



**February 22, 2023  
Board & MIC Meeting  
10 a.m. to noon**





# Welcome

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

10 Minutes



## **Our Purpose**

Improve the economic success and quality of life for everyone in the RVA and 757 regions.

## **Our Mission**

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

## 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. Drive and showcase greater collaboration and innovation
6. Support directors' and members' initiatives (VNG, Dominion, Jeff Lab)
7. Advance our government relations agenda
8. Advance our megaregion's brand – I-64 Innovation Corridor

## RVA757 Connects' Priorities



1. Advocate for I-64 widening (29-mile gap from RIC to Williamsburg)
2. Help the I-64 widening project move forward
3. Support the I-64 widening project
4. Remove barriers to I-64 widening
5. Drive and support I-64 widening
6. Support directors and members initiatives (VNO, Dominion, Jeff Lab)
7. Advance our government relations agenda
8. Advance our megaregion's brand – I-64 Innovation Corridor

**We Are Disciplined –  
Following Strategic  
Plans for Our Priority  
Focus Areas**

**We couldn't do this work  
without great Directors and  
Megaregion Institutional  
Council Members.**

# Welcome New Directors



**Martin J. Barrington**  
Chairman  
Anheuser-Busch InBev

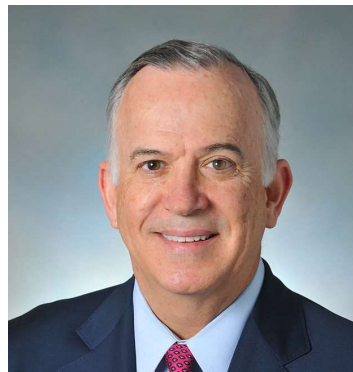


**Donald Graul**  
President and CEO  
Branch Group



**Ting Xu**  
Founder and Chairwoman  
Evergreen Enterprises

**Thomas J. McInerney**  
President and CEO  
Genworth Financial



**Shamim Mohammad**  
Executive Vice President  
Chief Information and  
Technology Officer  
CarMax

# Today's Agenda

**General Administrative Updates** – John W. Martin

## **Committee Updates**

- Government Relations – Ross Grogg and Christopher Lloyd
- Development Committee – Mitch Haddon
- Nominations and Governance – No Report
- Communications – Greg Gilligan

**Our Priorities** – John W. Martin

## **Featured Topic: Virginia Economic Development**

- Jason El Koubi, President and CEO, Virginia Economic Development Partnership (VEDP)
- Q&A Session

**Close** – Thomas R. Frantz





# RVA757 Connects' General Administrative Updates

John W. Martin

5 Minutes



## 2023 O&D Insurance



The coverage limit is \$1,000,000.

## 2023 Conflict of Interest



Executive Committee

# Board/MIC Transparency

Foundational Documents

Board Meetings

EC Meetings

Financial

Get up-to-the-minute information on RVA757.

**Sign up for our e-newsletters.**

[DOCUMENTS](#)

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

# 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

**April 26, 2023:** 10 a.m. to noon – (100% Zoom)

**September 28, 2023:** Convergence 2023

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)

# RVA757 Connects' Committee Updates

20 Minutes

Government Relations

Development

Communications





# RVA757 Connects' Priority Updates

John W. Martin

10 Minutes



## We Are Focused: RVA757 Connects' Priorities

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2. Help the I-64 Innovation Corridor become a Global Internet Hub
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# Increase Passenger Rail Service Between and To/From RVA and 757 Regions

# We Have A Detailed Rail Plan – Action Framework – Now In Place



## Growing Passenger Rail Service: RVA757 Connects' Action Plan

November 28, 2022



## RVA757 Connects Strategic Plan Strategy:

- Support DRPT and VPRA efforts on the NOVA Long Bridge Project.

## Next Steps:

- Letter of support for the VDRPT / VPRA federal grant request for the Franconia-Springfield Bypass project.
- RVA757 Connects Rail Committee formulate 5-year plan to keep RVA and 757 regions top of mind with DRPT and VPRA.



DJ Stadler, Executive Director,  
Virginia Passenger Rail Authority

# Support the Creation and Extension of Walk-Bike Trails

# We Have A Detailed Bike-Walk Plan – Action Framework – Now In Place



Executive Summary

## How RVA757 Connects Can Advance the BoAT Trail

September 1, 2022

### Document Purpose:

One of RVA757 Connects' Board-Megaregional Institutional Council (MIC) approved 2022 priority focus areas is accelerating the planning and construction of the Birthplace of America Trail, commonly called the "BoAT Trail."

The BoAT Trail will for all practical purposes extend the Virginia Capital Trail that now runs from Richmond to Williamsburg along Route 5 all the way to the Virginia Beach ocean front (from Williamsburg to Fort Monroe on the Peninsula and from Williamsburg across the Surry Ferry to the ocean front), creating another important physical transportation connection between the RVA and 757 regions.

This document informs an upcoming board-level discussion on this topic as part of the September 20 (10 a.m. to noon) RVA757 Connects Board/MIC meeting. This includes:

- Background on Walking / Biking Trails
- Success of the Virginia Capital Trail to Date
- Plans for the BoAT Trail Construction
- Possible Ways RVA757 Connects Can Help

Greater detail about advancing the BoAT Trail and related issues for RVA757 Connects' consideration can be found in the full briefing deck: [Va Capital Trail Plan\\_09-02-22.pptx](#)

Board directors/MIC members are encouraged to review either this Executive Summary document, or the full briefing PowerPoint deck, prior to the September 20 meeting.

### Background on Walking / Biking Trails:

Bicycling in America – as well as in Virginia – has become a popular leisure activity that has seen increasing interest and use during the last five years. COVID pandemic has accelerated this trend.

Biking is not only a more popular sport, but cycling has become a great alternative for transportation. That interest has boosted the use and the number of bike trail networks. Localities have been investing in bike-walk trails in recent years to support the increased demand.

••• [RVA757connects.com](http://RVA757connects.com)

IGNITING  
THE I-64  
INNOVATION  
CORRIDOR



## Advancing the BoAT Trail



An RVA757 Connects' Priority

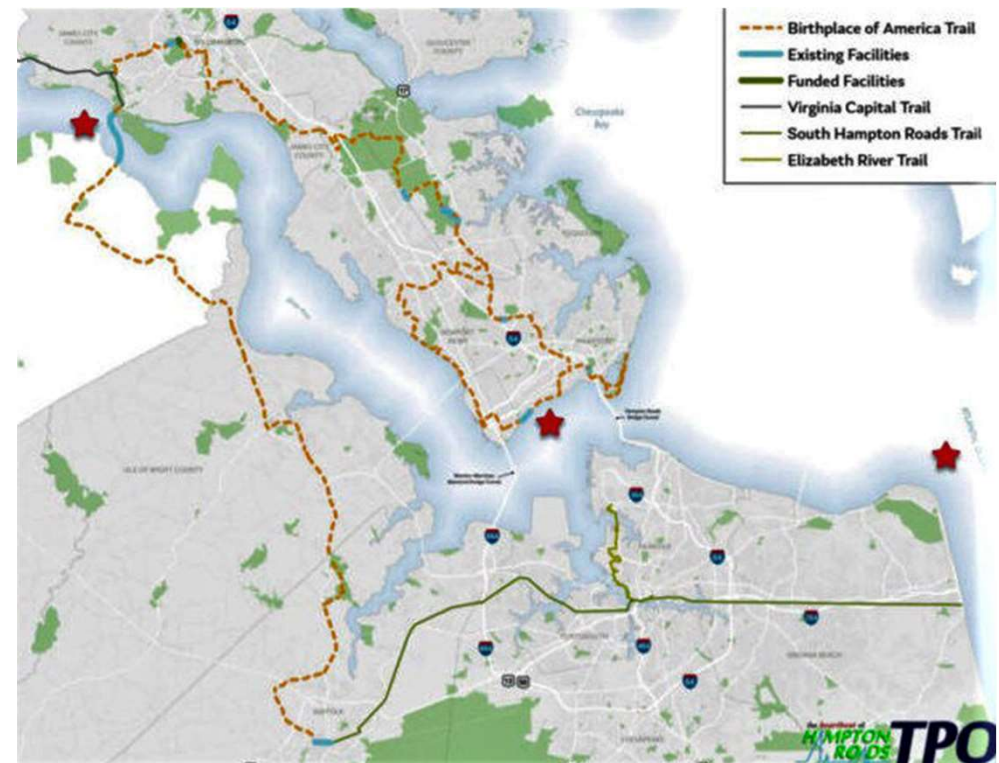


# BoAT Trail

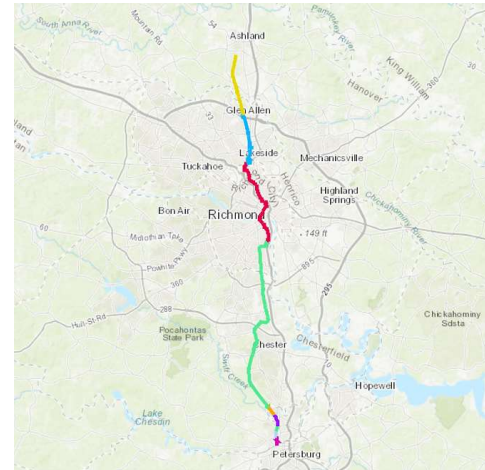
## BoAT Trail Funding Strategy:

Estimated Total Needed: \$150 Million

- 4 Smart Scale grants submitted
- RSTP Grant – Regional Surface Transportation Program Federal grant submitted
- Current Bill in GA: \$20M
- Total under request: ~\$30M



# BoAT & Fall Line Trails



## General Assembly Approved \$93 Million for trails in Virginia

- VDOT is standing up a Trails office within VDOT – VDOT is about to hire office head
- RVA Connects will meet with this new leader
- RVA Connects focused on getting some of the \$93 Million directed to Fall Line and BoAT

Needed:  
RVA757  
Connects  
Director Who  
Wants to  
Represent Us  
on the  
Tidewater Trails  
Alliance

## THE BIRTHPLACE OF AMERICA TRAIL

The Birthplace of America Trail (BoAT) is a multi-use trail that will be the centerpiece of a regional active transportation plan that will connect the Virginia Capital Trail with the Beaches to Bluegrass Trail / South Hampton Roads Trail in Eastern Virginia. The vision is to be able to Run, Walk, Ride or Roll from the oceanfront at Virginia Beach or the waterfront communities in Fort Monroe & Newport News to the capital steps in Richmond on a trail system free from motorized traffic. Building this trail will provide connections to major population centers in Hampton Roads, providing recreation, health and wellness opportunities to hundreds of thousands of Virginia residents – many of whom come from historically underserved communities. The trail will be a hub connecting residential communities, tourism attractions, historical sites, educational institutions, and recreational facilities throughout Eastern Virginia. This regional trail system will be approximately 190 miles when complete.





# I-64 Gap Project Update

## I-64 Gap Funding Progress

Over \$311 million of funding from Hampton Roads (HRTAC) supported the widening of 21 miles on the Peninsula (part of \$5.2B package).

For the remaining 29 miles – **The I-64 Gap:**

Virginia General Assembly	\$470M
CVTA (Richmond)	\$100M
Federal Grant Awarded	<u>\$25M</u>
	\$595M

State Smart Scale application – Has us very close to the full \$750 million cost for finally completing the I-64 Gap.

Per VDOT Commissioner Brich – We need to continue pursuing federal funding to ensure that construction cost increases do not impact this project.



# Federal Funding Request

As a result, the HRTPO is submitting a federal funding request by the end of February for \$45 million through the federal RAISE grant program for the I-64 Gap Project.

RVA757 Connects just sent a letter of support that will be included in the grant request.

February 15, 2023

The Honorable Peter Buttigieg  
United States Department of Transportation  
1200 New Jersey Ave. S.E  
Washington, D.C. 20590

SUBJECT: Hampton Roads Transportation Planning Organization (HRTPO)  
I-64 Peninsula Widening RAISE Grant Application  
Letter of Support

Secretary Buttigieg:

The widening of Interstate 64 is key to the economic viability of the I-64 Innovation Corridor megaregion from Richmond to Hampton Roads.

RVA757 Connects supports a federal grant request from Hampton Roads Transportation Planning Organization for \$45 million that would provide funding to complete a critical 9-mile section (Segment 4) of the I-64 Peninsula Widening Project in Hampton Roads.

This segment is a part of a 29-mile stretch of I-64 – from Bottoms Bridge exit in New Kent County to the Lightfoot exit near Williamsburg, a section that transportation officials call the I-64 Gap – that needs to be widened from two to three lanes in each direction. The I-64 Gap is a major chokepoint that limits our economic opportunities.

RVA757 Connects is pleased to provide this letter of support for HRTPO's application to the U.S. Department of Transportation (USDOT) for the FY 2023 Rebuilding American Infrastructure with Sustainability and Equity (RAISE) grant program.

RVA757 Connects is a 501(c)(3) organization dedicated to improving the economic success and quality of life for everyone in the Richmond (RVA) and Hampton Roads (757) regions. We are an inclusive, mutually supportive network of leaders representing business, community, and higher education. (A list of our Board Directors is included at the end of this letter.) We are advancing the Richmond-Hampton Roads megaregion as the I-64 Innovation Corridor.

Funding this project will deliver many economic, cultural, national security, environmental, and equity-related benefits. The widening of this stretch of I-64 is critical to support our military installations and the Port of Virginia, benefits that extend well beyond the Hampton Roads region to the entire country. The I-64 corridor also serves as a critically important hurricane evacuation route for more than 1.7 million

IGNITING  
THE I-64

## VDOT's Timetable

The Virginia Department of Transportation estimates the widening of all 29 miles of the I-64 Gap will be **completed by late 2028**.

The I-64 Gap project will be completed in three segments: A, B, and C.



Segment A is about 10 miles of the 29-mile project starting at Bottoms Bridge. Update on progress:

- The Request for Qualifications (RFQ): Dec. 16, 2022.
- The Request for Proposal (RFP): March 24, 2023.
- Contract Award Date: Sept. 20, 2023.
- Segment A Completion Date: Winter 2026-27.

# Global Internet Hub Strategic Plan Initiative Update



## GIH Steering Committee

# 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

**Mitchell 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, Dragonfill 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 Greden**, 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

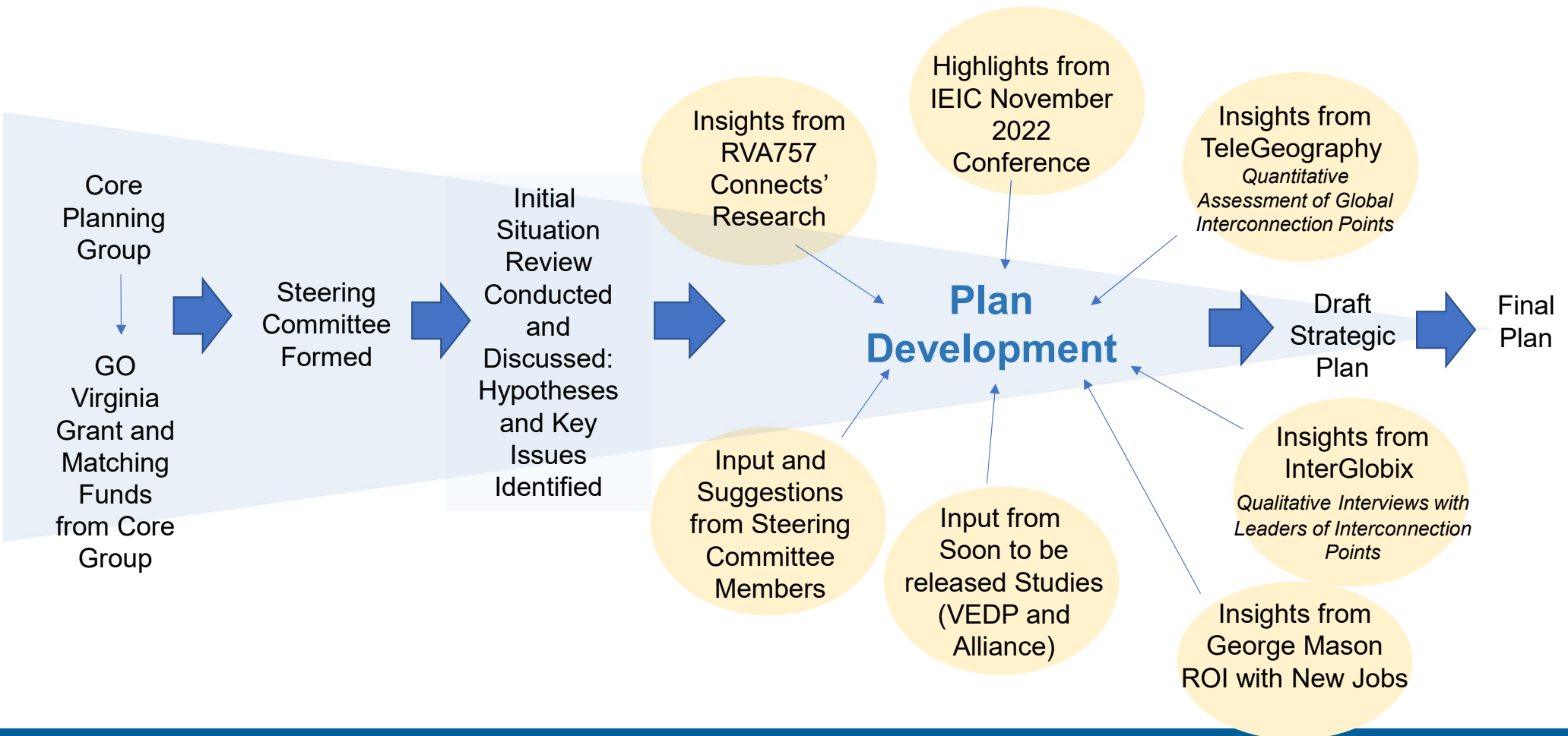
**James Spore**, Board of Directors, RVA757 Connects

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

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

**Jeffrey Thomas**, Vice President and Chief

# Our Strategic Planning Process







**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

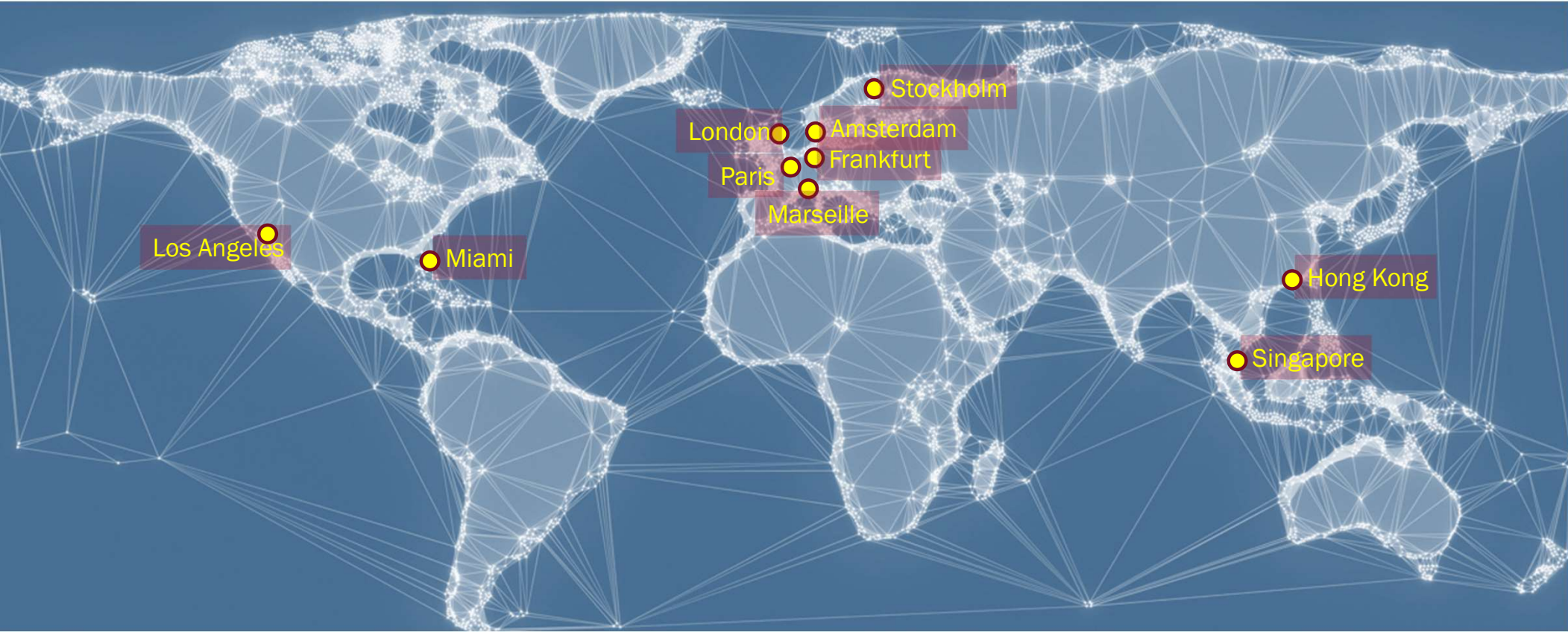
What is the non-data center job growth that comes with the growth a digital infrastructure?

# What We're Learning

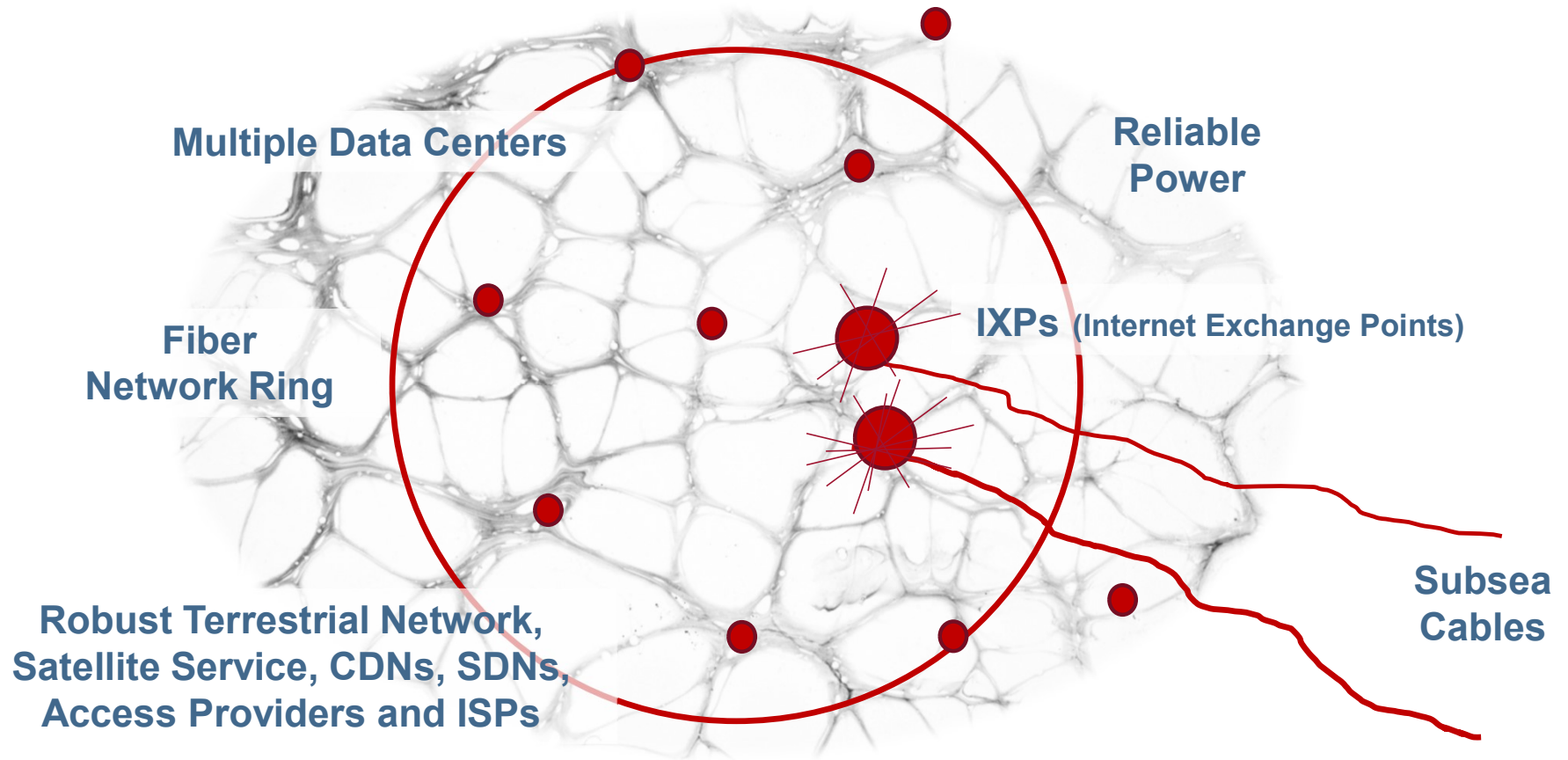
# 1. We Now Understand GIH Infrastructure

# Recognized Leading Global Internet Hubs

 TeleGeography International research firm that tracks the development of global interconnection hubs



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



# Virginia's I-64 Innovation Corridor Digital Infrastructure



## **2. We See Intentionality at Work**

# Hong Kong



## Intentionality:

Competing data centers and local terrestrial networks purchased subsea cable neutral co-owned landing site.





# **3. We Better Understand How We Stack Up**

	International Internet Bandwidth (Tbps)	Weighted Median 10GigE IPT	Number of Commercial Data Centers	Number of Cloud On-ramps	Number of Carriers PoP'd	Number of IXs
Barcelona	•	\$	•	■	•	●●●
Hamburg	●	n/a	•		•	●●●●
Hong Kong	●●●	\$\$	●●●	■●●	●●	●●●●
Jakarta	●●	\$\$\$\$	●●	■●●	•	●●●●●
Kuala Lumpur	•	\$\$	●	■●●	•	●●●●
Lisbon	•	\$	•		•	●●●
Manchester	•	n/a	•		•	●●
Marseille	●●●	\$	•	■●●	●	●●●●
Mumbai	•	\$\$\$	●	■●●●	•	●●●●●
NoVA	•	\$	●●●	■●●●	●●●	●●●●●
RVA757	•	\$	•		•	●●
Sofia	●	\$	•	■●	•	●●●●

# 4. NOVA Is Creating an Opportunity

# Push-back in Loudoun and Prince William Counties



HOME > NEWS > CONSTRUCTION & SITE SELECTION

## 2,000-acre PW Digital Gateway project amendment given OK by Prince William officials

More than 250 people spoke during 12+ hour meeting; QTS and Compass set to develop 25 million sq ft of data centers

November 02, 2022 By: Dan Swinhoe Be the first to comment



Prince William County officials have granted permission to rezone more than 2,000 acres in Manassas in Northern Virginia for data center use.

Officials today voted in favor of changing the comprehensive plan, known as the PW Digital Gateway, which paves the way for more than 25 million sq ft (2.3 million sqm) of data center development. The amendments provide by-right zoning for data centers on the land along Pageland Lane.

Officials voted 5-2 in favor with no abstentions after more than a year of controversy and protests over the proposals.

The meeting began at 7:30pm local time, and continued until after 9 am the next day. Local news reported more than 250 registered to speak during the marathon meeting. Some 40 people spoke remotely via Internet calls, which the meeting didn't get to until around 5 am and didn't finish until 8 am local time.

One speaker suggested the size of the interest in the project meant discussions should have



The Prince William County council after more than 16 hours



**BAXTEL** NEWS DATA CENTER MAP EVENTS

BAXTEL / NORTHERN VIRGINIA / NEWS / PRINCE WILLIAM COUNTY SUPERVISORS BOARD SUED OVER PW DIGITAL GATEWAY DECISION

### Northern Virginia: Prince William County supervisors board sued over PW Digital Gateway decision

Dec 14, 2022 | Posted by MadalineDunn

Following the Prince William County Board of Supervisors' decision to give the green light to the controversial PW Digital Gateway, it is now being faced with two lawsuits. The decision, which will permit changing the area's comprehensive plan, opening up the area to 25 million sq ft (2.3 million sqm) of data center development, is reportedly viewed as "tainted" by the first complainants who also argue that the board "failed to consider" the proposal's impact on the environment and the nearby historical Manassas National Battlefield Park. Likewise, the complainants say that the board did not adequately consider the effects of noise, traffic, and "visual blight" on the surrounding community. In a second lawsuit, the Oak Valley Homeowners Association, Inc., and several local landowners argue that the decision was "arbitrary and capricious."

The first lawsuit has reportedly been filed against Prince William's Board of County Supervisors, Chair Ann Wheeler, and Supervisor Pete Candland by Roger Yackel, Roger Miller, and Gainesville Citizens for Smart Growth. In their complaint, the group said that the County's "desire" to "reap funds" from the data center industry, "does not justify the overreaching scope of the [comprehensive plan amendment]."

Both lawsuits aim to reverse the comprehensive plan amendment, with the latter seeking a permanent injunction preventing the Board from taking any further action to implement the comprehensive plan amendment (CPA). It also claims that the board violated Virginia Law. The former is specifically aimed at Wheeler and Candland, with the former being criticized for her investments in data center companies.

Mac Haddow, President of the Oak Valley HOA, a 254-member homeowners association, said they expect to be successful in their challenge to the BOCS' decision to proceed with the PWDC. Oak Valley Homeowners Association also owns land



WJLA  
Prince William County ...



WJLA  
Prince William County ...



InsideNoVa.com  
Northern Virginia lawmakers' bills ...



NBC4 Washington  
Data Center Development Near Manassas ...

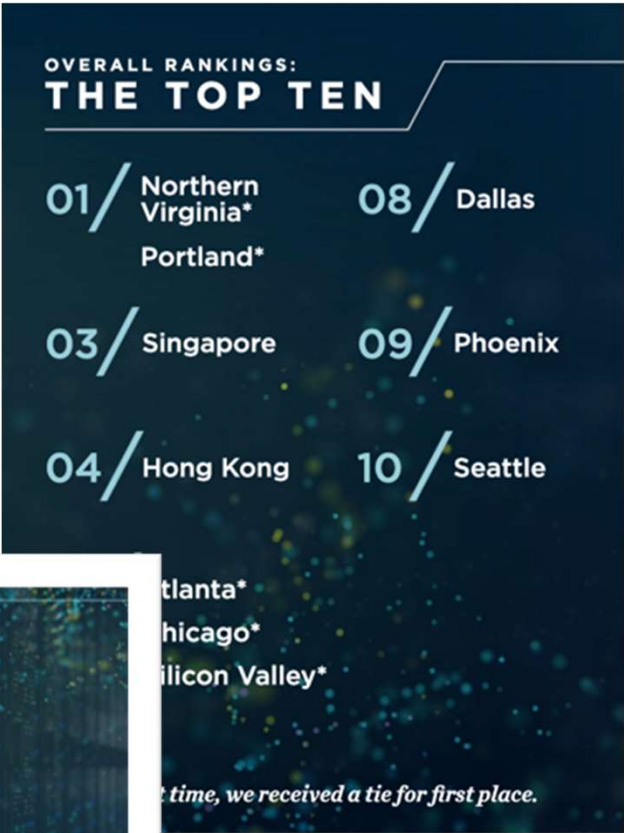


DC News Now | Washington, DC  
Protesters voice frustration with data ...



WJLA  
Prince William Co board vote in favor ...





News

National Data Center

# Northern Virginia No Longer The Undisputed Data Center King

January 19, 2023 | Dan Rabb, Bisnow Data Centers Reporter

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Northern Virginia no longer stands alone as the world's leading data center market, according to a new report.



Wikimedia Commons/Famartin

# The Silicon Forrest

*The “NAP of the Northwest”*

- **Large multi-city region (eyeballs).**
- **Sales tax advantage** – There are no sales taxes in Oregon.
- **Subsea cables** serving the Pacific Rim – high-capacity connectivity to 7 countries on the continents of Australia and Asia.
- **Integration Centers (IXP)** – 2 data centers serve as the Network Access Point (NAP) of the Northwest.
- **Robust terrestrial networks** (fiber optic rings).
- **Low cost of power** – Power costs in Oregon are about 50% lower than in California.



LOCATIONS

# Hillsboro's Rising Profile Reflects Hyperscale Shift to Regional Markets

A new report touts the meteoric growth of the data center district in Hillsboro, a suburb of Portland that has been embraced by hyperscale operators as an ideal site for sustainable development.

[Rich Miller](#)

Feb. 20, 2023



## VOICES OF THE INDUSTRY



**SPONSORED CONTENT**  
**Growing Demand Heightens Focus on Secondary Data Center Markets**

While the availability of land, space and power are the primary drivers



## **5. Other Parts of Virginia Are Ramping up**

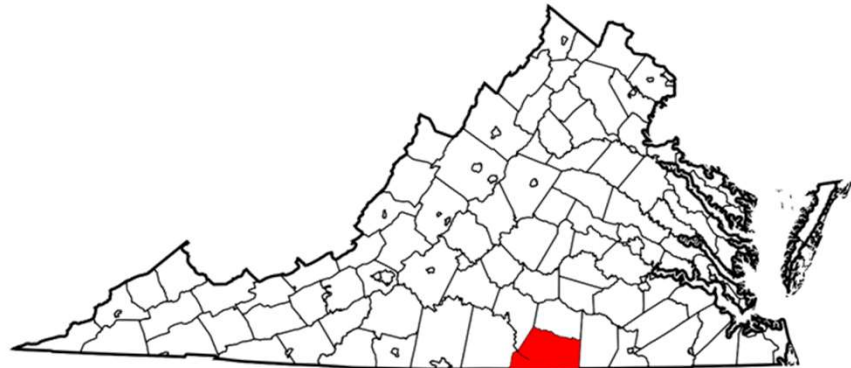
# Microsoft Is Expanding in Mecklenburg, VA

- Microsoft is locating its “East Coast Hub” in Virginia.
- Microsoft has a large data center campus in Boydton – **over 1 million square feet across 14 buildings on 360 acres of land.**
- Microsoft owns at least **17 additional land parcels in Mecklenburg County, comprising nearly 2,400 acres**, many of which are in the process of being developed for new data centers.
- Microsoft’s new Green Technology will be deployed in these new facilities.

Enterprise Hyperscale Data Center – Microsoft in Boydton, VA



Mecklenburg County – Location Within Virginia



# Jan. 20, 2023 \$35B Announcement



## Amazon Web Services to invest \$35B in Va. data center campuses

AWS plans to create 1,000 jobs by 2040

PUBLISHED JANUARY 20, 2023 BY COURTNEY MABEUS / ROBYN SIDERSKY

Amazon Web Services plans to invest \$35 billion by 2040 to establish multiple data center campuses across Virginia, creating 1,000 jobs, Gov. Glenn Youngkin announced Friday.

Youngkin's office said in a news release that "numerous localities in the commonwealth are under consideration" for the campuses, and specific sites "will be decided at a later date."

AWS established its first data centers and operations facilities in Virginia in 2006. AWS has invested \$35 billion in Virginia between 2011 and 2020, according to an economic impact study released by the company. It has 8,800 full-time AWS employees, as of Sept. 2021, the study says, but in total supported 13,500 jobs through data center construction and operation. It built a new corporate office in Fairfax County in 2017 and opened the first office in Amazon.com Inc's new HQ2 East Coast headquarters, in Arlington, in 2019, according to the study.



*“Numerous localities are under consideration for campuses”*

Gov. Youngkin

# Other Parts of Virginia Are in Play



**virginia**  
BUSINESS

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Virginia 500

News > A large data center could have \$50M annual impact on SWVA, study finds

## A large data center could have \$50M annual impact on SWVA, study finds

Economic development study makes case for locating data centers in former coal mining areas

PUBLISHED OCTOBER 5, 2020 BY SYDNEY LAKE

Southwest Virginia is well-positioned for data centers and a large data center could result in more than 2,000 jobs and \$50 million in annual economic activity, according to the Project Oasis study conducted by OnPoint Development Strategies and [released Monday by InvestSWVA](#).

Due to its land availability, geothermal cooling opportunities and workforce readiness and development, Southwest Virginia could be an attractive data center destination, according to the

© Sydney Lake

**virginia**  
BUSINESS

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Virginia 500

News > SW Va. aims to attract data centers via regional tax pact

## SW Va. aims to attract data centers via regional tax pact

Joint effort by five localities will build on recently passed state legislation

PUBLISHED MARCH 2, 2021 BY RICH GRISET

As part of an effort to entice data centers to locate in the region, Southwest Virginia leaders announced Tuesday a joint agreement to set what will be Virginia's lowest regional property tax rate on data center equipment.

The localities comprising the Lonesome Pine Regional Industrial Facility Authority — Dickenson, Lee, Scott



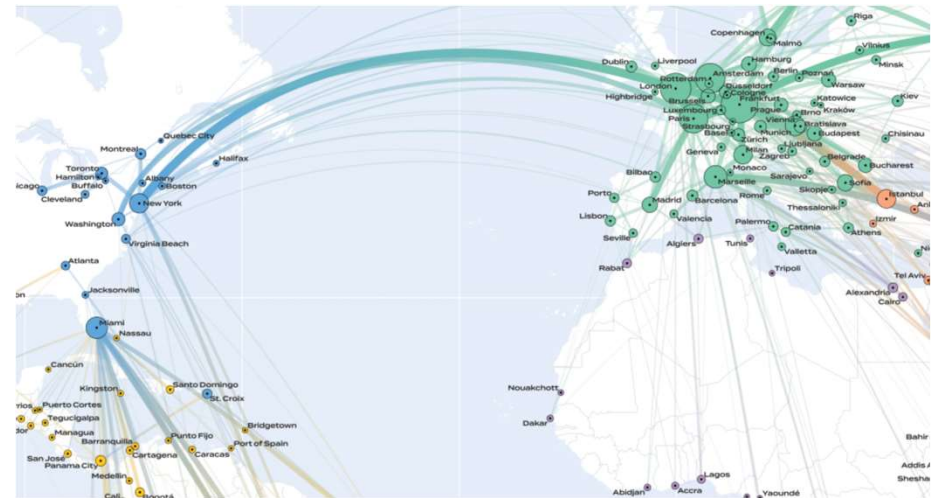
# Strategies Under Consideration

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## Summary recommendations

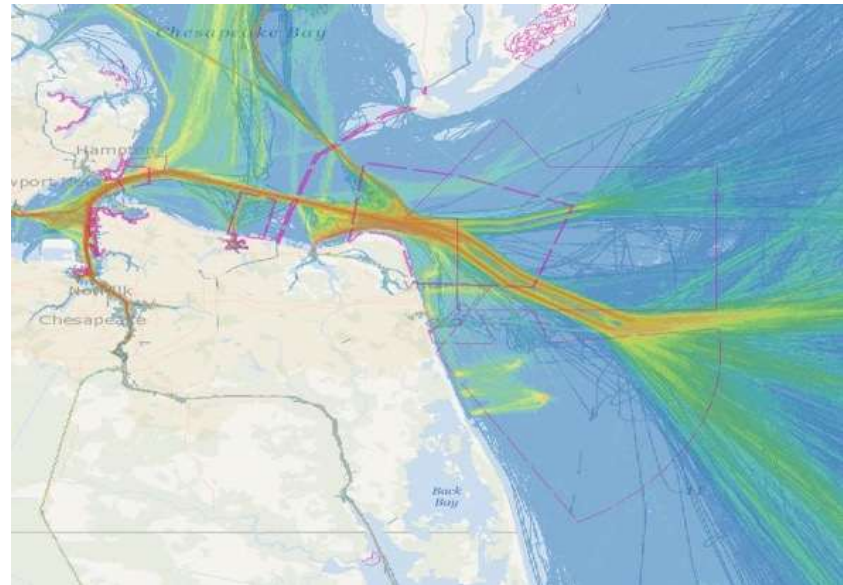
- Cultivate local peering and network interconnection market growth
  - See: Hong Kong, Marseille, Kuala Lumpur/Johor, Mumbai, Jakarta, Sofia
- Start local
  - See: Manchester, Hamburg
- Capitalize on your gateway status
  - See: Marseille, Mumbai, Barcelona, Lisbon, Sofia, Manchester, Hamburg
- Encourage Subsea cable landing diversity
  - See: Hong Kong, Barcelona, Lisbon
- Encourage data center diversity
  - See: Hong Kong, Kuala Lumpur/ Johor, Mumbai, Jakarta
- Attract submarine cable access in interconnection-focused data centers
  - See: Hong Kong, Marseille
- Understand the pitfalls
  - See: Barcelona, Lisbon

# #1. Attract More Subsea Cables

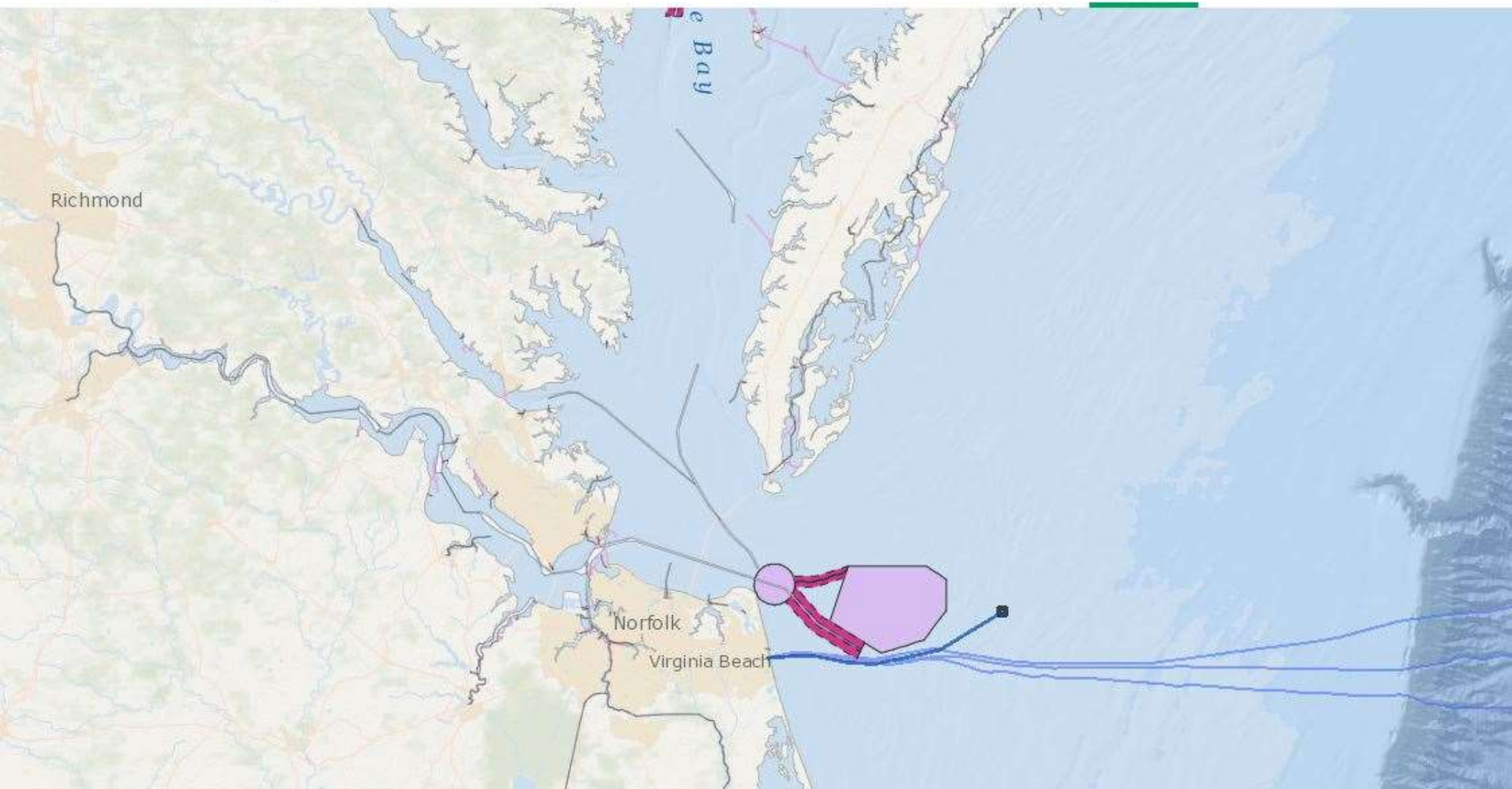


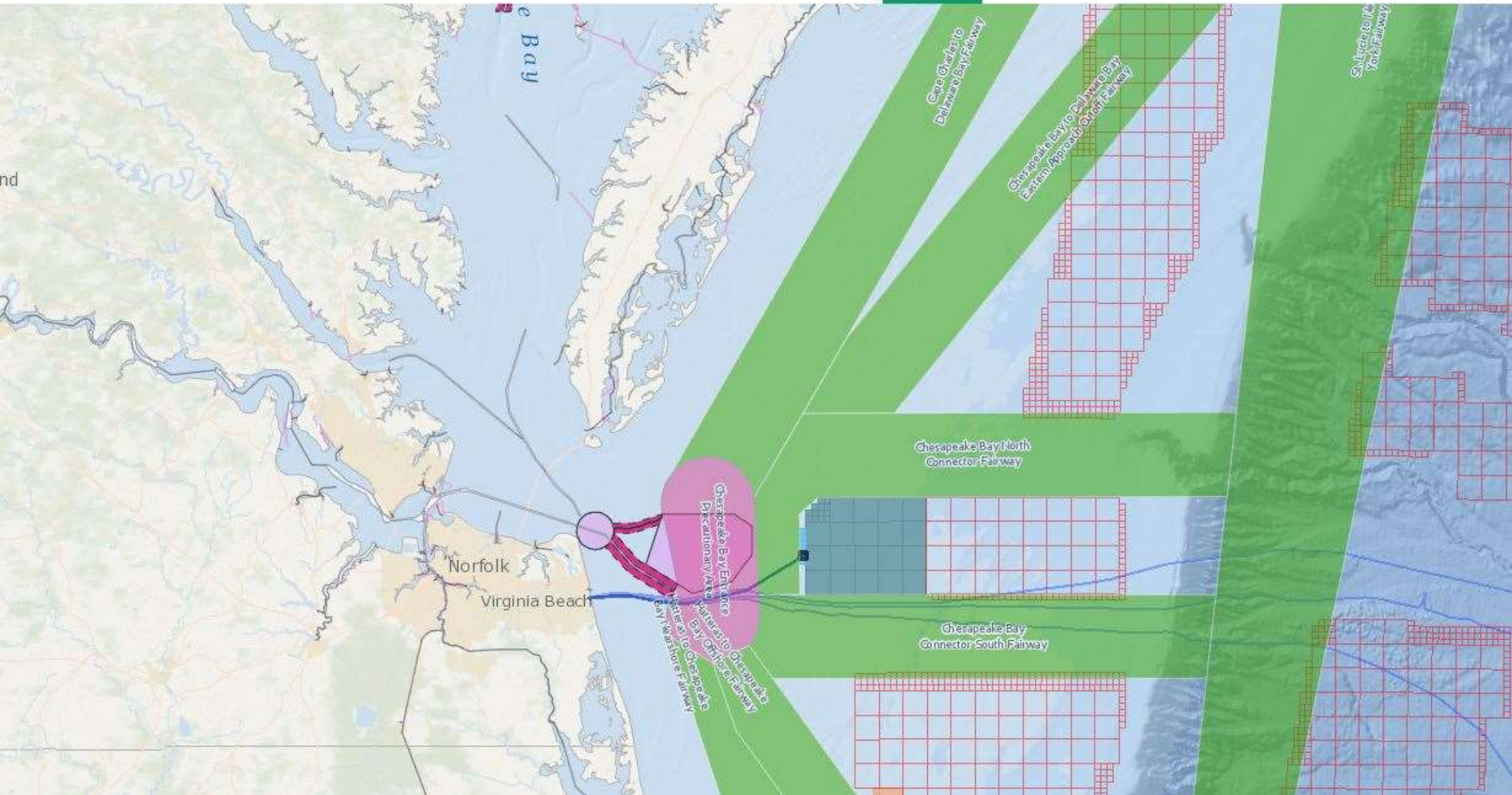
10-12 More Projected for the East Coast by 2032

**#2.  
Get a Subsea  
Cable  
Protection  
Zone in Place**









# #3. Rethink 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



# Quantum Loophole ♥ Frederick

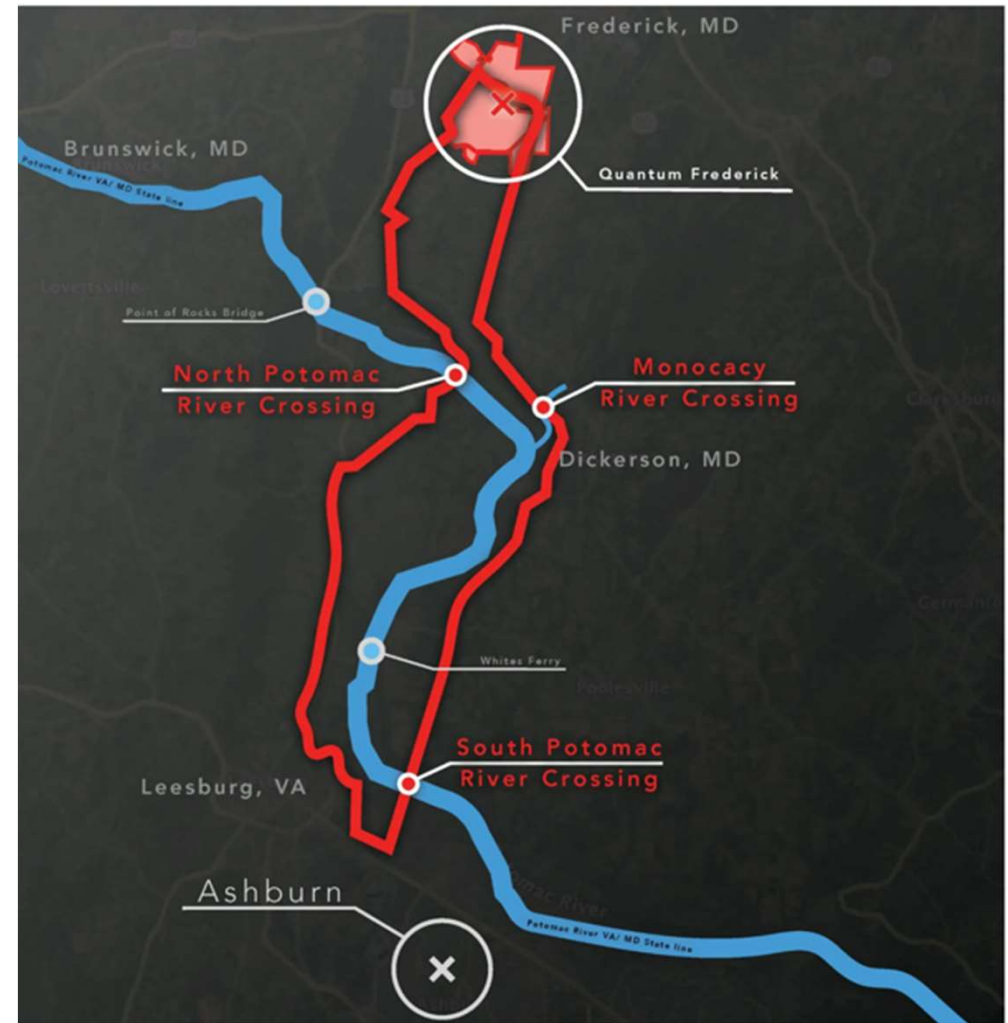


*“We have re-imagined the way data centers can be developed in concert with natural resources, for sustainability within the industry and our planet.”*

*Josh Snowhorn, CEO & Founder  
Quantum Loophole*

# 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.





## Bees & Trees

As climate changes and loss of habitat diminish natural ecosystems, it is more important than ever to support the many beneficial species that are threatened. According to the USDA, pollinators are essential to one third of human food crops as well as wild plant life propagation. Pollinators such as bees, butterflies, beetles, birds, and bats have been especially hard hit by modern farming techniques that rely on toxic pesticides that harm these beneficial creatures.

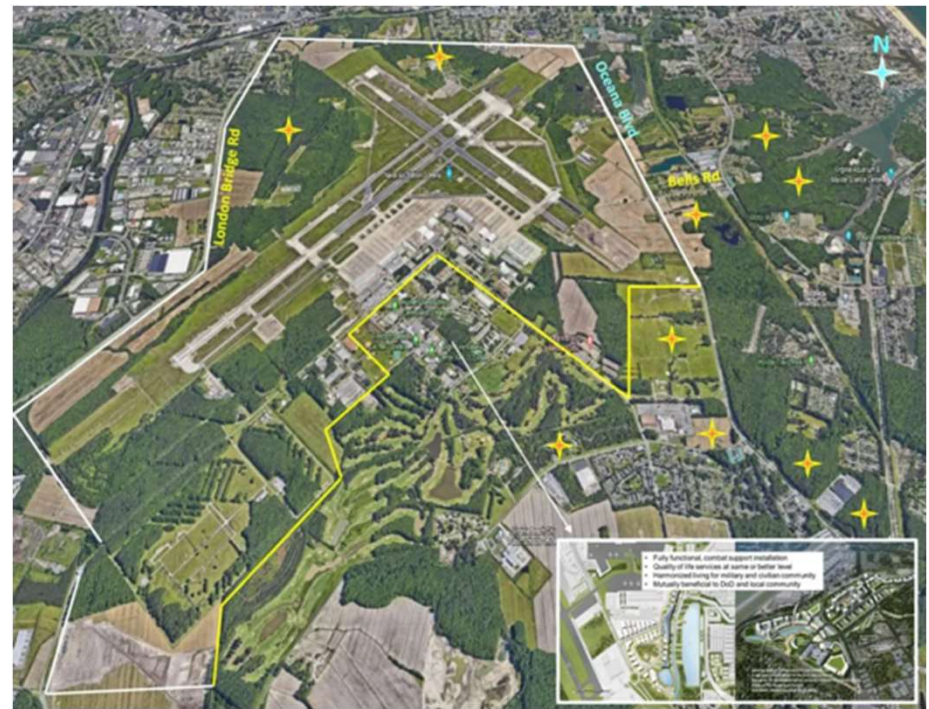
Working with groups like [Global Tree Initiative](#) (GTI), Quantum Loophole is advocating for rebuilding forest ecosystems in support of these important species.

The QL Bees & Trees Initiative is our action plan to join in this important effort. QL Bees and Trees means:

# 757 More Data Center Sites in the Future



Naval Air Station Oceana seeks to put about 1,000 acres of property back into the public stream of commerce for potential data center development.



# #4. 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](#)

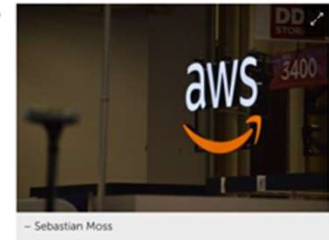


Plans to locate AWS data centers in Frederick County in Maryland have fallen through.

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."

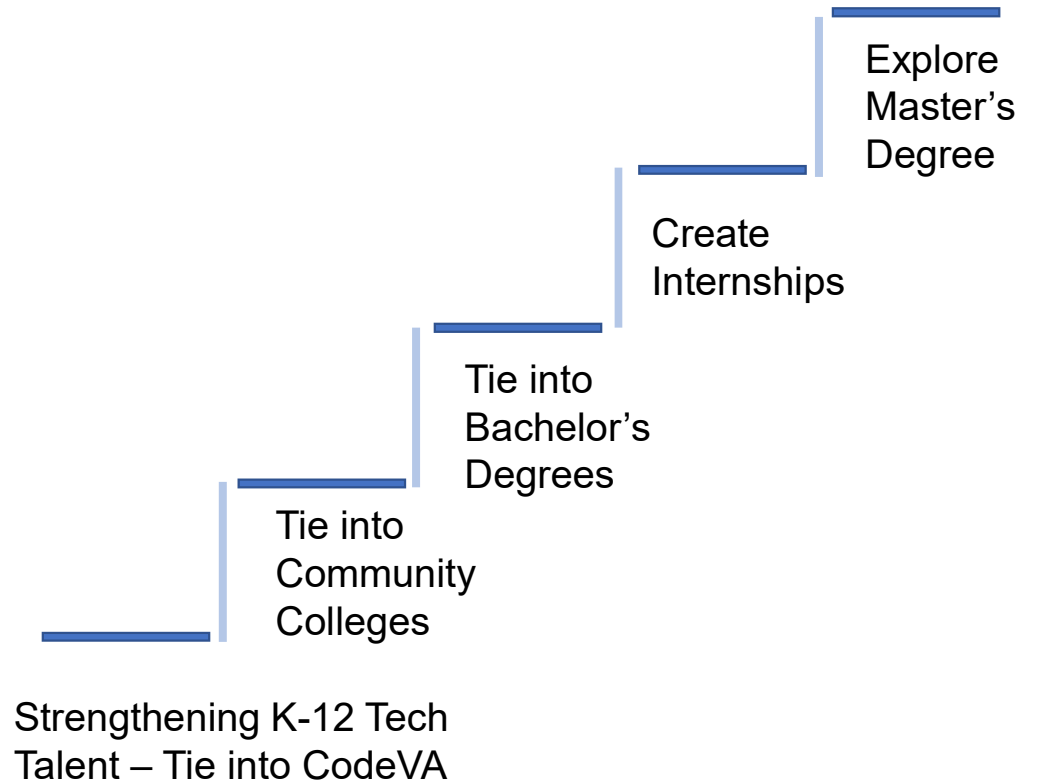


— Sebastian Moss

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



# #5. Advance Tech Talent Pipeline



The **M.S. in Datacenter Systems Engineering at Southern Methodist University's** Lyle School of Engineering located in Dallas 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

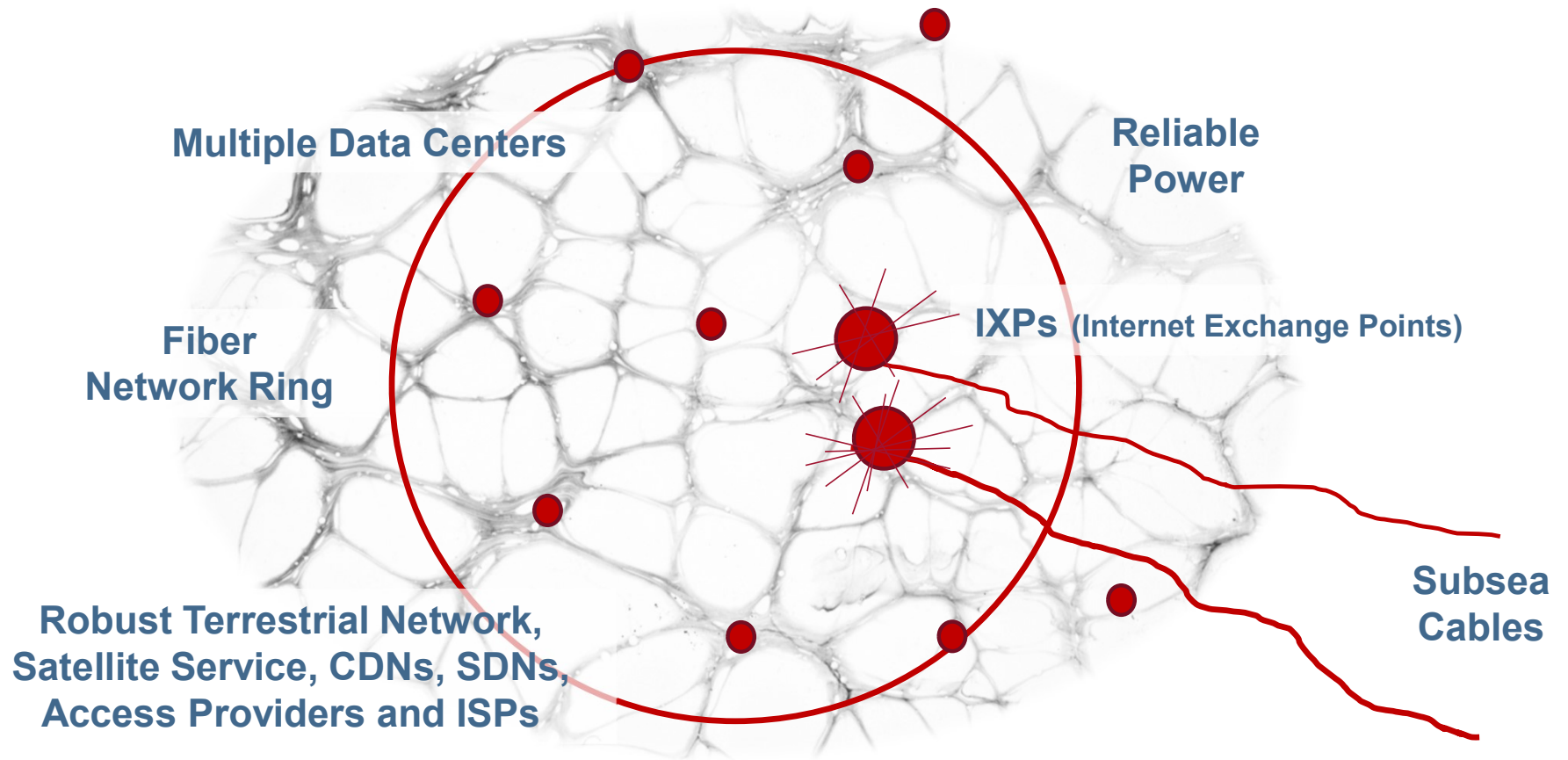
The program developed by digital infrastructure leaders that prepares professionals to be the industry leaders of tomorrow

By Klyne Smith and Christian Belady

FEATURED VIDEO

Launch of InterGlobix Magazine Issue 10

# Our Plan Will Touch on All of the Components of Becoming a GIH



# Next Board Meeting – April 26, 2023: Review GIH Strategic Plan



# Q&As

# Discussion

*Featured Topic:*

# Virginia Economic Development

Special Guest:

**Jason El Koubi**  
President and CEO  
Virginia Economic  
Development  
Partnership (VEDP)



## Jason El Koubi, President and CEO, Virginia Economic Development Partnership (VEDP)

- Named President and CEO in March 2022; joined VEDP as Executive Vice President in 2017.
- Led the development and implementation of an ambitious Strategic Plan for Economic Development of the Commonwealth, spearheading the development and initial implementation of the first-ever International Trade Strategic Plan for Virginia, leading the creation of VEDP's new Division of Real Estate Solutions, and serving on the management team for Amazon HQ2.
- Prior to joining VEDP in July 2017, El Koubi was previously President and CEO of One Acadiana, a regional economic development organization based in Lafayette, Louisiana. Under his leadership, the organization developed and successfully launched one of the most successful capital campaigns of its kind in the nation to deliver a new economic development program for the nine-parish region.
- Previously, El Koubi served as Assistant Secretary of Louisiana Economic Development, where he led initiatives that helped secure projects creating more than 63,000 new jobs along with more than \$28 billion in new capital investment, while dramatically improving Louisiana's position in virtually every state business climate ranking.
- El Koubi earned a B.S. in Biological Engineering from Louisiana State University and an M.S. in Public Policy from London School of Economics.





# Q&A

## Virginia Economic Development



# 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

**April 26, 2023:** 10 a.m. to noon – (100% Zoom)

**September 28, 2023:** Convergence 2023

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

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

**We're  
Adjourned**

