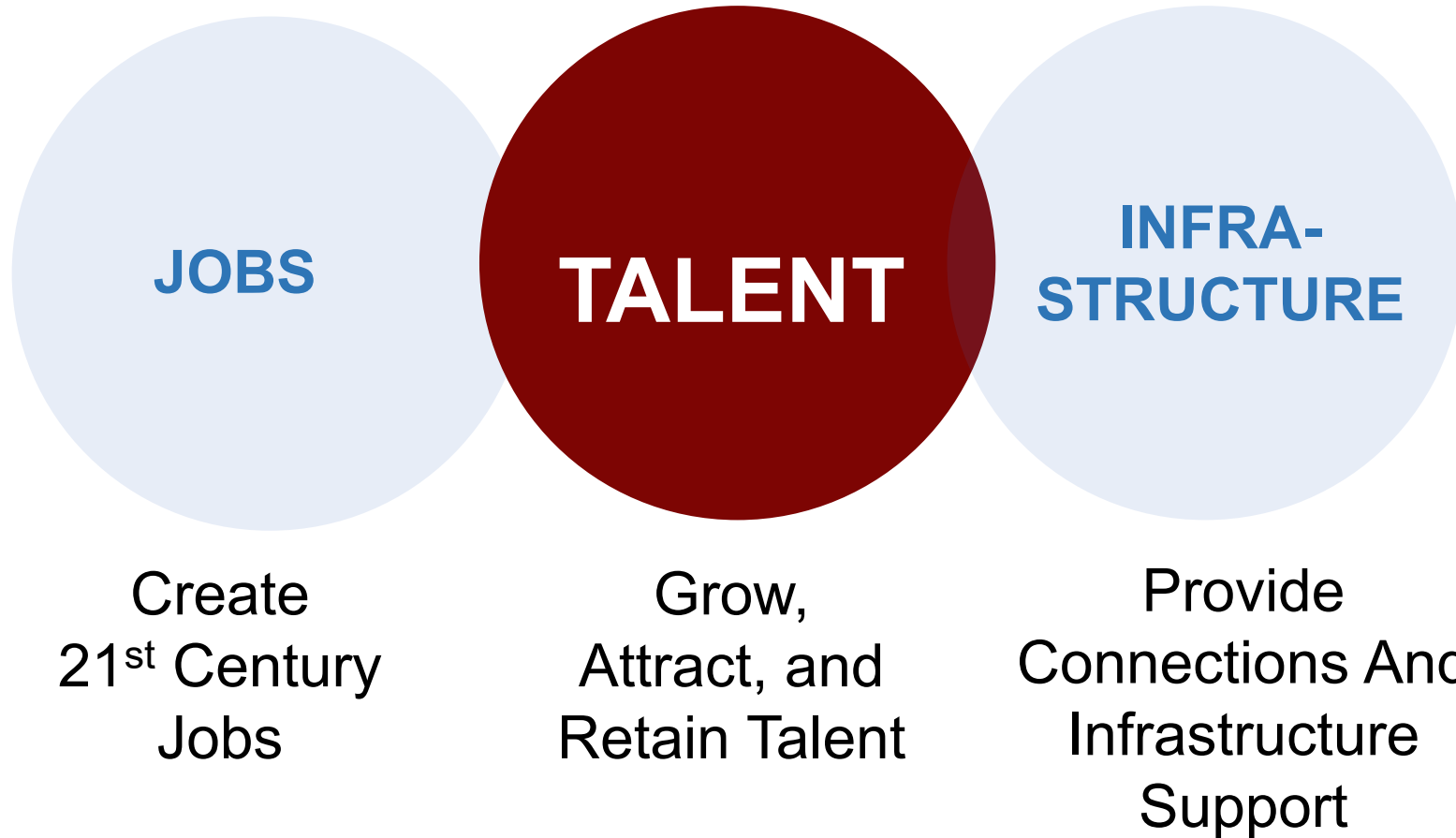
4 Data Centers in Hampton Roads

5 Internal Networks

6 Software-Defined Networking Providers

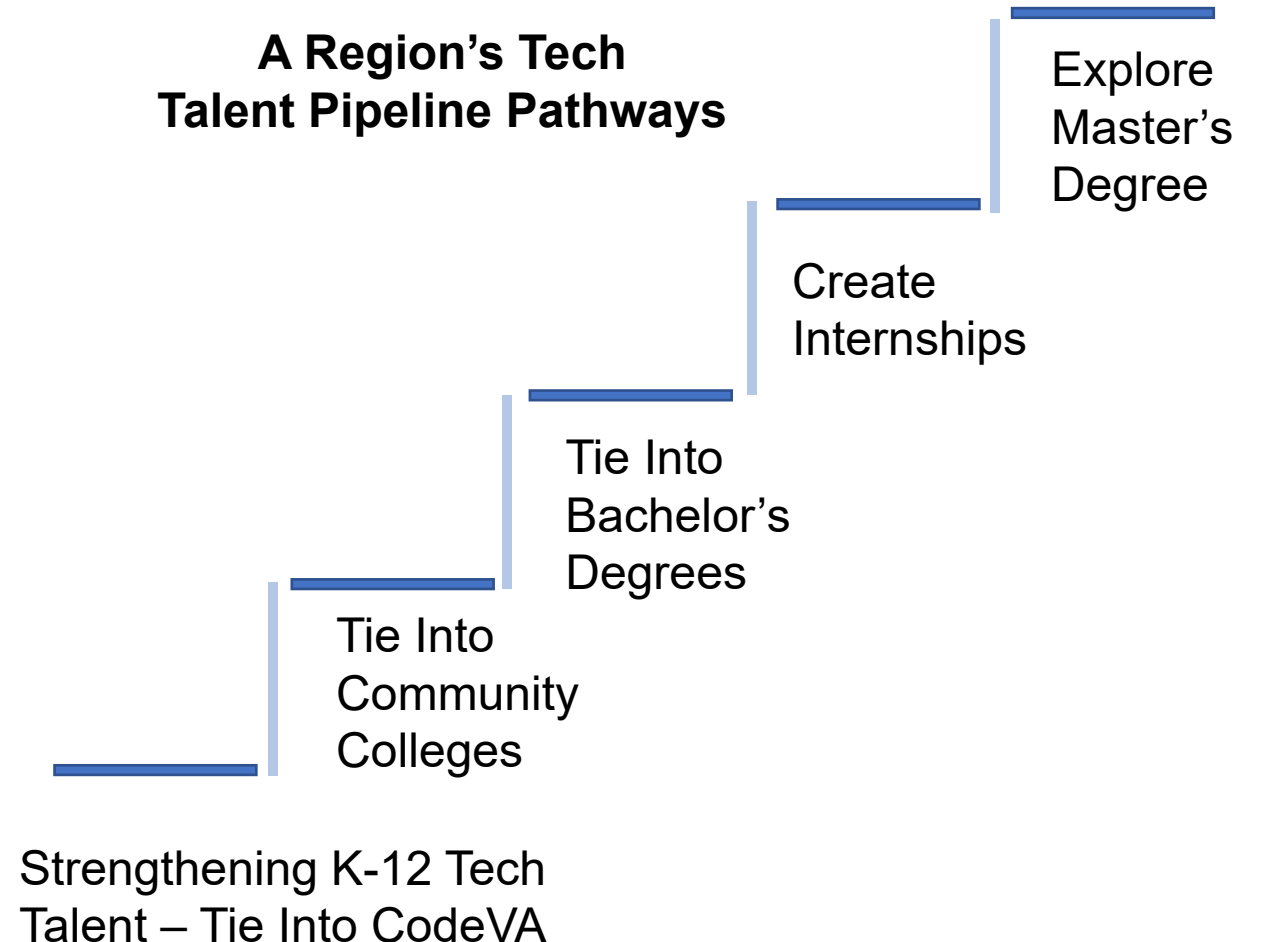
7 Subsea Cables

What It Will Take: 3 IMPERATIVES

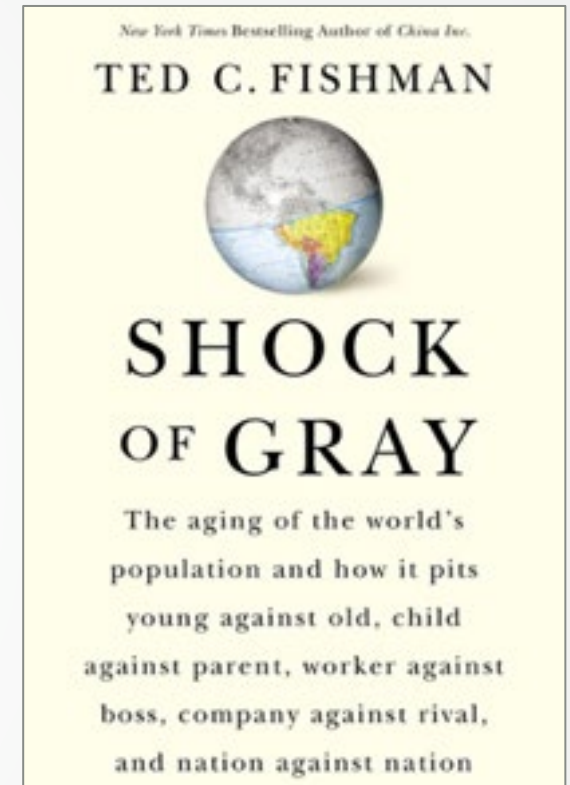
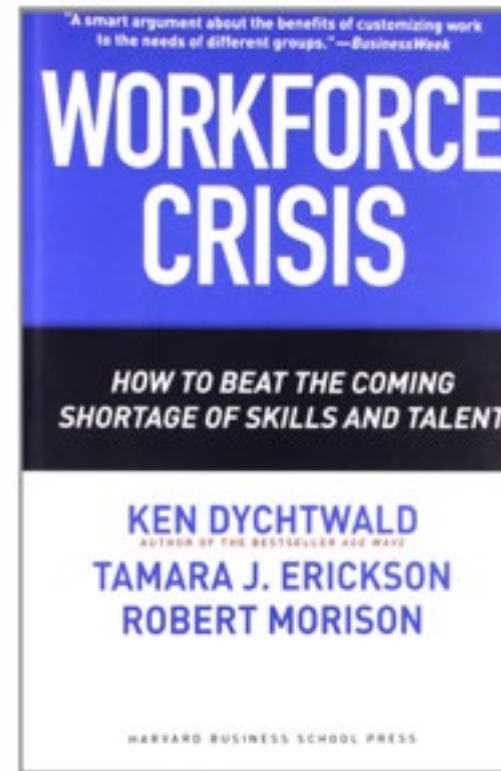
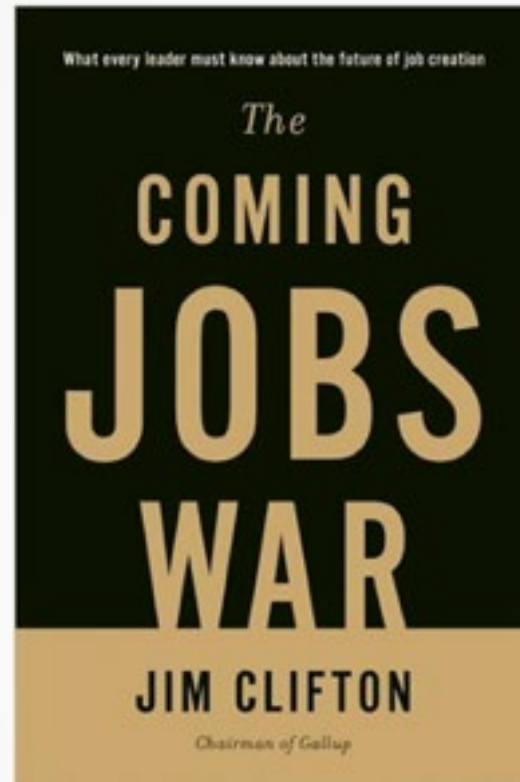
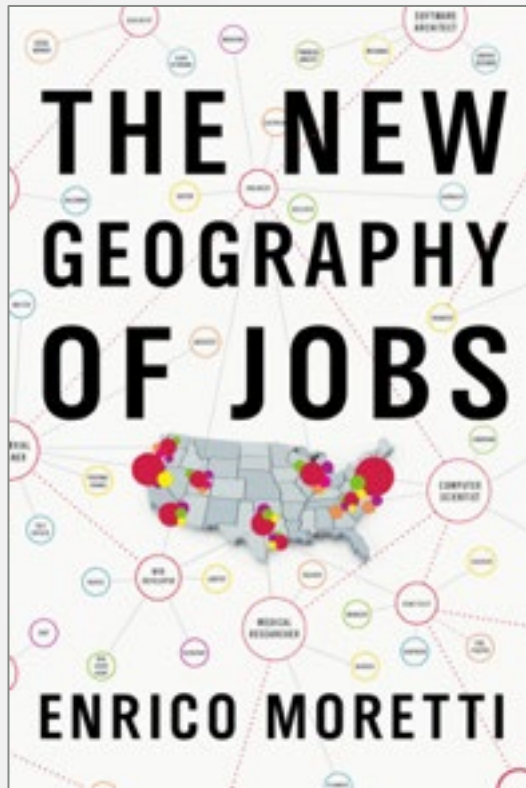


Advancing The Tech Talent Pipeline

- The Global Internet Hub Strategic Plan's strategy #10 calls for supporting the **tech talent** pipeline.
- This includes supporting the two regional workforce councils that are guiding each region's training and development workforce pipelines – the Hampton Roads Workforce Council and the Capital Region Workforce Partnership Consortium.
- Companies and education partners (K-12, community college, higher education, etc.) are part of the pipeline.
- RVA757 Connects' supporting role in the tech talent pipeline is to raise awareness of the growing need for tech talent and to identify any unmet tech talent needs.



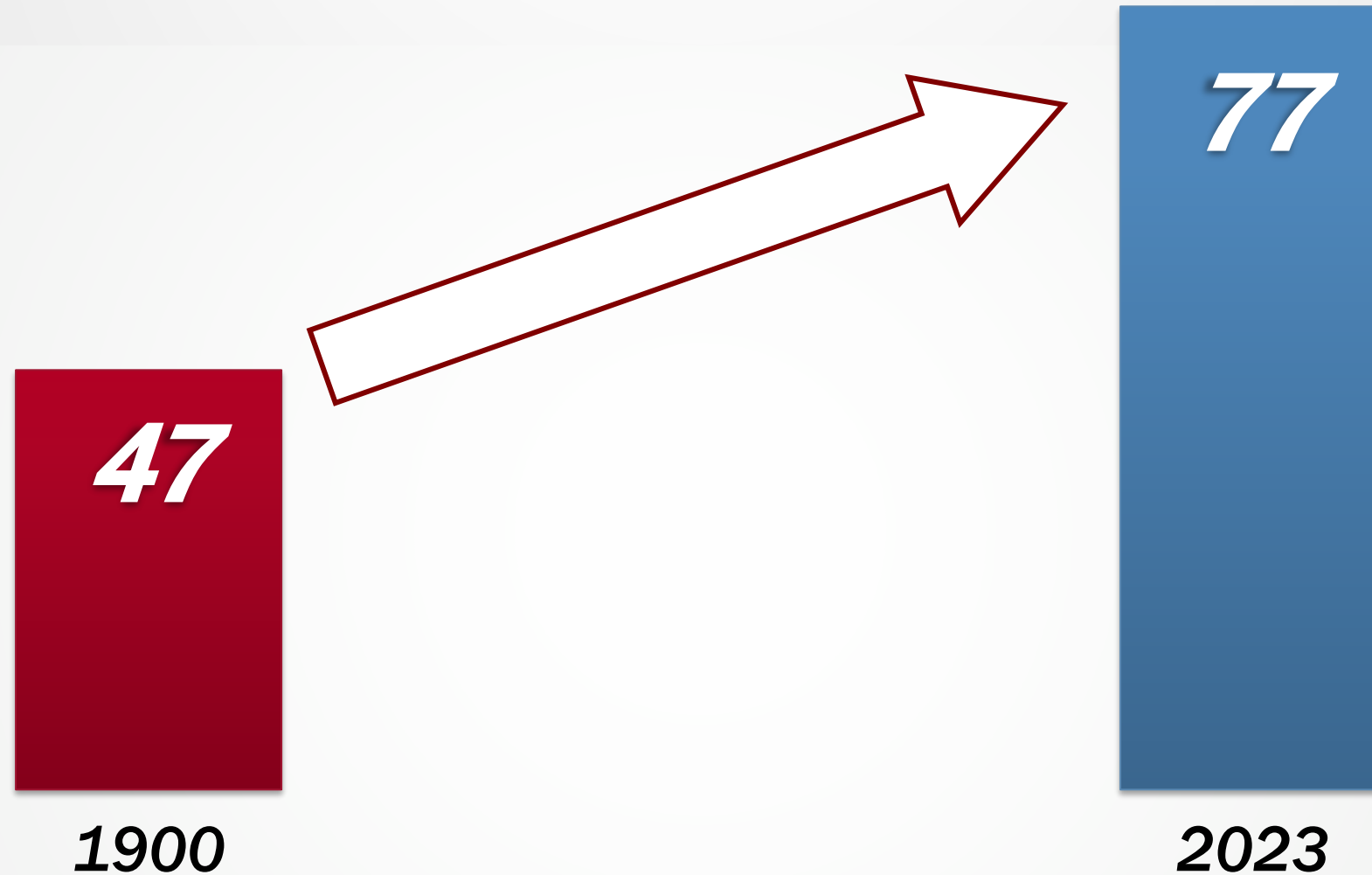
But our talent issue is bigger than tech talent . . .



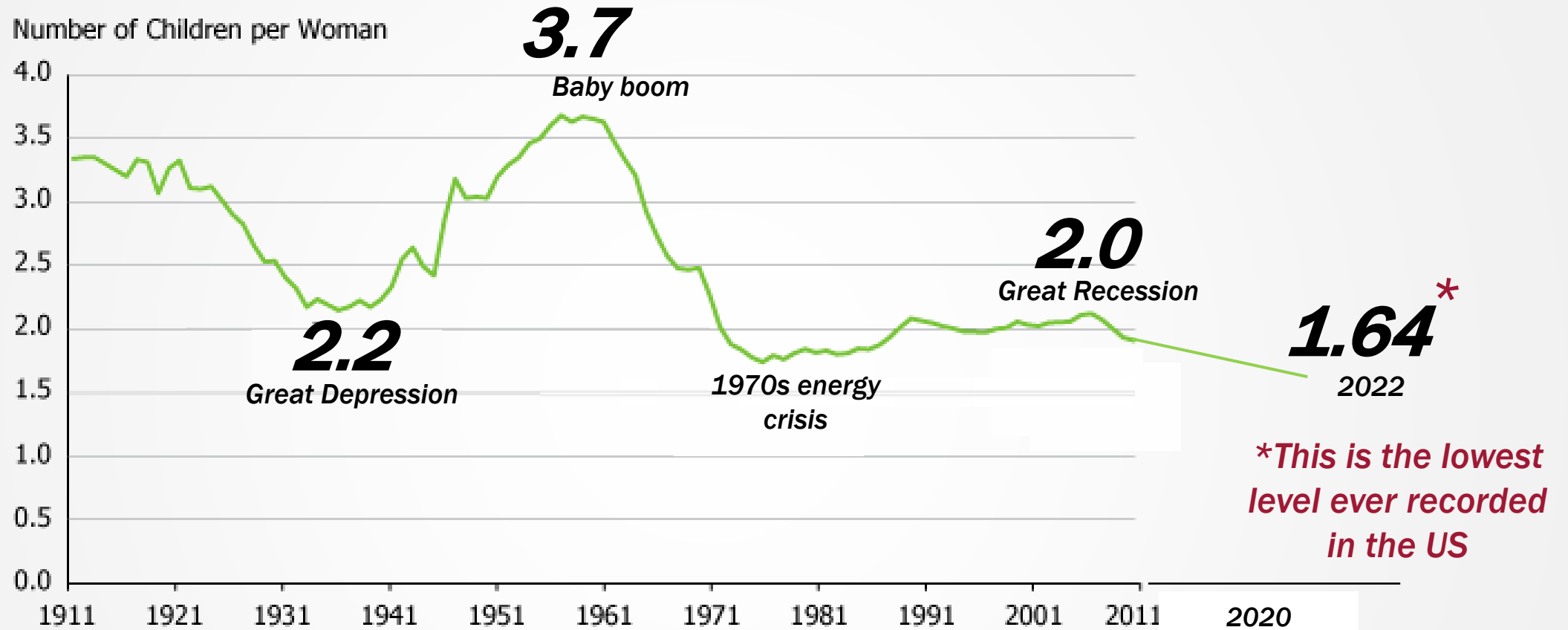
The Population Age Pyramid



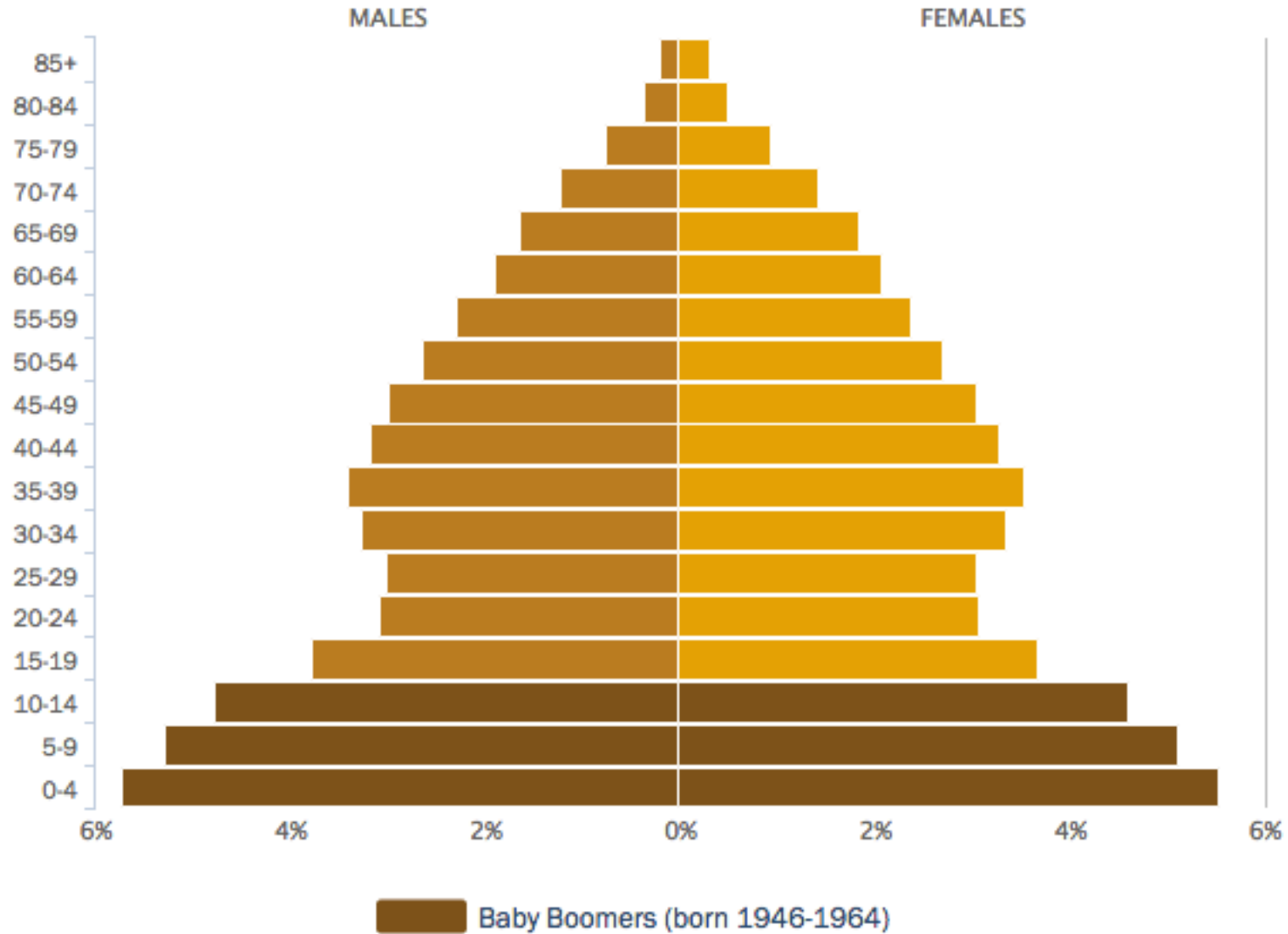
Increasing U.S. life expectancy



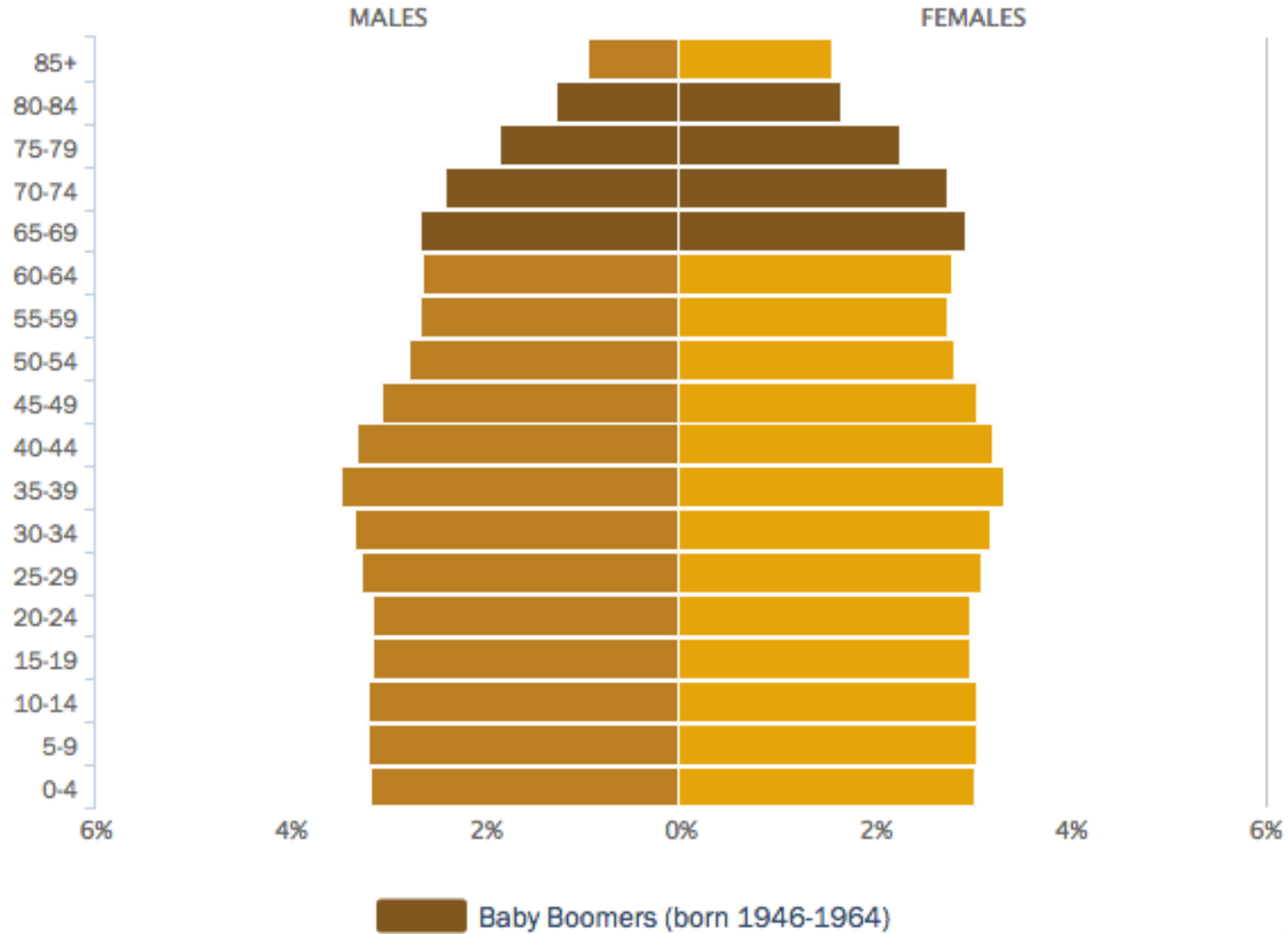
Declining birth rates *Total fertility rate*



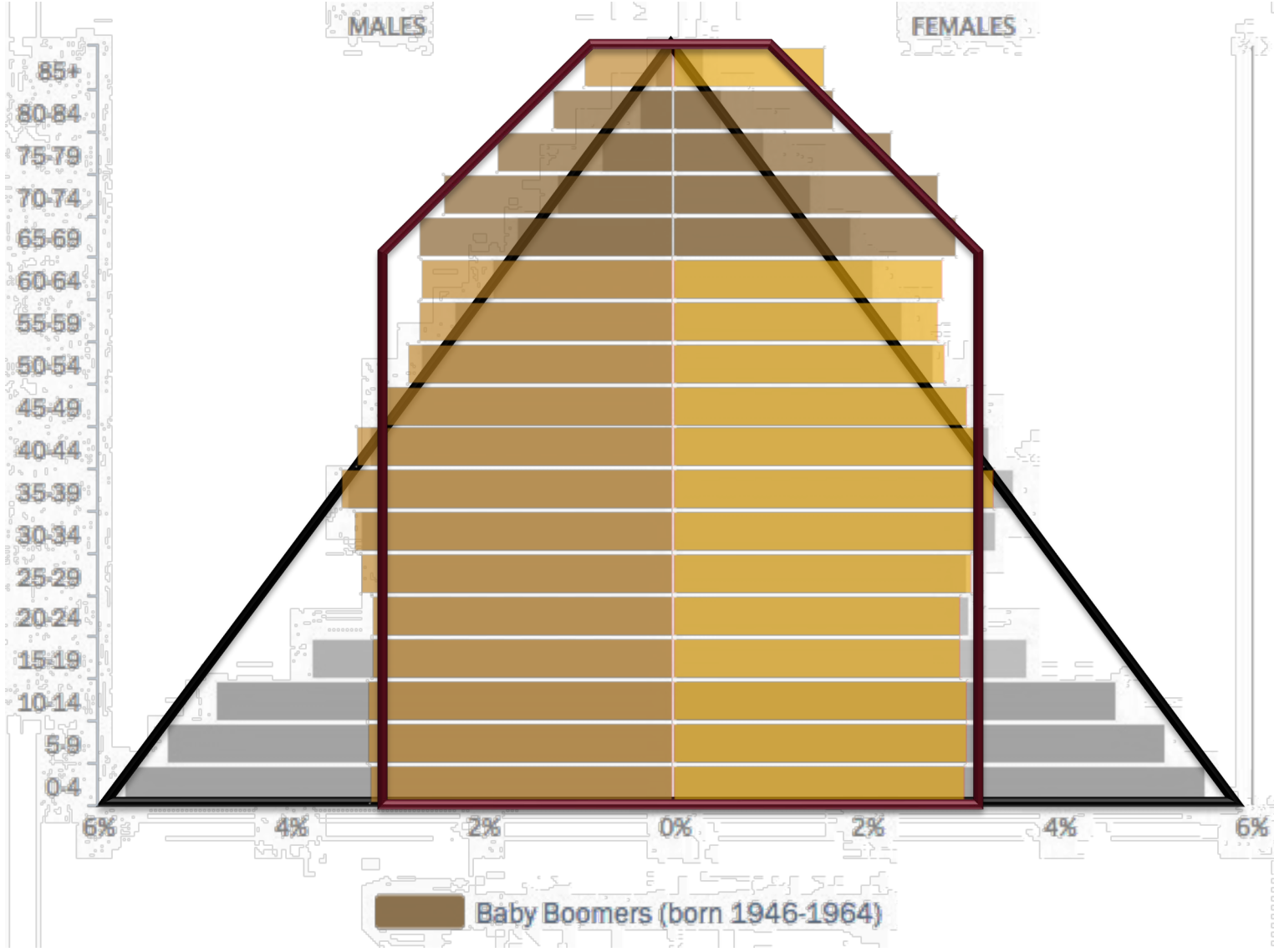
1960



2030

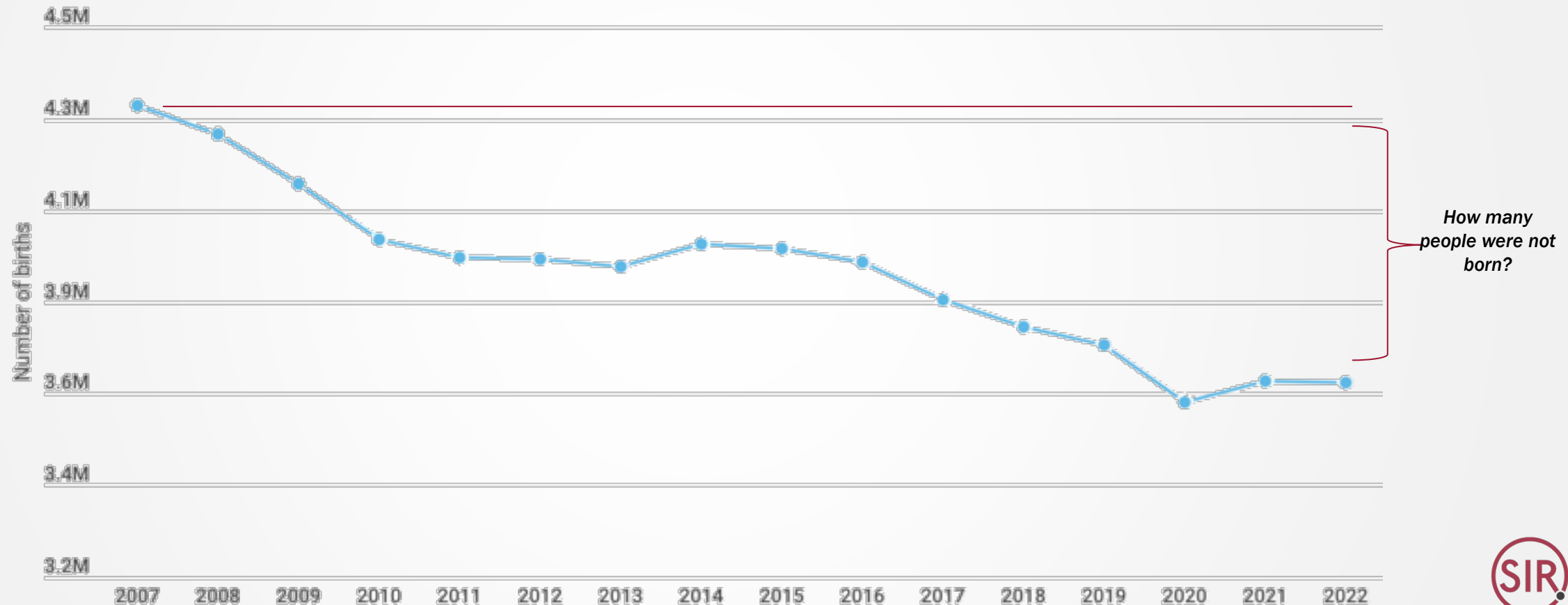


1960 vs. 2030



OMG – Fewer Babies Fewer People

Annual number of births in the United States (2007-2022)



The Population Age Pyramid





Old Age

Midlife

Young Adult

Youth

Workforce: *War for Young Talent*

SHORTAGE



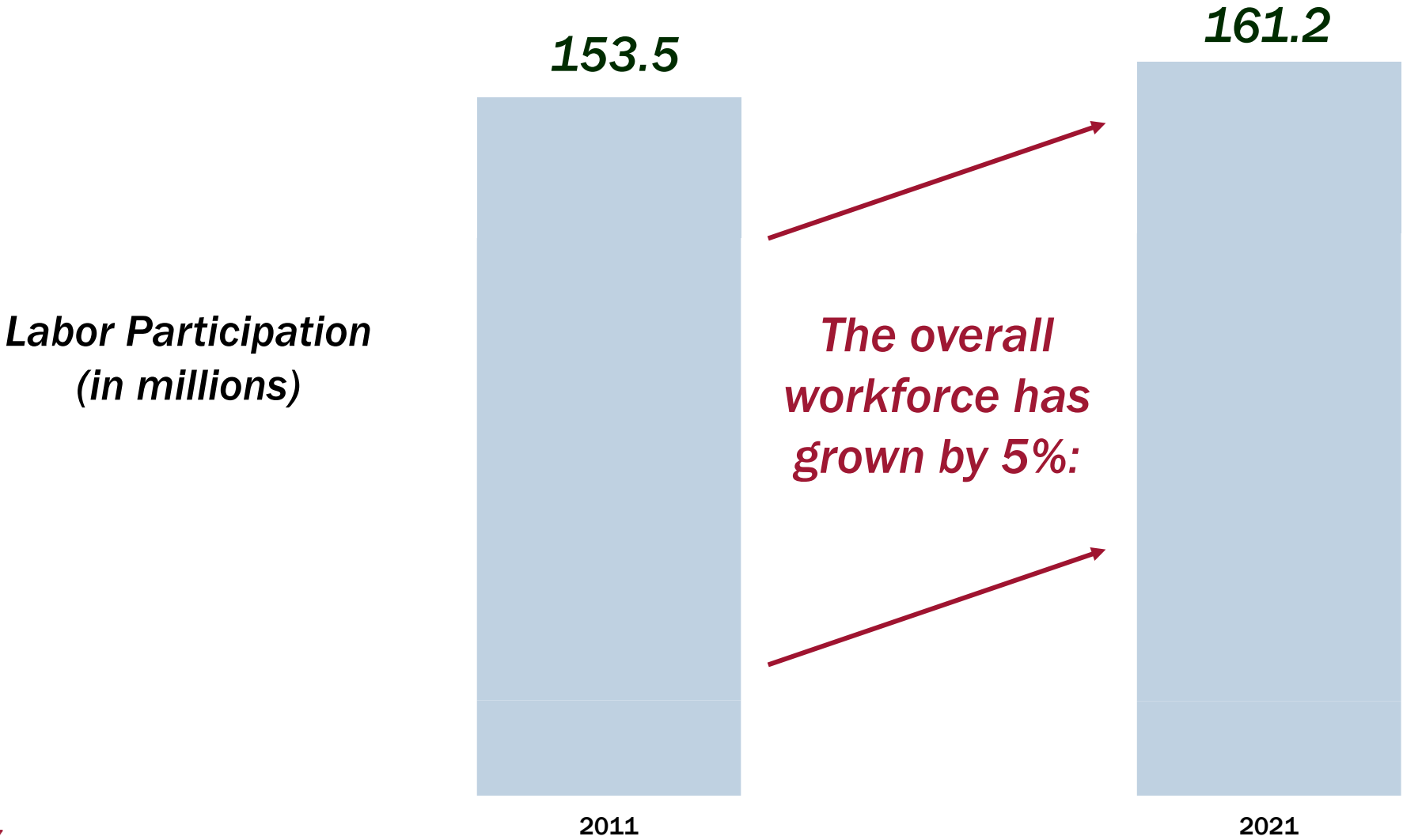
YOUNGER ADULTS

ABUNDANCE

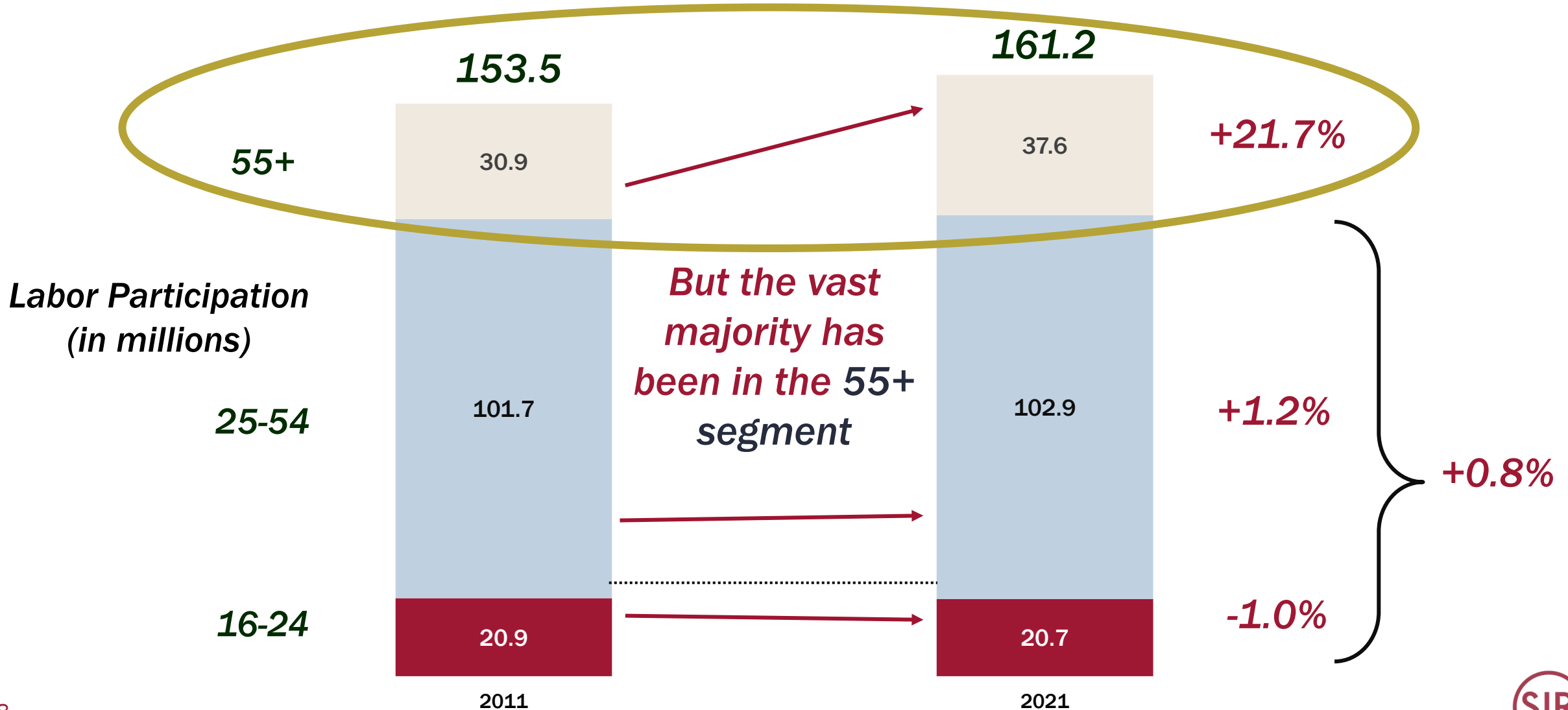


OLDER ADULTS

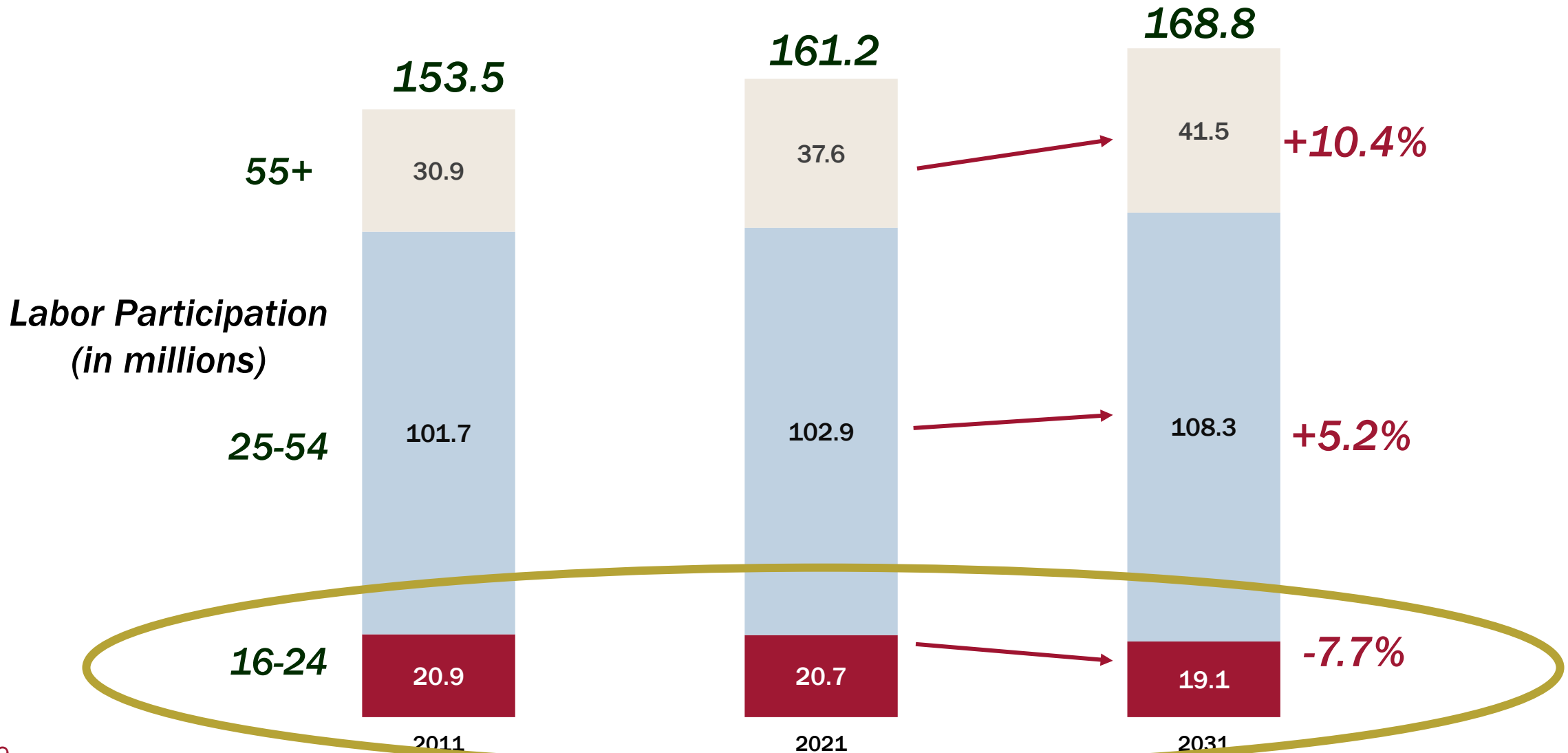
THE LAST DECADE: THE US WORKFORCE STARTS TO FEEL THIS POPULATION SHIFT.



THE LAST DECADE: THE US WORKFORCE STARTS TO FEEL THIS POPULATION SHIFT.



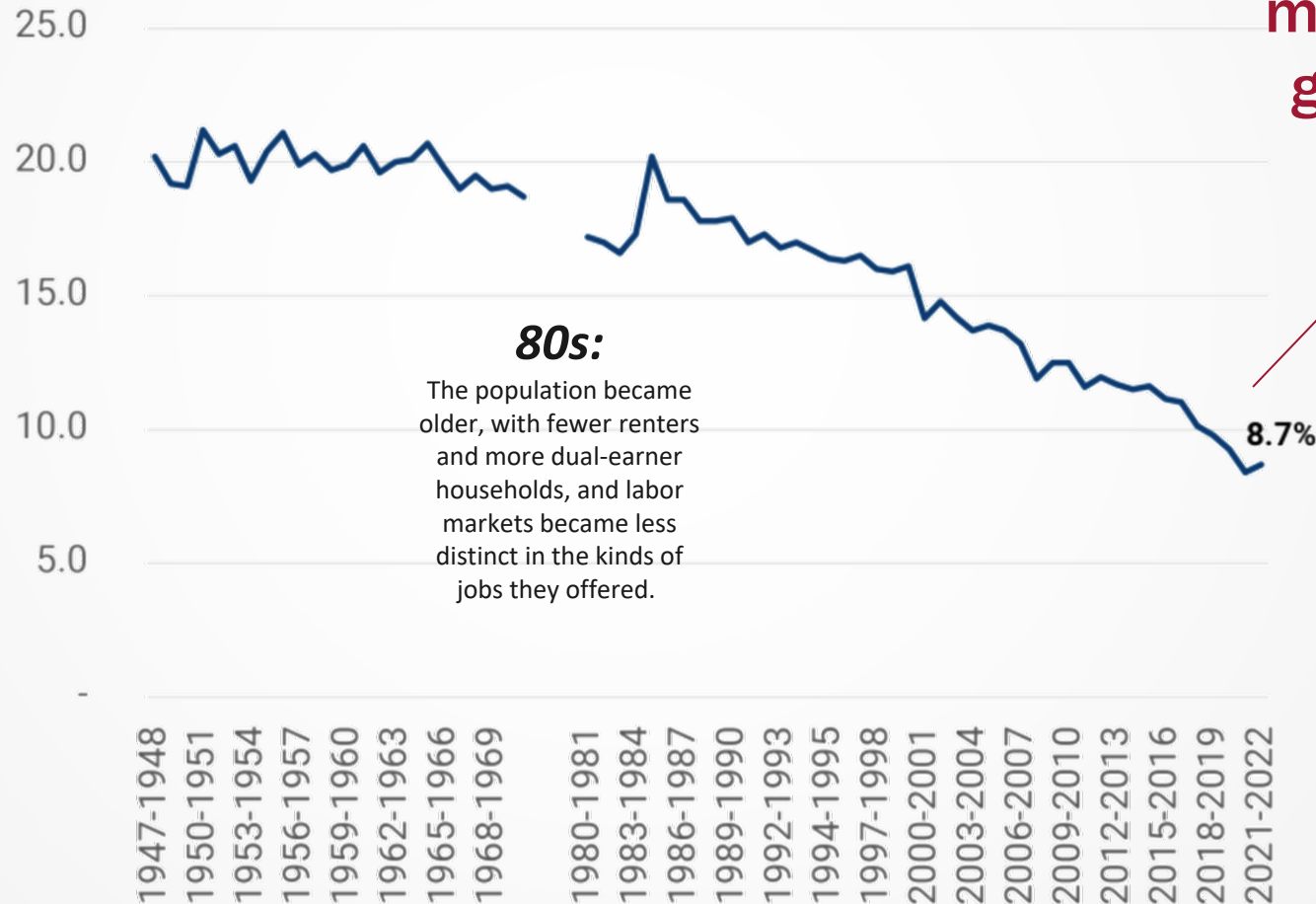
THE NEXT DECADE: THE COMPETITION FOR YOUNG TALENT INTENSIFIES.



Mover Rates are at a Historic Low

These moves reflect all distances, from local to across states, and do not include temporary moves.

Annual migration rates, 1947 to 2022



**Just under 9%
move in any
given year**

50s to 70s

The U.S. population was younger and more likely to rent homes (young people and renters have higher migration rates than older age groups and homeowners). There were also more single-earner households, making it less difficult to move the entire household when that earner found a job elsewhere.

80s:

The population became older, with fewer renters and more dual-earner households, and labor markets became less distinct in the kinds of jobs they offered.

Recent

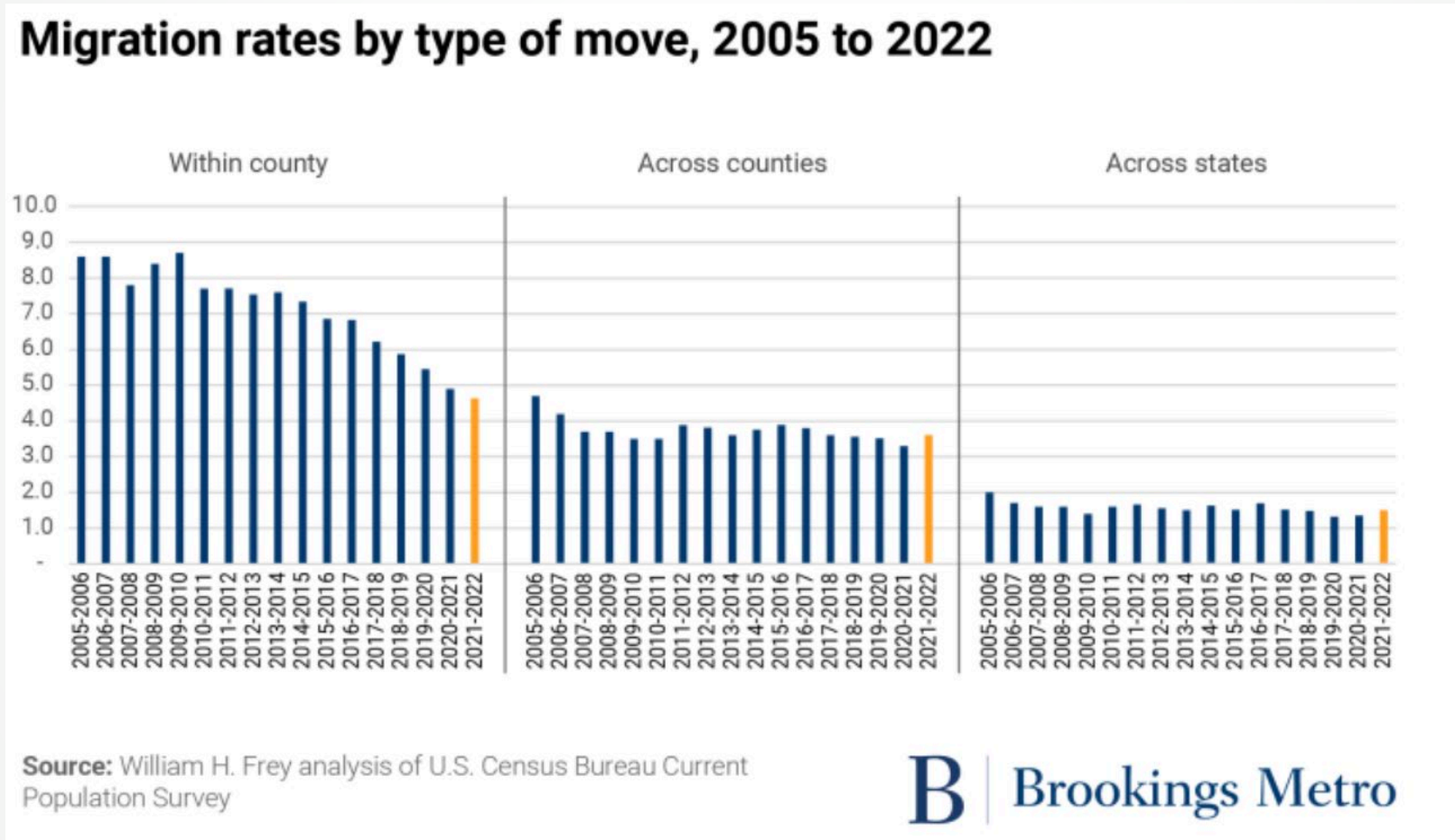
The 2007-09 Great Recession and housing crash pushed migration down even further.

Now the cost of moving is a big challenge.

Source: Brookings



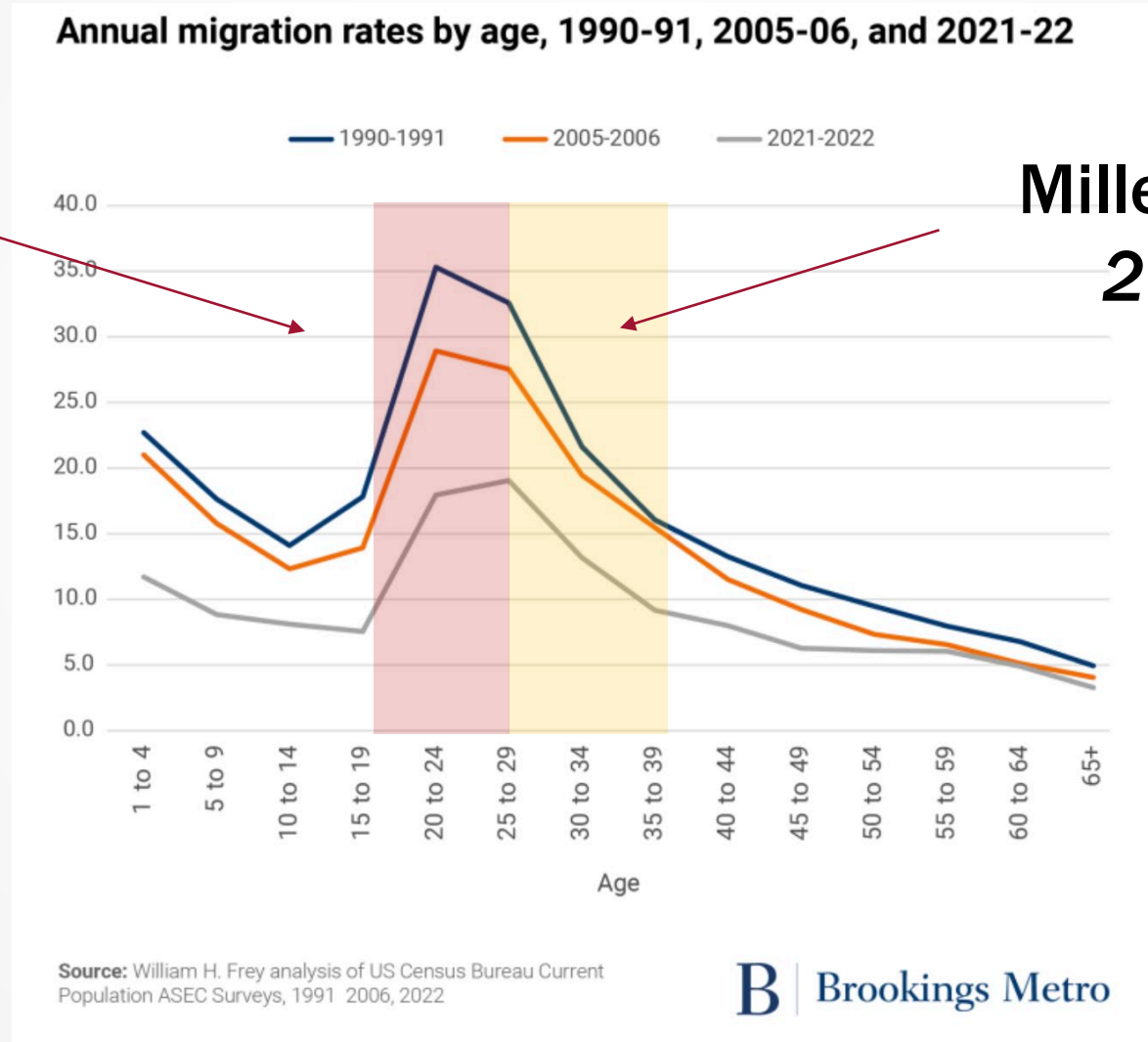
Most Moves are Within a County. Few <2% Across States



Younger People are the Movers

**Gen Z:
20-26**

**Millennials:
27-42**



What Do Younger Generations Want in a Place?

Safety, variety of employment, quality, and affordability of housing top the list

BASICS

	RALEIGH NC	WASH. DC	CHARLOTTE NC	AUSTIN TX	ATLANTA GA	Denver CO
Is safe	89%	87%	86%	91%	81%	90%
Has a variety of employment options	90%	82%	83%	85%	82%	87%
Quality <u>and</u> affordability of housing options	92%	83%	87%	87%	83%	83%
Offers outdoor recreation options	71%	60%	71%	77%	71%	76%
Offers a great food scene	76%	75%	78%	85%	77%	75%
Embraces creativity	59%	55%	58%	69%	59%	64%
Embraces innovation	70%	58%	61%	69%	60%	64%
Is near the mountains	28%	24%	40%	17%	30%	64%
Has access to water	59%	54%	64%	65%	54%	63%
Is bike-able/walkable	46%	50%	41%	43%	44%	61%
Has easy public transportation	42%	66%	40%	47%	46%	60%
Embraces small business/start-ups/entrepreneurship	54%	48%	60%	61%	54%	57%
Higher education options	76%	60%	60%	73%	62%	57%
Is diverse	60%	63%	55%	69%	55%	55%
Urban living environment	47%	59%	51%	60%	46%	53%
Offers an active music scene	51%	36%	46%	53%	49%	49%
Offers an active arts scene	42%	38%	44%	43%	42%	46%
Has rich history	42%	47%	39%	41%	42%	42%

Q20. When you think about a city as a place you'd really want to live, how important are each of the following to you?



Placemaking Attributes

PLACEMAKING

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Raleigh, NC
n = 198

Washington, DC
n = 199

Charlotte, NC
n = 200

Austin, TX
n = 194

Atlanta, GA
n = 204

Denver, CO
n = 195

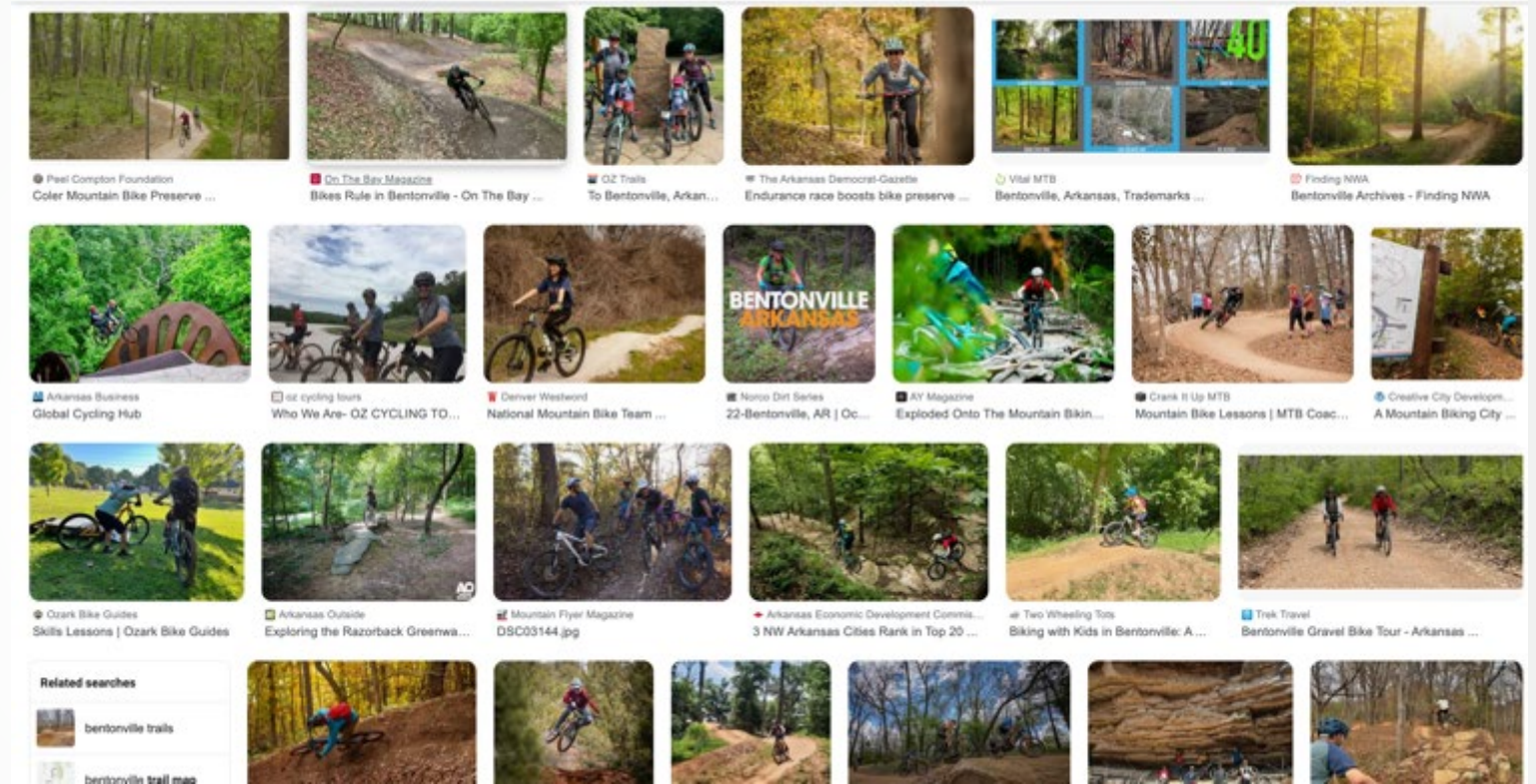
Q20. When you think about a city as a place you'd really want to live, how important are each of the following to you?



Bentonville, Arkansas

The 13th fastest growing region in the country

Trail development is the Number 1 driver of their talent attraction strategy. In 10 years, they have built 200 miles of multi-use trails and 400 miles of dirt trails.



Major U.S. Bike-Walk Trail Routes Are Being Planned



Transamerica Bicycle Trail
(5,000-mile cross-continent cycling route
that ends in Yorktown)

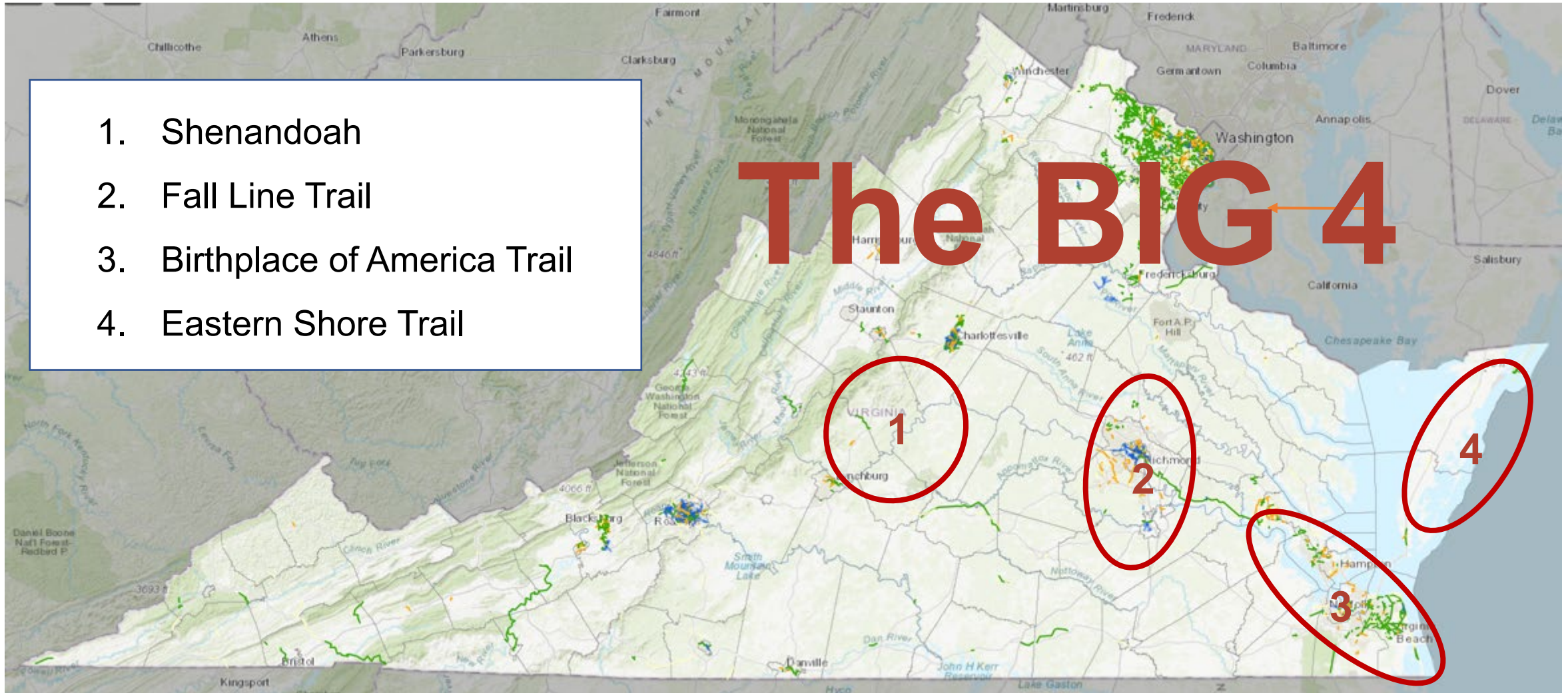


East Coast Greenway
(3,000-mile cycling and walking route
from Maine to Florida)

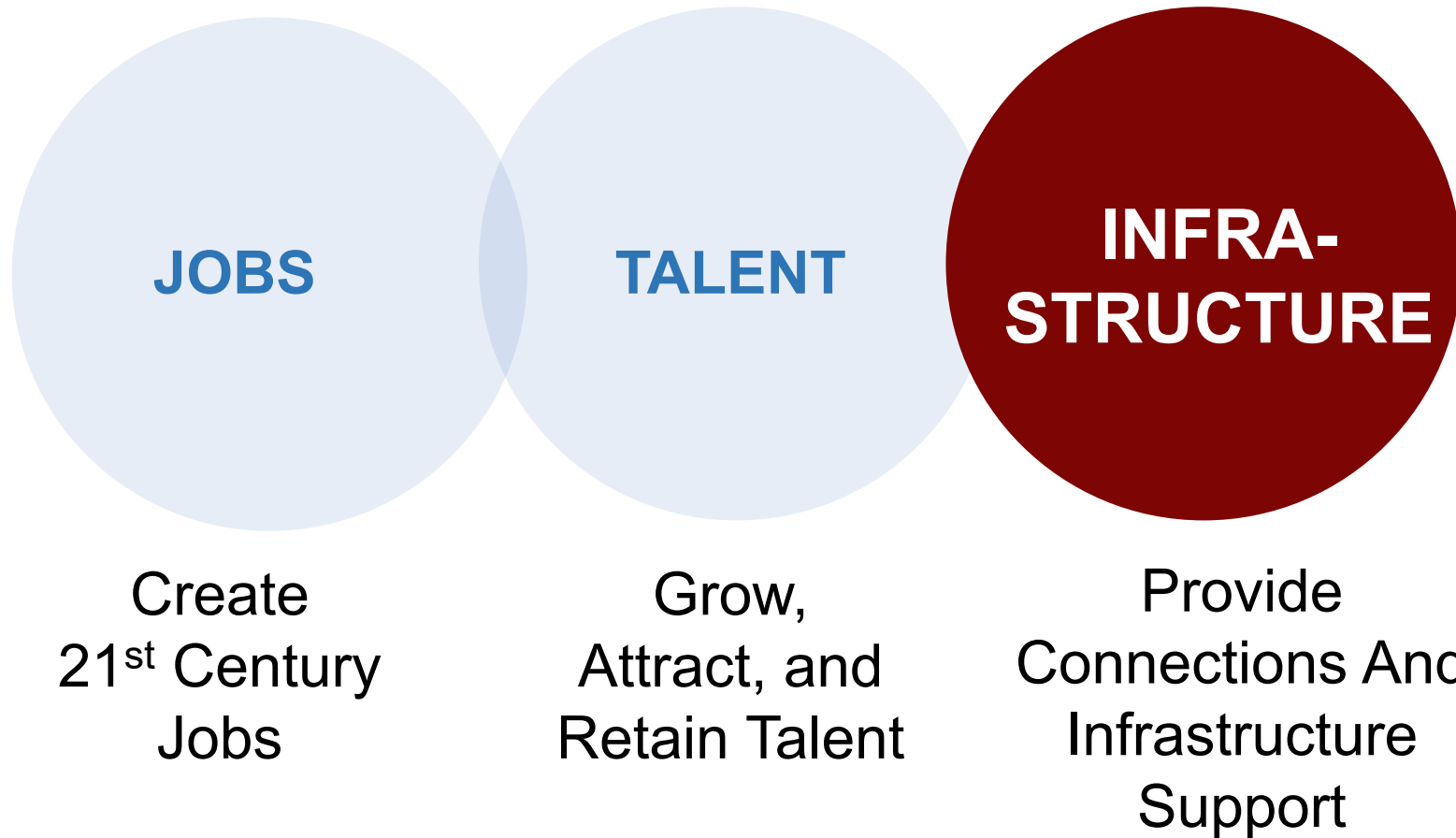
We Need to Advance Our 3 Multi-use Trails

1. Shenandoah
2. Fall Line Trail
3. Birthplace of America Trail
4. Eastern Shore Trail

The BIG 4



What It Will Take: 3 IMPERATIVES



ROADS

TRAILS

RAILS

Richmond Times-Dispatch

Virginia's News Leader | WHERE YOUR STORY LIVES | richmond.com • 53

I-64 widening east of Richmond to start in November

DAVE RESS
Richmond Times-Dispatch

Work is set to begin in November on widening Interstate 64 east of Richmond, with the aim of completing a six-lane superhighway connection to Hampton Roads, said Virginia Department of Transportation Commissioner Stephen Brich.

The aim is to add a third lane in each direction on I-64 in New Kent County and the northern reaches of James City County. The wider highway would connect with the recently widened section of I-64 between Newport News and Williamsburg.

The widening in New Kent and James City, along with the lanes already added between Newport News and Williamsburg and the two new tunnels underway next to the Hampton Roads Bridge-Tunnel, will tackle the chronic traffic jams that frustrate shippers moving cargo between Interstate 95 and port facilities in Hampton Roads.

The first work, east of Richmond, will carve away at the median between mile 205, by the Bottoms Bridge exit, to mile 215, just east of the exit for Route 215 and Providence Forge, Brich told a conference hosted by the RVA757 Connects business group, which seeks to promote economic progress in Richmond and Hampton Roads.

Work on this segment is slated to finish in July 2027 and will cost \$210 million. The cost is coming in below VDOT's estimate of \$273.5 million.

A team of Shilley Contracting and the Dewberry design firm won the contract.

Work on a second segment, between mile 215 and mile 224, which is 4 miles east of the exit for Route 33 and West Point, is set for completion in April 2028. VDOT has estimated it would cost \$244 million.

VDOT will seek bids next spring for the third segment, between miles 224 and 233 — where the already-widened portion of I-64 begins. This portion is expected to be finished in November 2027. VDOT estimates this cost at \$231.8 million.

The budget compromise the General Assembly enacted this year includes \$190 million more for widening I-64 in New Kent and James City counties, while the Central Virginia Transportation Authority, the Richmond regional body that deploys funds from the region's sales and fuel tax surcharges, has committed \$100 million to get started on what is likely to be a \$750 million project when it is completed.

The highway between Newport News and Williamsburg was widened in the same way as is planned for the exit for Route 33 and West Point, by cutting into the median between eastbound and westbound lanes. That often meant using the shoulder as a travel lane.

Business groups in metro



This view shows Interstate 64 near the Bottoms Bridge exit in New Kent County. The first 1-64 widening work will carve away at the median between mile 205, by the Bottoms Bridge exit, to mile 215, just east of the exit for Route 155 and Providence Forge.

regions' economic future. Dave Ress (804) 649-6948 dross@timesdispatch.com

The Virginian-Pilot

Opinion | Sunday, January 21, 2024

Blazing a trail

Walking, biking network would expand travel options in Hampton Roads

The application to connect the cities of Virginia Beach and Norfolk is a bold step toward expanding the regional walking and biking network. The U.S. Department of Transportation announced in December 2023 that it has awarded \$4.9 million to Virginia Beach for its part of such a network.

The federal safe streets and transit grants program is a boon needed to get construction underway and the money will be a hefty one. And it's not a one-time award. The city will receive \$2.5 million annually for the next five years.

When the Virginia Beach Trails connects to other pedestrians and bikers, it will provide a network of 12 miles through the center of the city. The trails will be a mix of paved and unpaved paths, with some sections paved by the city that was recently completed. The Tidewater Trail, the new pathway will connect to existing trails that run along Norfolk Avenue between Lindbeck Road and Pacific Avenue at the waterfront.

The grant money will get underway in the first segment of the project, a 3-mile, 10-foot-wide stretch from the new Oceanfront Center — a retail, dining, entertainment and lodging center in the heart of Virginia Beach.



Construction of a segment of the Virginia Beach Trails. The new 10-foot-wide path is located in the heart of the city near the Oceanfront Center.

Anyone who has tried to walk from a nearby parking lot to a local business will know why it's difficult. The federal money is designed to "reconnect" them by creating a network of trails that connect people to their destinations. The trails will be a mix of paved and unpaved paths, with some sections paved by the city that was recently completed. The Tidewater Trail, the new pathway will connect to existing trails that run along Norfolk Avenue between Lindbeck Road and Pacific Avenue at the waterfront.

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Issues | Industries | Regions | Reports | Company News | Opinion | Lists | Awards/Events

Virginia 500

News > Industries > Transportation > Raleigh-to-Richmond rail project receives \$1B federal grant

Raleigh-to-Richmond rail project receives \$1B federal grant

Project would open 162-mile passenger route

PUBLISHED DECEMBER 6, 2023 BY KATHERINE SCHULTE

A passenger rail route between Raleigh, North Carolina, and Richmond will receive a \$1 billion U.S. Department of Transportation grant, U.S. Sen. Thom Tillis, R-North Carolina, announced Tuesday.



Main Street Station in Richmond. Photo courtesy Virginia Passenger & Rail Authority.

The approximate 162-mile route will be...



Moving Forward: 2024

Update on Our Committee Work (Document #4)

Update on Our Initiatives (Document #3)

Update On Committees

Meeting Document #4



Document #4:

Committee Update Reports

As of February 13, 2024

Executive Committee

- The Executive Committee plans to meet a total of seven times in 2024. The EC had met weekly in the first year of the organization's life, twice a month the second year, and monthly in 2023.
- The 2024 meetings are scheduled for the second Wednesdays of certain months from 11:30 a.m. to 1 p.m. The upcoming dates are May 8, June 12, September 11, November 13, and December 11. (The March 13 meeting time will remain the same – from 8 a.m. to 9:30 a.m.)
- The Executive Committee has asked the Governance & Nominations Committee to explore the EC's composition.
- The Executive Committee also would like the organization to expand some of its board committees including to have a Communications Committee and an Audit Committee.
- The EC will continue to manage the organization's budget, project priorities, and RVA757 Connects' staff.

Governance & Nominations Committee

- The Committee is reviewing the composition of the Executive Committee for 2024 and beyond. Anyone on the board interested in serving on the Executive Committee, please reach out to Sarah Jane Kirkland, Moses Foster, or John W. Martin.
- The Committee, with help from the staff, will create in 2024 an Operations handbook (this follows the Employee Handbook that was created in 2023).
- The Committee will continue to identify potential new board members, including representatives from the Eastern Shore.

Development Committee

- All 2023 pledges have been received except one individual pledge.
- Invoices will be sent out by the end of the first quarter to directors who are still operating under their three-year pledge commitment.
- The Committee also will work to secure 2024-26 pledges from about one-third of our donor base who have reached the end of their first three-year cycle.

Governance & Nominations

The Governance & Nominations Committee is examining the composition of the Executive Committee, recruiting for the remaining open board seats, and crafting an operations manual for the organization.

Development Committee

The Development Committee is overseeing 2024 pledge invoicing, asking directors who are finishing their initial 3-year pledge to recommit for another 3-year cycle, and exploring additional sources of funding through grants and initiatives like the Global Internet Hub implementation plan.

NEW Communications Committee

A Communications Committee is being created. Part of the Committee's work will be to create a Speakers Bureau to continue to get the word out about RVA757 Connects.

NEW Audit Committee

The EC has endorsed the idea of establishing an audit committee. This committee's purpose will be to review the financial reporting process and financial statements of RVA757 Connects including the IRS Form 990 and year-end financial statements. The audit committee will provide an added oversight in keeping with RVA757 Connects' quest to follow best practices of nonprofit organizations.

Anyone interested in serving on
Committees, please reach out to us.

Update On Initiatives

Meeting Document #3



Document #3:

Updates on RVA757 Connects Initiatives

As of February 15, 2024

2024 is off to another exciting year for the I-64 Innovation Corridor. Here's an update of what we have been doing for the first 45 days of the New Year:

Global Internet Hub:

Implementing the Global Internet Hub Strategic Plan is RVA757 Connects' Board's top priority initiative. We have now transitioned from planning to implementation. Here's what we've been up to:

- o **Implementation Action Plan:** We have a detailed implementation action plan tracking report on each of the 10 Global Internet Hub Strategic Plan initiatives. We keep this document updated on an ongoing basis. You can access the latest version of Implementation Action Plan on the Documents Portal on the RVA757 Connects website [here](#).
- o **Global Internet Hub Council:** The Global Internet Hub Council continues to meet on a monthly basis. Recall, this is the original investor group who provided matching funds for the GO Virginia grant that funded the creation of the plan. Two Council meetings have been held so far in 2024 to advance the drive the Plan's 10 strategies.

Council members are funding the Global Internet Hub-related work in 2024. Funders include Hampton Roads Community Foundation, Henrico, Virginia Beach, Dragonfli Group, Pixel Factory, Old Dominion University, CarMax, and Dominion Energy. \$119,000 has been contributed to date.

Currently, the Global Internet Hub Council is part of RVA757 Connects, working as a committee.

Part of the Council's 2024 work is to create a plan to shift the Council into a larger Richmond-Hampton Roads digital infrastructure trade group or association.

- o **Consultant Hired:** The Global Internet Hub Council has hired Vinay Nagpal of InterGlobix as a consultant to help with implementing key parts of the Global Internet Hub Plan.

... RVA757connects.com

IGNITING
THE I-64
INNOVATION
CORRIDOR

Global Internet Hub Council Monthly Meetings

Updated Sheet in the Documents Portal



Members:

- Dominion Energy
- Henrico
- Virginia Beach
- ODU
- Dragonfli Group
- Pixel Factory
- Hampton Roads Alliance
- Greater Richmond Partnership
- CarMax

Strategic Imperative	Lead Org.	Action Framework	Immediate Next Steps
1. Global Internet Hub: Establish a Global Internet Hub Council	GIH Council RVA757 Connects	<ul style="list-style-type: none"> • Turn the Steering Committee into GIH Council. 	<ul style="list-style-type: none"> • Send letters of requests for support.
2. Local Stakeholder Awareness: Through outreach and education, increase awareness, familiarity, and support among local stakeholders in the I-64 Innovation Corridor for digital infrastructure development.	GIH Council RVA757 Connects	<ul style="list-style-type: none"> • Create a presentation deck and handout (map) to explain the essence of a GIH (completed). • Make presentations to local governments, business organizations, and other stakeholders with the plan as a handout. • Long-term: explore certification programs 	<ul style="list-style-type: none"> • Briefing Presentations made to Virginia Beach, Suffolk, and General Assembly Technology Committee. • After the November 7 election, reach out to all jurisdiction in I-64 Innovation Corridor to schedule briefings.
3. Global Investor Awareness: 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. Attract additional international subsea cables.	Hampton Roads Alliance Greater Richmond Partnership RVA757 Connects	<ul style="list-style-type: none"> • Maintain and update the Global Internet Hub website. • Place an Executive Summary map of the I-64 Innovation Corridor's digital assets along with the Strategic Plan's highlights in global trade publications. • Create a roadshow presentation about the I-64 Innovation Corridor as a GIH for state and local economic development agencies to use as appropriate. • Starting in 2024, attend and present at the most important GIH international events. 	<ul style="list-style-type: none"> • Review consulting proposal by Vinay Naggal • Review map insert proposal by InterGlobix magazine.
4. Terrestrial Networks: Support the growth of robust local internet networks and routes connecting other hub markets.	GIH Council RVA757 Connects	<ul style="list-style-type: none"> • Have the GIH Council create a comprehensive inventory of established and planned networks. • Put this annual inventory on the globalinternet.org website. 	<ul style="list-style-type: none"> • Create the inventory. Share with the terrestrial network industry for confirmation.
5. Subsea Cables: Attract additional international subsea cables 5A Secure additional landing sites 5B Diversify Cable Landing Stations 5C Work on no-anchor protection zone	Virginia Beach Hampton Roads Alliance RVA757 Connects	<ul style="list-style-type: none"> • Planning and building subsea cables takes 6-8 years. Now is the time to influence the next 10-12 cables needed for the East Coast. • Advance Virginia's shoreline as an opportunity for more subsea cable landings. 	<ul style="list-style-type: none"> • Package this opportunity in a PowerPoint deck (TeleGeography is standing by to assist) • Approach investors and operators • Work with appropriate parties to accelerate the adoption of a no-anchor protection zone
6. Data Centers: Support the growth of data centers.	Hampton Roads Alliance Greater Richmond Partnership Virginia Beach Henrico County	<ul style="list-style-type: none"> • Now is the time to support data center growth given Amazon's announcement and NOVA's Issues. • Support local and regional economic development organizations in inventorying and packaging viable data center sites in the I-64 Innovation Corridor. • Work to repeal the 2035 sunset law for state tax incentives for data centers. This tax will come back in 2035 unless it is eliminated. 	<ul style="list-style-type: none"> • Review Alliance's top site study. • Finalize the decision on site certification plan and funding source - GO Virginia or the state's site-ready budget • Formulate an advocacy plan with VEDP to repeal the 2035 sunset law

Monday, February 19 – House Communications, Technology, and Innovation Committee



House committee looks beyond data centers to Virginia's high-tech future

RADIO IQ | By **Brad Kutner**
Published February 19, 2024 at 4:57 PM EST



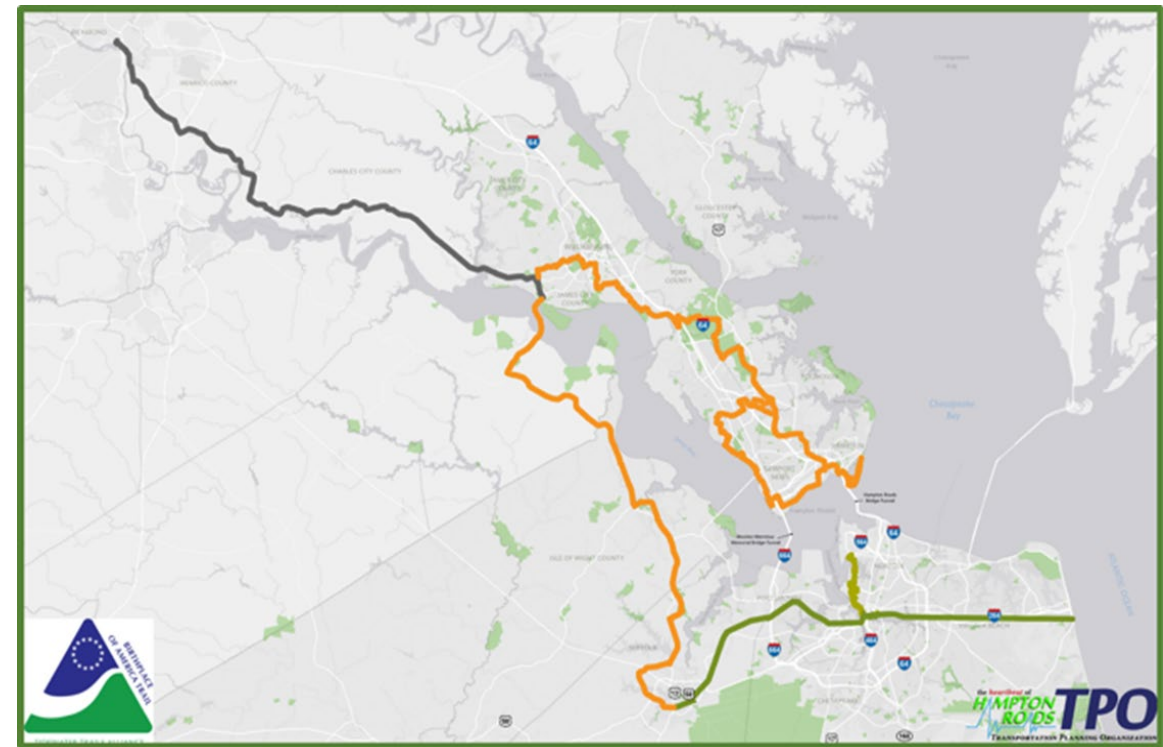
▶ LISTEN • 1:24



“When you look across the country at jurisdictions with mature digital infrastructure, they’re growing fast in GDP and tech workers, and that correlation is so important,” Martin said —suggesting cities like Denver, Portland and Seattle were already ahead of the curve in planning their digital infrastructure dominance. “How do we catch them,” he asked.

February 6, 2024 – Tidewater Trails Alliance Board Meeting

Birthplace of America Trail (BoAT)



Strategic Imperatives to Drive Success

Strategy



- Positioning
- Champions
- Partners
- Funding Strategy

Naming



- Clear
- Adds Value
- Inclusive



Arrive at
Optimal
Winning Name

Messaging



- Economic Development
- Talent Retention & Attraction
- Travel & Tourism
- Serves Underserved Communities
- Healthy Lifestyles
- Cultural Bridge
- Connects to National Trail Movement
- Legacy Benefit to America 2026 Anniversary

Outreach

- Map
- Modern Website
- Overview video
- Concept Visioning Paper
- Outreach / Funding Campaign
- More Earned Media

Q&As

Discussion and Suggestions

RVA757 Connects Focus and Operations



II. PCs For People



We Are All Working On Making Our Megaregion A Global Internet Hub

www.GlobalInternetHub.com



www.RVA757Connects.com

VIRGINIA'S I-64 INNOVATION CORRIDOR: RICHMOND REGION AND HAMPTON ROADS

The World's Next Global Internet Hub

1 Strategic Assets

2 Subsea Cable Landing

3 Regional Assets

4 Strategic Assets

5 Strategic Assets

6 Network Edge

7 Strategic Assets

10 Largest Global Internet Hubs

- Frankfurt
- Singapore
- London
- Amsterdam
- Paris
- Hong Kong
- Marseille
- Stockholm
- Miami
- Vienna

Subsea Cables Landing at Virginia Beach

Cybersecurity Expertise

Virginia's I-64 Innovation Corridor Digital Assets

The Megaregion's Educational Assets

Megaregion Digital Infrastructure Providers

At the very first 60-plus person Global Internet Hub Strategic Steering Committee meeting with representatives from the Hampton Roads and Richmond regions, a profound question was asked ...

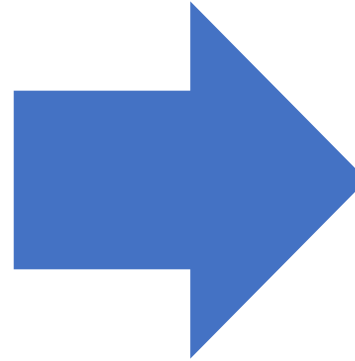


***“Why does the world need
another Global Internet Hub?”***

Dr. Hakim J. Lucas
President, Virginia Union University



Tuesday, May 2 - Thursday, May 4, 2023

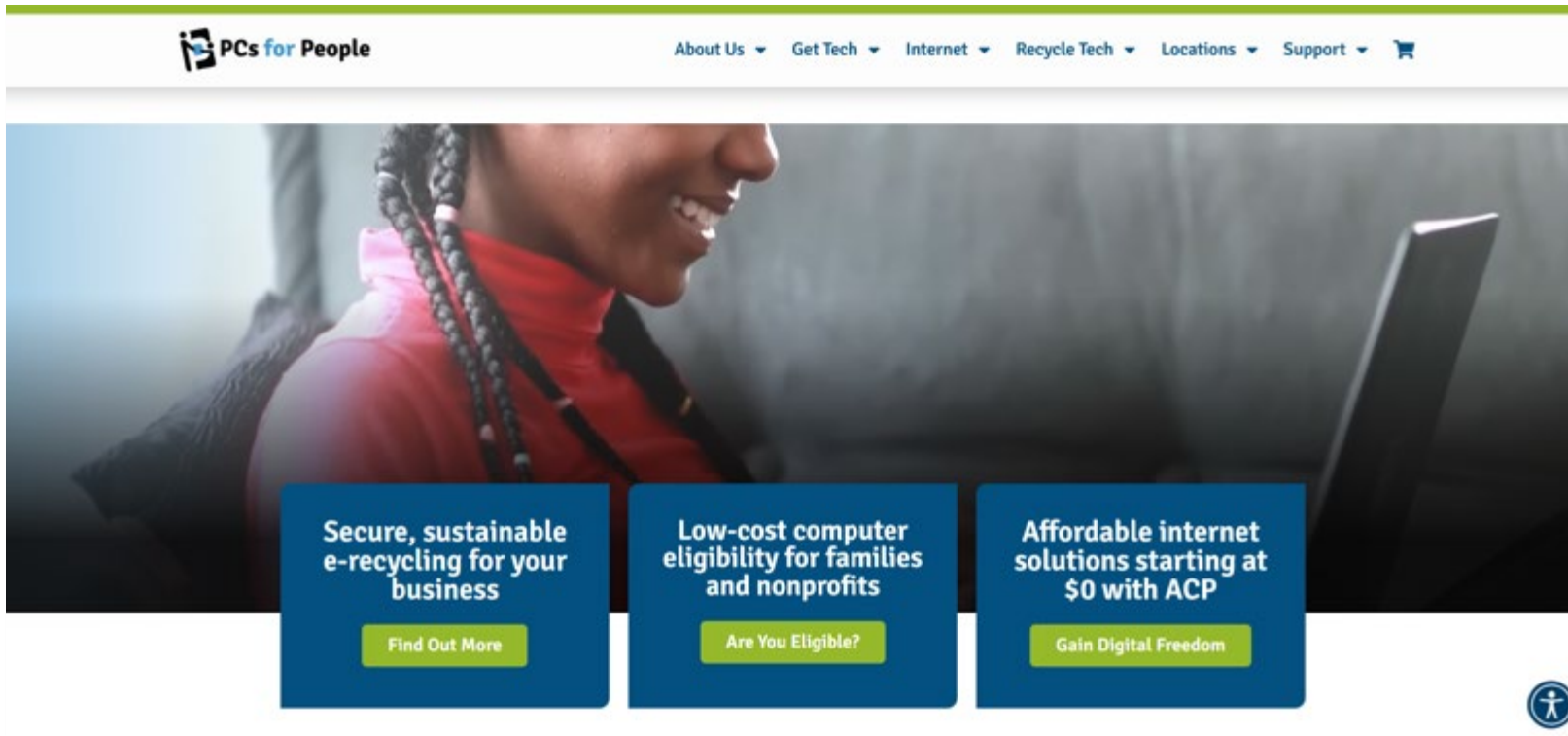


*Bernard Robinson, Sr. , Brian Anderson, and John Martin asked . . .
“Is this an opportunity to help thousands of underserved people in Richmond and Hampton Roads region benefit from first-time personal computer ownership, free computer use training, and low-cost internet access.”*

Overview of PCs for People



PCs for People is a national nonprofit social enterprise working to get low-cost quality computers and internet into the homes of individuals, families, and nonprofits with low income.



PCs for People is Located in 10 Large U.S. Cities

The Organization is seeking More Location



pcsforpeople

- PCs for People is a national nonprofit social enterprise working to get low-cost quality computers, computer use proficiency, and high-speed internet into the homes of individuals, families, and nonprofits with low income.
- Over the past decade, PCs for People has developed a proven model that now delivers impressive results in closing the digital divide in ten U.S. cities. The organization is seeking to expand into 8 more cities.



The Impact PCs for People Makes



PCs for People across 10 cities has:

- Distributed 260,000 computers
- Connected 92,000 households to the internet
- Recycled 13,000,000 pounds of technology
- Helped people have a better life: PCs for People increases the average household income of its participants **by 15%**

How PCs for People Operates



- Businesses donate their old computers.
- PCs for People picks up the old computers at the donating business's location.
- PCs for People wipes the hard drives and refurbish the computers.
- The refurbished computers are sold to eligible individuals, businesses, and nonprofits at a very low price.

Refurbished desktops and laptop computers for \$80. Lowest income qualify for free

- PCs for People operates free computer literacy help desks and classes around the region to help people become computer literate.
- PCs for People provide free to low cost Internet service.
- All non-reusable waste is recycled and never sees a landfill.

An Initial \$800K Start-up Investment is Needed

- The national PCs for People organization is a non-profit supplying intellectual “how to” startup and ongoing support... think “franchise model,” but it isn’t a real franchise. There are no local owners.
- PCs for People national is a non-profit. Local locations are set up as non-profits, too but all report up to the national LLC.
- The PCs for People concept requires \$800K in total investment to start up a new location. Funds are used for all local start-up needs:
 - Equity for the purchase of the refurbishment warehouse building.
 - Buildout of secure space.
 - Purchase of a few trucks.
 - Initial staff salaries.
- The break-even point is 2.5 years.
- 100% of the local financial surplus after the start-up is reinvested in the local growth of the operation.

PCs for People Provides a Proven Model

The success of 10 locations



PCs for People national organization provides each new region:

- A step-by-step playbook.
- An experienced PCs for People manager who comes to the new market to provide onsite guidance.
- Branding materials.
- Marketing sales materials.
- They get the space, buy the trucks, create relationships with companies, etc.
- They support small niche refurbishers who may already be in a market like Tech4Troops

PCs for People Needs a Sizable Market (2M+) for its Business Model to Work.



Current Locations:

- Atlanta, GA, MSA – 6 million
- Baltimore, MD, MSA – 2.8 million
- Cleveland, OH, MSA – 2 million
- Cook County, IL, MSA – 5.2 million
- Denver, CO, MSA – 2.9 million
- Greater St. Louis, MO, MSA (Belleville, IL) – 2.8 million
- Kansas City, MO, MSA – 2.1 million
- Philadelphia, PA, MSA – 6.2 million
- St. Paul, MN, MSA – 3.6 million

PCs for People's business model calls for a market of 2 million plus residents



2M+ population has the number of businesses that will become denoting partners

2M+ population has a sizable underserved population segment:

National average - 13% poverty

$2 \text{ million} \times 13\% = 260\text{K}$ underserved people

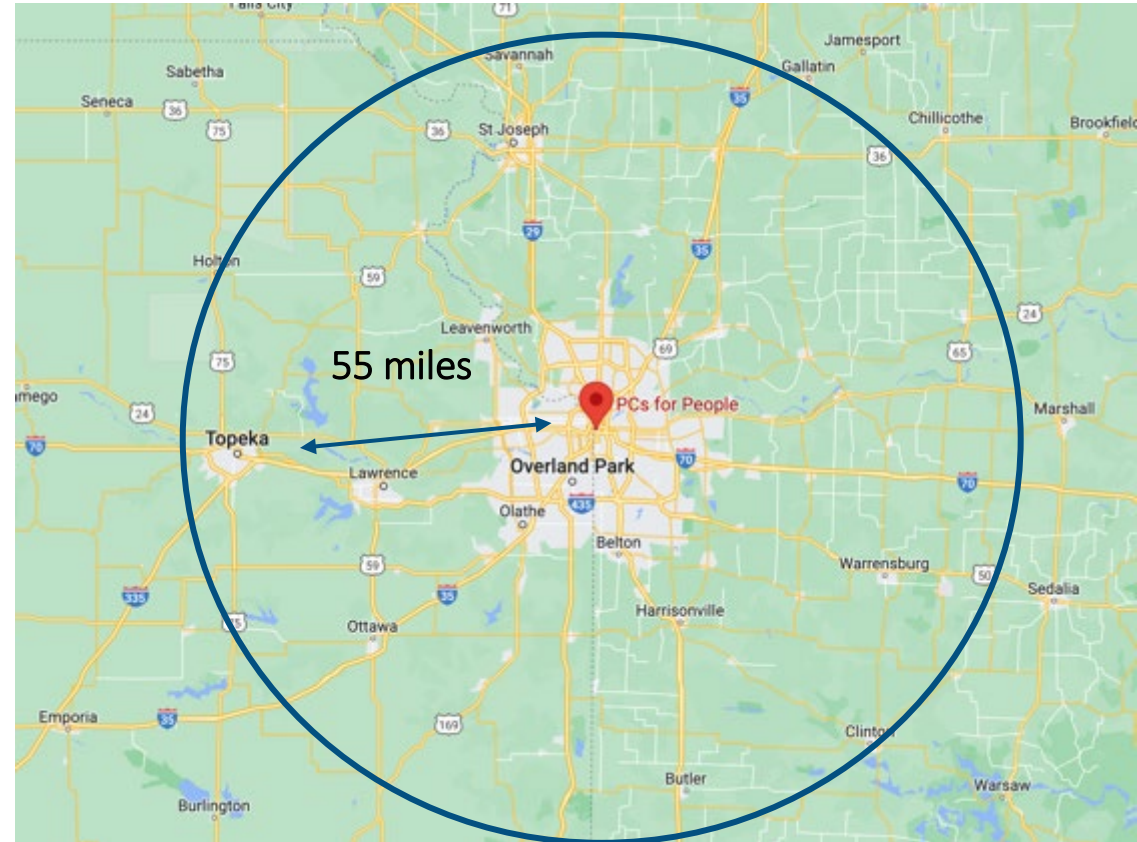
$260\text{K} \times 41\%$ estimated without computers = about 100,000

PCs for People Optimal Market has a 120-mile diameter service area.



PCs for People local service area is a 120-mile diameter with the central warehouse refurbishing located in the center. PCs for People trucks pick up computers from businesses that fall within this radius.

PCs for People Kansas City Location



120 miles

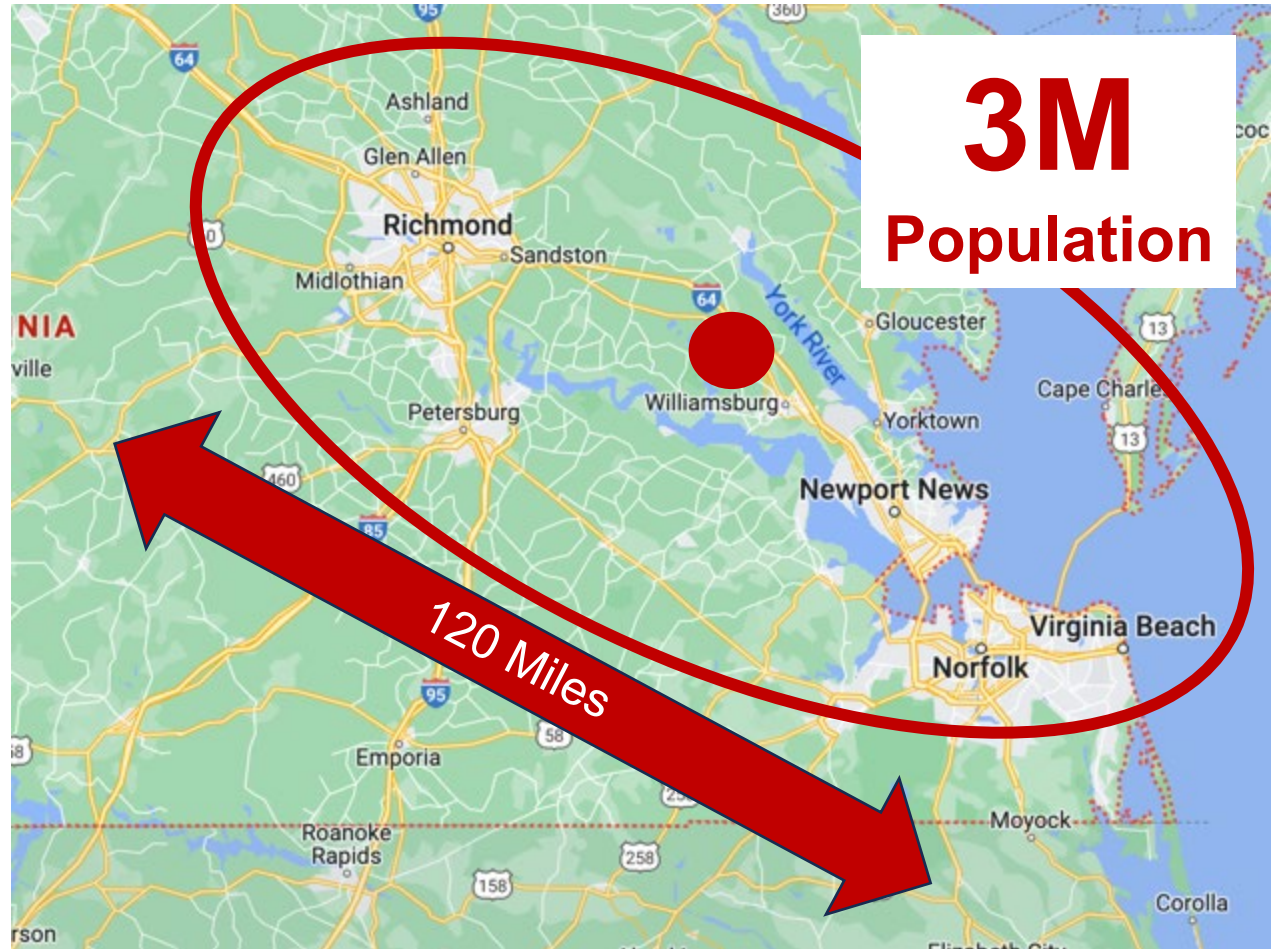
Richmond-Hampton Roads Partnership Can Make This Work



Richmond Region Pop:
1.3 million

Hampton Roads Region Pop:
1.7 million

Richmond-Hampton
Roads Region Pop:
3.0 million





“Why does the world need another Global Internet Hub?”

Dr. Hakim J. Lucas

President, Virginia Union University

Our answer: *Through thoughtful digital infrastructure innovation, investment, and education (The GIH Plan), we can end America’s digital divide right here in the I-64 Innovation Corridor.*

PCs For People Can Be The Soul of the GIH Cause

*There are ~400K people in poverty
across the Richmond region and Hampton Roads.
41% people in poverty don't have computers * . . .
. . . can't afford one . . . don't know how to set one up . . .
don't know how to use a computer . . .
can't afford internet service.*

*Pew Research

Next Steps

- Hold introductory meeting with PCs For People founder and CEO with potential business participants
 - Richmond Region
 - Williamsburg
 - Hampton Roads
- Hold introductory meeting with PCs For People with potential investors – targeting foundations

RVA757 Connects' role: The Convener

We will have nothing to do with the running of PCs for People

Q&As and Open Discussion About PCs For People



III. Featured Topic: Legislative Matters

Ross Grogg
Chris Llyod
Dr. Robert (Bob) Holsworth
(60 minutes)



Legislative Matters – 60 Minutes



Ross Grogg
Kemper Consulting

RVA757 Connects EC
Member

RVA757 Connects
C0-Chair, Government
Relations



Chris Llyod
McGuireWoods
Consulting

RVA757 Connects EC
Member

RVA757 Connects
C0-Chair, Government
Relations



Dr. Robert (Bob) Holsworth
DecideSmart

RVA757 Connects EC
Member

**The New General Assembly 2024
Composition and Influence of the
I-64 Innovation Corridor –
Ross Grogg**

Our Political Might – Let's Do The Numbers



Legislators

Committee Chairs

Subcommittee Chairs

Budget Conferee

Appropriators

Leadership

Comparative Look At Regions: 2024



	Richmond Region (RVA)
Legislators	24
Committee Chairs	2
Subcommittee Chairs	5
Budget Conferee	NA
Appropriators	7
Leadership	1

Comparative Look At Regions: 2024



	Richmond Region (RVA)	Hampton Roads Region (757)
Legislators	24	28
Committee Chairs	2	6
Subcommittee Chairs	5	12
Budget Conferee	NA	NA
Appropriators	7	6
Leadership	1	3

Comparative Look At Regions: 2024



	Richmond Region (RVA)	Hampton Roads Region (757)		Combined: Richmond and Hampton Roads
Legislators	24	28		52
Committee Chairs	2	6		8
Subcommittee Chairs	5	12		17
Budget Conferee	NA	NA		NA
Appropriators	7	6		13
Leadership	1	3		4

Comparative Look At Regions: 2024 vs 2022



	Richmond Region (RVA)	Hampton Roads Region (757)		Combined '24: Richmond and Hampton Roads	Combined '22: Richmond and Hampton Roads
Legislators	24	28		52	52
Committee Chairs	2	6		8	10
Subcommittee Chairs	5	12		17	22
Budget Conferee	NA	NA		NA	6
Appropriators	7	6		13	12
Leadership	1	3		4	10

Our RVA757 Connects Legislative Agenda – Ross Grogg

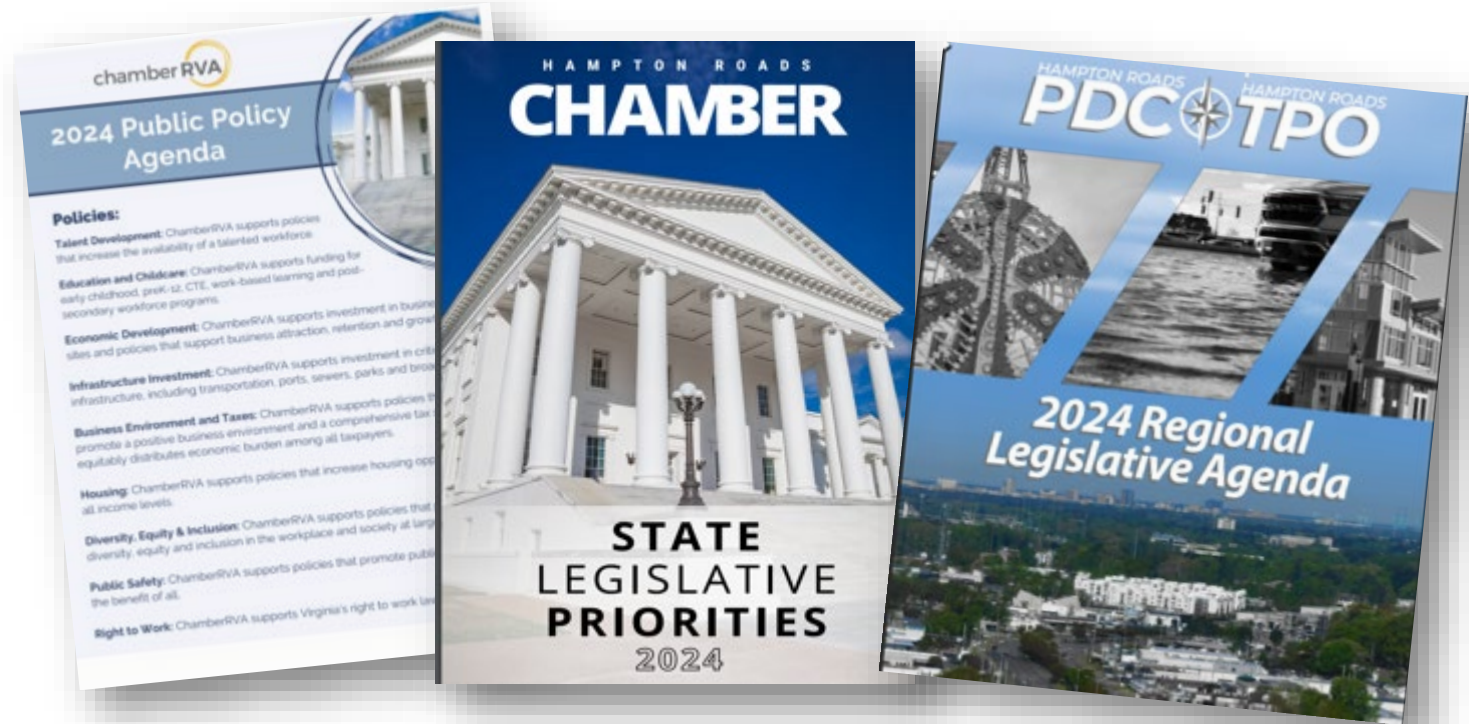
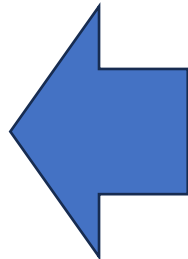
How the MIC Inspires Our Topics

How We Work as an RVA757 Connects Team

RVA757 Connects Recent General Assembly Outreach –
GIH Letter / Map and GO Virginia Support Letter

How RVA757 Connects' Megaregion Institutional Council (The "MIC") Inspires Our Legislative Agenda

1.
RVA757 Connects
Government
Relations
Committee
Gathers MIC
Members'
Legislative
Agenda



How RVA757 Connects' Megaregion Institutional Council (The "MIC") Inspires Our Legislative Agenda

1.
RVA757
Connects
Government
Relations
Committee
Gathers MIC
Members'
Legislative
Agenda



2.
Economic
Development-
oriented Topics
Inventoried
and Packaged
as RVA757
Connects
Legislative
Agenda



3.
EC Reviews
and Approves
RVA757
Connects
Legislative
Agenda



4.
RVA757
Connects
Legislative
Agenda Guides
RVA757
Connects
Government
Relations Work.

RVA757 Connects Legislative Agenda

1. Support for [Jefferson Lab](#)
2. Invest in [site readiness](#) projects
3. Invest in [workforce development](#) and talent pathways initiatives
4. Advance [rail connectivity](#) among D.C., Richmond, and Hampton Roads
5. Support initiatives to create more affordable/attainable housing
6. Support [expansion of the Capital Trail](#) to link major assets in the megaregion
7. Increase funding for [transportation](#) (and protect regional funding sources)
8. Support funding for [childcare](#)
9. Embrace [energy strategies](#) to meet the needs of business in Virginia, particularly advancing offshore wind
10. Invest in [health care affordability](#), particularly for small businesses

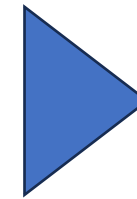
How We Work As an RVA757 Connects Team

What We Do:

Chris Lloyd and Ross Grogg monitor activities / propose bills in the General Assembly



Chris Lloyd and Ross Grogg notify RVA757 Connects when relate challenges and opportunities surface and our organization could help.



Together we formulate an action plan.

What We Don't Do:

RVA757 Connects staff does not spend hardly any time in the General Assembly building pro-actively advancing any of these topics. We stand at the ready when Chris, Ross, and our MIC partners feel our voice could make a difference.

Two Examples Of How This Works:

1. Data Center Challenge in NOVA
2. GO Virginia Funding

1. Data Center Challenge in NOVA

Google Anti data center protest NOVA

InsideNoVa.com Digital Gateway data center opposition ...

InsideNoVa.com Devlin Technology Park data center ...

KRON4 political upset in northern Virginia ...

WJLA Prince William County ...

InsideNoVa.com Devlin Tech Park data center proposal ...

InsideNoVa.com Data center legislation faltering ...

Fauquier Times Amazon tones down its data center noise ...

FOX 5 DC 'No to data centers': Protestors pus...

InsideNoVa.com Digital Gateway vote ...

WUSA9 Amazon Web Services Data Center in Mana...

NBC4 Washington Virginia Community Protests Building ...

Prince William Times Devlin Technology Park ...

Outreach to All General Assembly Members: Don't take immediate actions on data centers. Appreciate that this topic is about our digital Infrastructure and jobs.



“As discussions heat up over data centers, we hope you will keep this map top of mind to fully appreciate that the Global Internet Hub is more than just data centers. It visually shows the comprehensive nature of our entire digital infrastructure – from subsea cables and fiber networks to data centers and internet exchange points. The narrative throughout the brochure explains why investing in digital infrastructure in the I-64 Innovation Corridor will ensure that the high-paying IT/Tech jobs of the future and the industries of tomorrow will be here. In turn, this will help attract companies and grow our megaregion’s overall workforce and economic prosperity.”



2. GO Virginia Funding



GO Virginia is a bipartisan, business-led economic development initiative that is changing the way Virginia's diverse regions collaborate on economic and workforce development activities. This initiative is incentivized and encouraged by the State.

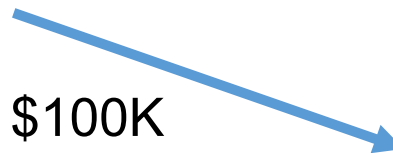
\$100K grant



Funded Opportunity Study (Our Overall Plan)



\$100K grant



Funded Global Internet Hub Plan



Outreach to General Assembly Leaders: Support restoration of the funding cut from the governor's proposed budget and for continued financial support of GO Virginia.

February 5, 2024

The letter was hand-delivered by RVA757 Connects to these key members of the Senate Finance Committee and the House Appropriations Committee:

- | | |
|------------------|-------------------|
| Senator Marsden | Delegate Sickles |
| Senator Favola | Delegate Carr |
| Senator Stuart | Delegate Krizek |
| Senator Reeves | Delegate Willett |
| Senator Surovell | Delegate Knight |
| Senator Lucas | Delegate Bloxom |
| Delegate Bulova | Delegate Marshall |



The Status of Economic Development-Related Bills and Budget Items – Chris Lloyd

Economic Development Legislation – Moving Ahead

- **HB 237 (Austin) – Implement JLARC recommendations on GO Virginia to lower match, add Secretary of Labor to the Board**
- **SB 496 (Carroll Foy) - Implement JLARC recommendations and allow for additional tranche of grants under the Virginia Investment Partnership program**
- **HB 1125 (Carr)/SB 217 (Locke) - Virginia Business Ready Expedited Permitting Program**
- **HB 233 (Campbell)/SB 135 (Head) - Virginia Business Ready Sites Program, lowers from 100 to 50 acres eligibility criteria**
- **HB 61 (Wright)/SB 679 (Head) - extends life of certain enterprise zones**
- **HB 1514 (Torian) - Virginia Sports and Entertainment Authority**

Economic Development Legislation – Defeated

- **SB 295 (Sturtevant) - Places additional restrictions on ownership of land by "foreign adversaries"**
- **HB 1267 (Willett)/SB 410 (Head) - broadens uses of Governor's Motion Picture Opportunity Fund to support sports tourism**
- **SB 718 (Surovell) - Virginia Sports and Entertainment Authority**

Economic Development Budget Items

- **Reduce funding for additional industrial site development by \$123 million (Senate) and \$160 million (House)**
- **Eliminated \$15 million for Talent Attraction Marketing program**
- **Reduced funding for implementation of the VEDP Innovative Framework**
- **Did not restore governor's proposed sweep of \$28 million in GO Virginia unallocated balances**
- **Reduced by \$15 million (House) or eliminated entirely (Senate) funding for investments in historical attractions for 250th Anniversary celebrations**
- **Reduced funding for Transportation Partnership Opportunity Fund**
- **Added state funding for VATI Broadband Program (in addition to federal BEAD funding)**

**How The Administration and
General Assembly Work
Together Now and In the Future
– Bob Holsworth**

Q&As and Open Discussion



Closing Remarks

Tom Frantz

Co-Chair, RVA757 Connects



Let's Continue to Connect and Engage



2024 Board-MIC Meetings

- **Feb 21, 2024:** 10 a.m. – noon (virtual)
- **April 23, 2024:** 10 a.m. – noon (virtual) *Note: Date changed*
- **Oct. 3, 2024:** Convergence 2024 – 10 a.m. to 6 p.m. in Williamsburg *Note: Date changed*
- **Nov. 20, 2024:** 10 a.m. – noon (virtual)

Opportunities to Help Build Our Momentum



1. Join Global Internet Hub Council
2. We are setting up three new committees:
 - Audit Committee
 - Communications Committee (with Speakers Bureau)
 - Potential Golf Tournament Committee

Next Virtual Innovation Spotlight:

Unlocking Potential:

Accelerating innovation
through Tech Transfers
at universities

Wednesday March 6, 2024
Noon to 1 p.m.





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

Convene

Connect

Collaborate

Innovate

Grow



**We're
Adjourned**

