

We all have our hands on an
opportunity that will
transform Richmond and
Hampton Roads for
generations to come.

The World's Next Global Internet Hub Isn't a City but a Megaregion

The Richmond Region to Hampton Roads, Virginia

I-64
INNOVATION
CORRIDOR

How we are building the I-64 Innovation Corridor into a Global Internet Hub

What is a Global Internet Hub:

Global Internet Hubs are the backbone of the digital age, and they enable seamless global connectivity.

A Global Internet Hub is a physical location that facilitates the exchange of internet traffic among multiple networks, internet service providers (ISPs), content delivery networks (CDNs), and other interconnected entities. Hubs have a large number of connectivity landing points (both subsea and terrestrial networks) and widespread access to physical fiber networks coupled with a robust mix of data centers and internet exchange points and a competitive mix of enterprise and internet backbone service providers.



These hubs play a vital role in facilitating the efficient exchange of internet traffic, improving network performance, and enabling the growth and development of the internet ecosystem. Hubs enhance the speed, reliability, and overall performance of the internet. In bringing together multiple networks, hubs reduce the distance that data must travel between different regions, minimizing latency and improving the overall speed and reliability of internet connections.

COMPONENTS OF A GLOBAL DIGITAL INFRASTRUCTURE HUB



Robust Local Terrestrial Networks: Data runs on robust, diverse, and redundant networks providing the connectivity that defines the worldwide internet. Dark and lit cable owners, ISPs (Internet Service Providers), and satellite services form the network. Robust terrestrial fiber networks allow for low latency connections, higher bandwidth capacity, greater redundancy, and better interconnectivity capabilities.



Numerous Intercity Connections: Internet hubs don't exist in isolation. They require many long-haul paths connecting with other cities, forming a deeply intermeshed backbone.



Dedicated Network Rings: Internet hubs often include dedicated network rings that ensure uninterrupted communications and minimal downtime for connected heavy users like higher education or municipal governments.

WHAT

Overview of Global Internet Hub



WHAT Components



Multiple Data Centers: To be useful, data has to be stored. Internet hubs have a growing number of data centers. Data centers range in size from a few thousand square feet or less to multi-million square foot buildings and campuses.



Reliable and Sustainable Power: Data centers are one of the most energy-intensive structures, requiring substantial electricity to keep the systems running. Leaders in the data center industry are moving toward carbon-free energy. Today, 23% of Dominion Energy's output is consumed by data centers. Dominion Energy has the needed power, and it also has the capacity to support digital infrastructure growth along the I-64 Innovation Corridor and across Virginia for years to come.



Internet Exchanges (IXs) and Internet Exchange Points (IXPs):IXs and IXPs are foundational elements of a Global Internet Hub. IXs are the "fabric" of ethernet switches that enable the seamless transfer of data between multiple networks. The IXs are housed in IXPs, which are the facilities providing the platform that facilitates the interconnection between networks.



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



Relatively Inexpensive Land: The I-64 Innovation Corridor offers a strong advantage when it comes to the relative low cost of land. Data-center operators have purchased land in locations along the Corridor at a fraction of what it costs elsewhere.



Low Risk of Natural Disaster: Virginia's shoreline has a lower hurricane-related environmental risk than the other East Coast states with subsea cables – Florida, New York and South Carolina. Virginia has experienced 13 hurricanes over the last 150 years or 4.3% of all U.S. hurricanes, and Virginia had no major hurricanes as all were Category 3 or less. Other current sites have greater risk.



Proximity to Large Populations: The Richmond and Hampton Roads regions represent a combined estimated population of 3 million-plus people. As a megaregion, it ranks as the 19th largest population market in the United States. Northern Virginia, part of the sixth largest U.S. market, is just 100 miles away from the Richmond-Hampton Roads megaregion.



Economic Incentives: Many digital infrastructure incentives come in some form of property tax reduction, sales tax reduction, and discounted power costs with the usage of renewables. In the fiscal year that ended June 30, 2022, Virginia offered \$135.9 million in tax deductions to data centers. Localities along the I-64 Innovation Corridor, such as Henrico County and Virginia Beach, also offer reduced data center equipment tax rates (40 cents per \$100 of assessed value).



Enlightened Local Pro-Business Leaders: The presence and leadership of regional businesses and government officials help to accelerate and capitalize on the opportunity to be a 21st-century global hot spot. Virginia is a right-to-work state.

Why

being a Global Internet Hub is important:

Global Internet Hubs provide significant benefits to businesses, residents, governments, and communities.

Business:

- Attracts IT/Tech workers and industries and companies that need this type of talent.
- Provides the most advanced digital platform that supports every business' operation.
- Provides faster and more reliable internet service and potentially lower residential and business service costs.
- Supports the growth and use of AI.
- Grows the economic base of both regions, offering fertile ground for existing businesses to grow while attracting new businesses.

Residents:

- Helps provide the fastest internet service to global markets.
- Helps provide high-speed internet to underserved neighborhoods.
- Supports advanced healthcare and education.
- Supports dramatic rise in internet of Things devices in our lives.

Government:

- Supports "Smart City" development.
- Produces additional municipal revenue with network rings.

Community:

- Future-proofs a community.
- Supports the growth of connected vehicles and autonomous vehicles.
- Attracts and retains companies to both regions.



Follow the fiber to learn more



Virginia's I-64 Innovation Corridor combines the unique digital assets and infrastructure of the Richmond region and Hampton Roads. See the reverse side for a more detailed map.

Why it takes the Richmond region and Hampton Roads together to become a Global Internet Hub:

RVA757 Connects' Global Internet Hub Strategic Plan is a bold strategy to harness a once-in-a-generation opportunity to transform the future of the Richmond and Hampton Roads regions.

Looking at the combined digital assets of both the Richmond region and Hampton Roads it is easy to see why it really requires the digital infrastructure of both regions to become a Global Internet Hub. It takes a megaregion, not just a city, to form a Global Internet Hub.

Components of a Global Digital Infrastructure Hub:		
	RVA	757
Robust Local Terrestrial Networks	✓	
Numerous Intercity Connections	✓	✓
Dedicated Network Rings		✓
Multiple Data Centers	✓	
Reliable Power	✓	✓
IXs and IXPs	✓	
Subsea Cables		✓

We are well on our way. Research from international digital infrastructure consultants TeleGeography and InterGlobix provides unassailable evidence that the I-64 Innovation Corridor is an emerging Global Internet Hub. This research paired with digital infrastructure investment that has been made in this megaregion leaves no doubt in our minds about the growth and potential of this corridor.

This plan now puts goals, organizational structure, and clear intentionality in place to drive the global importance of our megaregion as a digital gateway and to realize the resulting benefits for our regions.

Becoming a Global Internet Hub will do more to advance Richmond's and Hampton Roads' economies in the first half of the 21st century than building Interstate 64 did for both regions in the second half of the 20th century.

Now is the time to think big, act boldly, and embrace urgency!

WHY

It Takes Both
the Richmond
Region and
Hampton Roads

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Digital assets and infrastructure

RICHMOND REGION

High-capacity terrestrial and subsea fiber-optic cable

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HAMPTON ROADS

WHY It Matters

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 InterGlobix - 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.

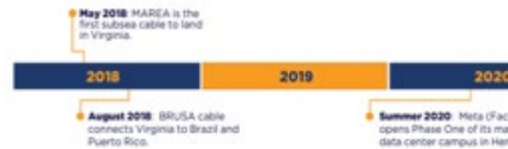
Increased awareness, support, and coordination of multiple stakeholders — businesses, government agencies, local and state-level elected officials, and community groups — will be needed to develop the region's digital infrastructure. The Council will design, launch, and sustain general outreach and education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



Cross section view of a subsea cable

When

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



How Our Process

How: Our 10 Strategies

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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 region 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.



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

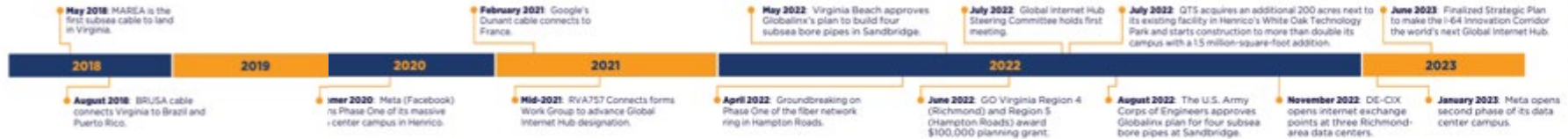
More than 60 leaders from 10 different industry and business categories comprised the Steering Committee. The clarion call to the Steering Committee was to develop a vision, goals, and an action framework that will capitalize on the combined digital assets of the Richmond region and Hampton Roads in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

See the members of the Steering Committee



When

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



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

The Big Picture

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

The World's Next Global Internet Hub



Help Us Make This Great

This map was put together with input from dozens of people. We printed just enough copies for this event and one mailing to General Assembly members.

We plan to use this map graphics as a video and interactive website.

We will update the map's content multiple times. Help us improve it now. Write down suggestions on the feedback sheets at your table.

A Quick Update on Our Initial Work Launching the Global Internet Hub Plan

Update on Plan Implementation



I-64 Innovation Corridor Global Internet Hub Strategic Plan Overview



Draft: March 16, 2023

Type	Strategic Imperative	Priority: 1 Immediate 2 Mid-term - Next 2 Years 3 LT - 3-4 Years	Potential Partners	Funding Targets
Organizational	ESTABLISH A GLOBAL INTERNET HUB COUNCIL	#1 – Turn steering committee into GIH Council.	RVA757 Connects	
Foundational Infrastructure	2. Support the growth of robust local internet networks.	#2 – As part of the GIH Plan, inventory current and needed networks.	TBD	
	3. Attract additional international subsea cables.	#1 - 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. #2 – The grid anchor protection zone must be finished and approved.	City of Virginia Beach leads Alliance VEDP Maritime Industry and Coast Guard	
	4. Encourage the growth of IXs and IXPs - Internet Exchanges and Internet Exchange Points.	#2 – 757 leaders must understand importance and formulate a plan. #2 - Explore university and college plan	HRPOC Southside Broadband Authority Colleges and Universities in the Corridor	
	5A. Encourage a growing number of local data centers. 5B. Work on eliminating the sunset law on data center tax.	#1 – Now is the time given Amazon’s announcement and NOVA’s Issues.	VEDP, Alliance, Greater Richmond Partnership, Gateway Region All chambers, All stakeholders	
	6A. Support the competition of 757 fiber ring. 6B. Help the RVA region explore the need for local ring. 6C. Examine the potential of a I-64 Corridor Loop.	#1 - Decide if this should be included in the preliminary budget request. #2 - Detailed study and implementation plans will require all parties to be involved, united, and well-coordinated.	City, Counties, RVA757 Connects	
Supply	7. Support Dominion’s education of municipalities and counties on what it takes to support data centers.	Need feedback and input from Dominion Energy	Dominion Energy	
	8. Provide a growing tech-savvy workforce.	#2 – Work with education partners.	HRWC and CRWDB Community Colleges Colleges and Universities Existing Programs – CodeVA VCU Certification	
Marketing	9. Increase the awareness, familiarity, and support among local stakeholders for a growing digital infrastructure.	#1 – We must build awareness of topic and the GIH Strategic Plan. Create and implement certification program.	All chambers RVA757 Connects Board & MIC Econ. Development Associations City Councils and County Boards	
	10. Increase international awareness of the I-64 Innovation Corridor among the global digital infrastructure community and investors.	#1 – We must build awareness ASAP.	VEDP, Alliance, Greater Richmond Partnership, Gateway Region	

#1. Establish a Global Internet Hub Industry Council

Steering Committee

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

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, Dragonfly 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, Telxus

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 Green, President and CEO, Reinvent Hampton Roads

Tracy Gregorio, CEO, Q2Ops

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/NS

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

Global Internet Hub Council

Committee under RVA757 Connects

Leadership Committee:

- Dominion Energy
- Henrico County
- Virginia Beach
- Hampton Roads Alliance
- Greater Richmond Partnership
- Pixel Factory
- Old Dominion University
- Dragonfli Group

Approximately
\$100,000
Raised To
Date
Hampton Roads Community
Foundation \$50,000



https://seiresearch-my.sharepoint.com/:w/g/personal/john_martin_sirhq_com/EeDKv6IUFNtMs4cl9Y8IKSoBmX00noNIzh7AWE80iBWUrQ?e=1Z9lV1

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



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

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




Value creation for the long term

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

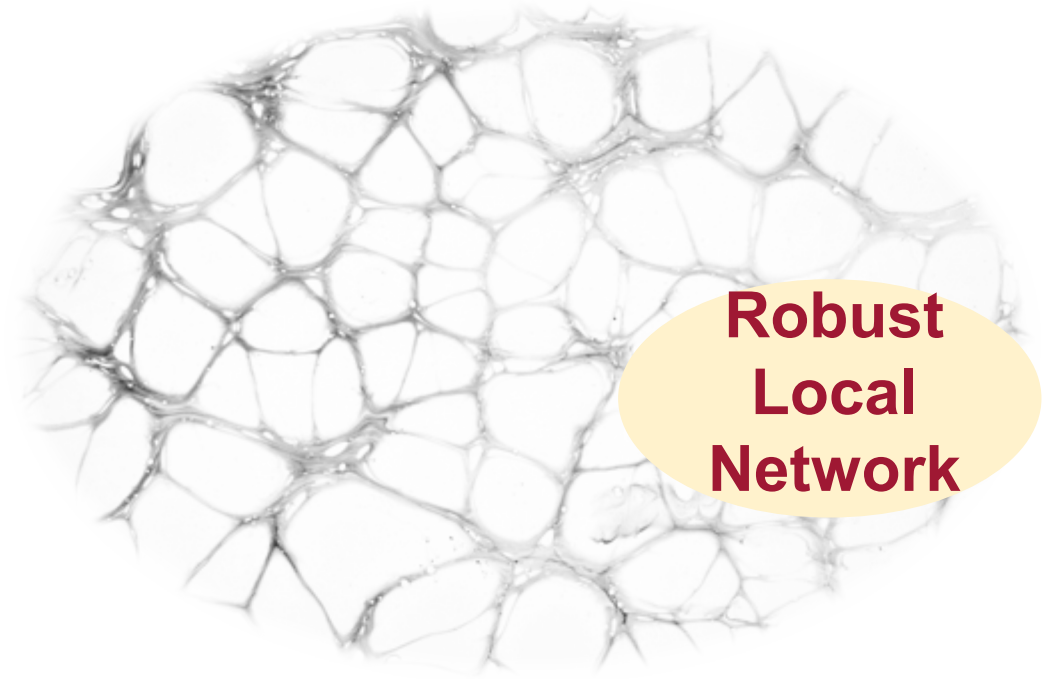
We seek situations where our capital, strategies, expertise and operational support help create substantial and sustainable value.

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

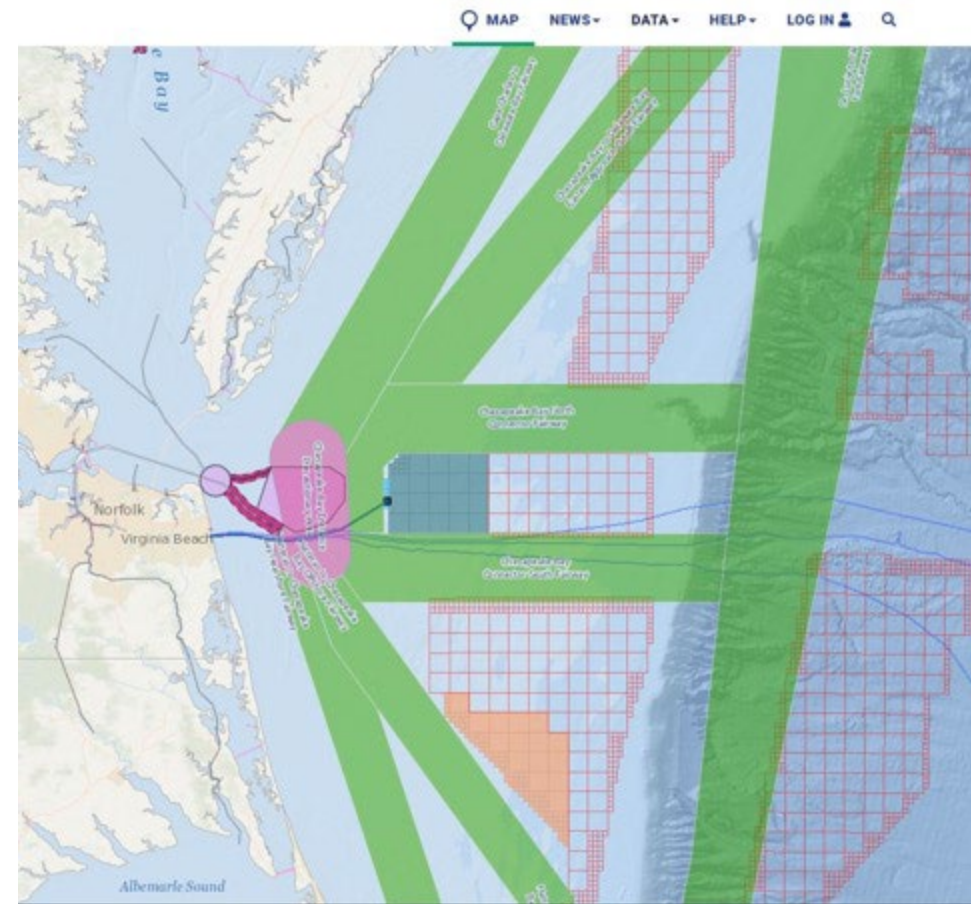
[Contact Chirisa](#)

A photograph of a modern, multi-story office building with a curved glass facade and a white cylindrical tower, set against a clear blue sky. The building is surrounded by greenery and a lawn.

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



#5. Pitch Subsea Cable Investors on Virginia Landings



#6. Prepare Data Center Sites

Certified Sites



Southern Virginia Megasite at Berry Hill

Certification Type: VEDP Business Ready Sites Program Certified, Quest Site Solutions Certified Mega Site/Super Park
Largest Parcel Size: 2102 Acres
Locality: Pittsylvania County
Site Ownership: Public
Zoning: M-2, Heavy Industry
Distance to Closest Interstate/Highway: 4 miles to U.S. Route 58



Mid-Atlantic Advanced Manufacturing Center

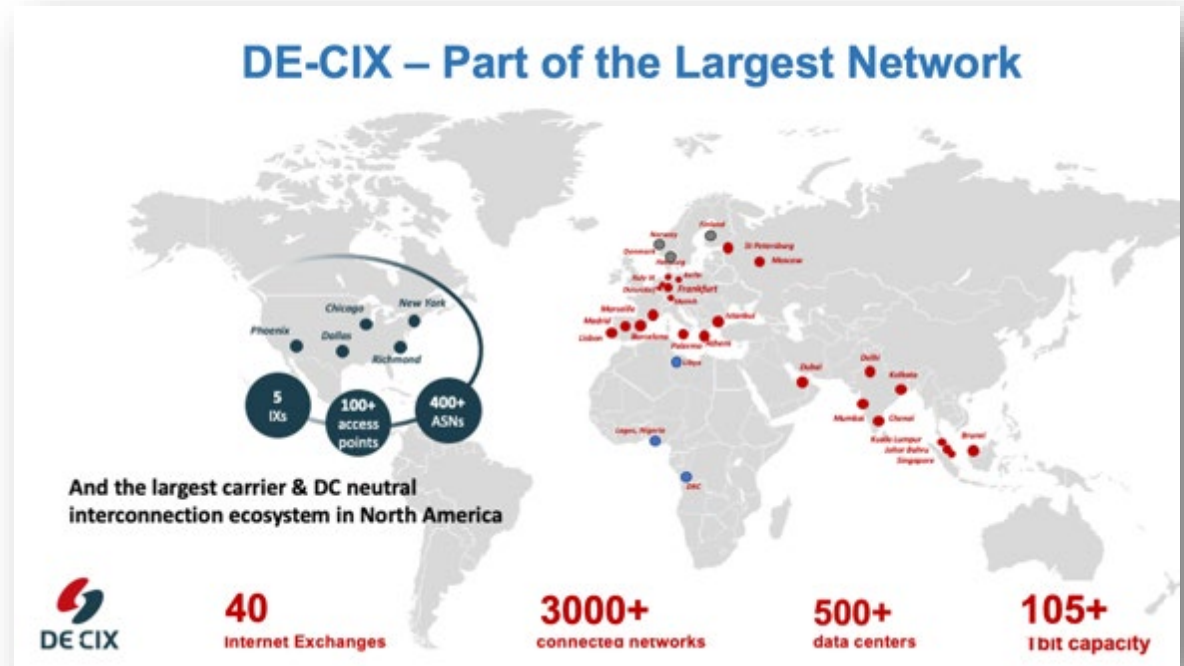
Certification Type: VEDP Business Ready Sites Program Certified, CSX Certified Megasite
Largest Parcel Size: 1000 Acres
Locality: Greenville County
Site Ownership: Public
Zoning: M-1
Distance to Closest Interstate/Highway: 2.3 miles to I-95



White Oak Technology Park

Certification Type: VEDP Business Ready Sites Program Certified, Dominion Certified Data Center Site
Largest Parcel Size: 711 Acres
Locality: Henrico County
Site Ownership: Public
Zoning: M-2, General Industrial
Distance to Closest Interstate/Highway: 1 mile to I-295

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

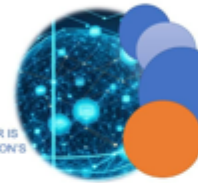




**Wed., October 4
12 to 1 pm**

**Ivo Ivanov,
CEO at DE-CIX**

Having an internet exchange in the Richmond market is boosting the region's digital infrastructure



[Register Here](#)



The Speaker:

Ivo Ivanov has been chief executive officer at DE-CIX and board chair of the DE-CIX Group AG since 2022. Prior to this, Ivanov was chief operating officer of DE-CIX and CEO of DE-CIX International, responsible for the global business activities of the internet exchange operator.



He joined DE-CIX in 2007. He has more than 20 years of experience in the regulatory, legal and commercial internet environment.

Ranked as one of the top 100 most influential professionals of the telecom industry, Ivanov regularly shares his vision and thought leadership in various industry-leading conferences around the globe.

DE-CIX is one of the world's largest and most influential internet exchange operators.

The German-based technology company has extended that influence to the Richmond region where it has established an internet exchange point.

DE-CIX operates 40-plus of these IXPs around the world, including in only four other U.S. markets - New York, Dallas, Chicago, and Phoenix.

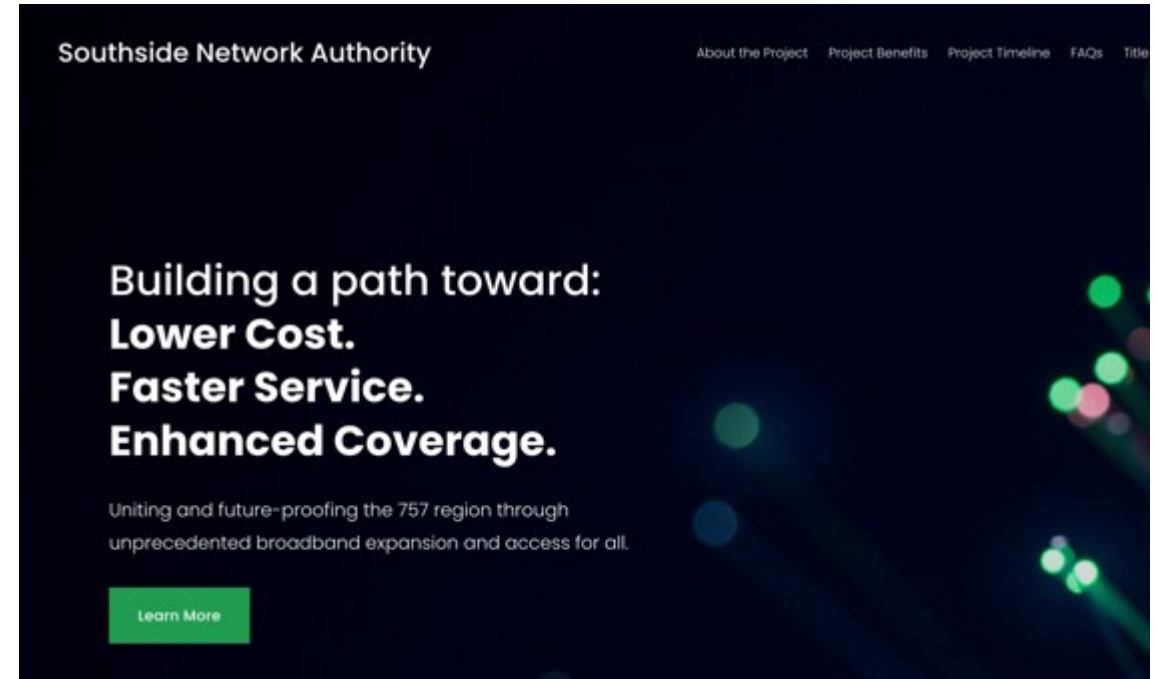
Learn why DE-CIX chose the Richmond area to establish an internet exchange point distributed across three data centers (two in Henrico and one in Hanover).

DE-CIX plays a pivotal role by serving as a crucial connectivity hub for the exchange of internet traffic among various networks, including internet service providers, content providers, social network providers, and cloud providers.

Its presence ensures high-speed, low-latency internet connections, fostering digital innovation and economic growth. Businesses benefit from efficient data exchange, improving their services and competitiveness. Moreover, with its extensive global reach, DE-CIX not only connects local stakeholders but also facilitates international connectivity, making it an essential asset for any market seeking to thrive in an interconnected world.

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

Hampton Roads Network Ring



Exploring RVA Network Ring And Megaregion-wide Loops

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



WJLA
Prince William County ...



WJLA
Prince William County ...



InsideNoVa.com
Northern Virginia lawmakers' bills ...



NBC4 Washington
Data Center Development Near Manassas ...



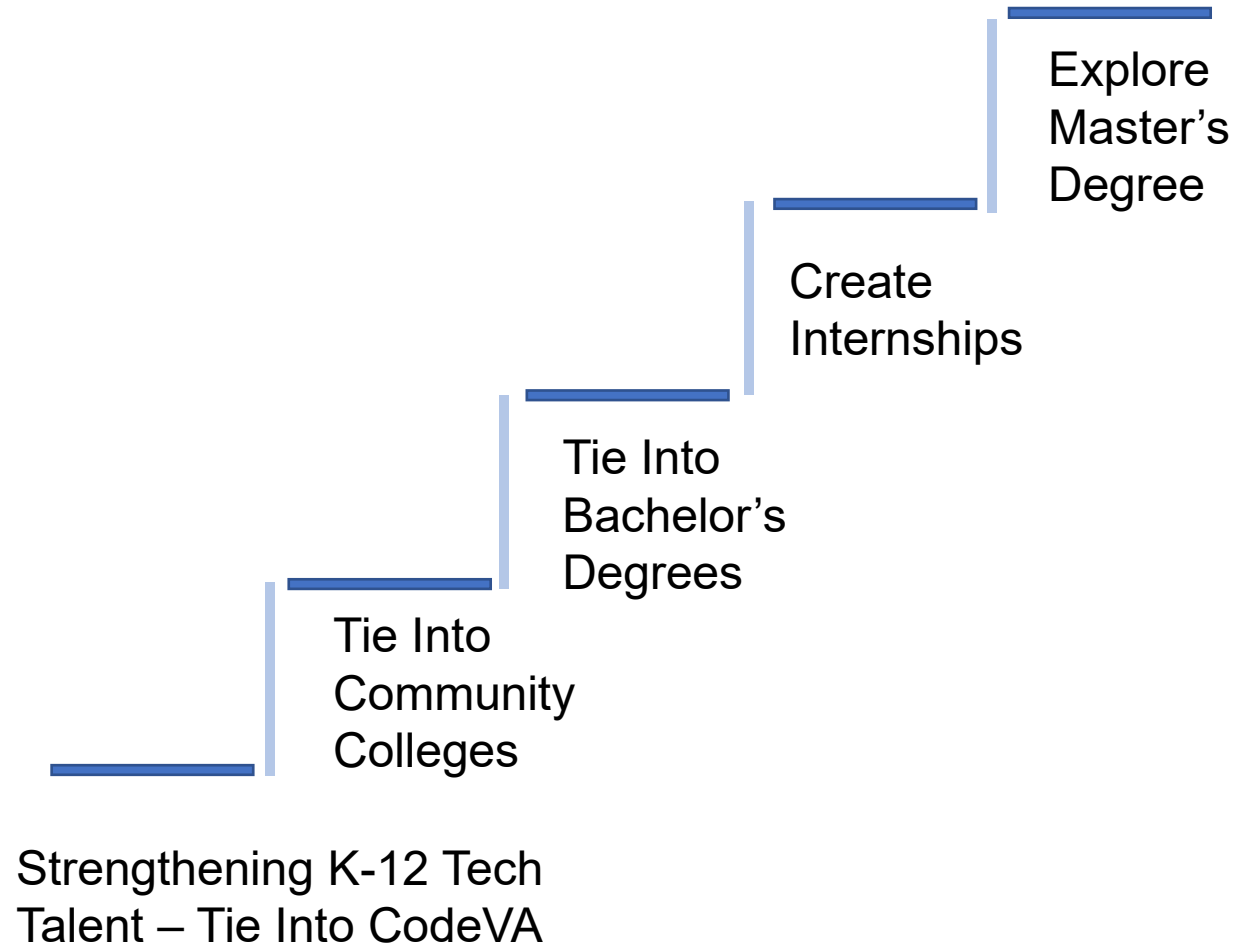
DC News Now | Washington, DC
Protesters voice frustration with data ...



WJLA
Prince William Co board vote in favor ...



#10. Advance Tech Talent Pipeline



(#10 – Potential
additional strategy)

Advance Workforce and Digital Equity



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

Dr. Hakim J. Lucas
President
Virginia Union University

*Can we become the world's first Global Internet Hub
that eliminates the digital divide?*

It's more than just providing broadband service to everyone's home.

*41% people in poverty don't have computers * . . .*

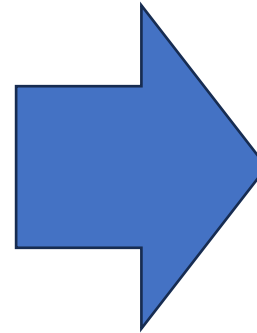
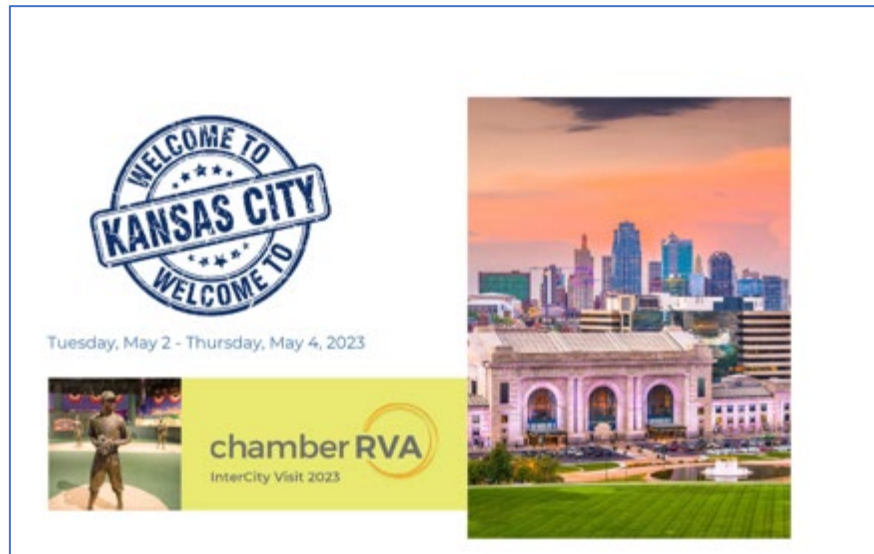
. . . can't afford one . . . don't know how to set one up . . .

don't know how to use a computer . . .

can't afford internet service.

*Pew Research

On the ChamberRVA's intercity visit to Kansas City, we were introduced to potential pathway to help close the digital divide



pcsforpeople

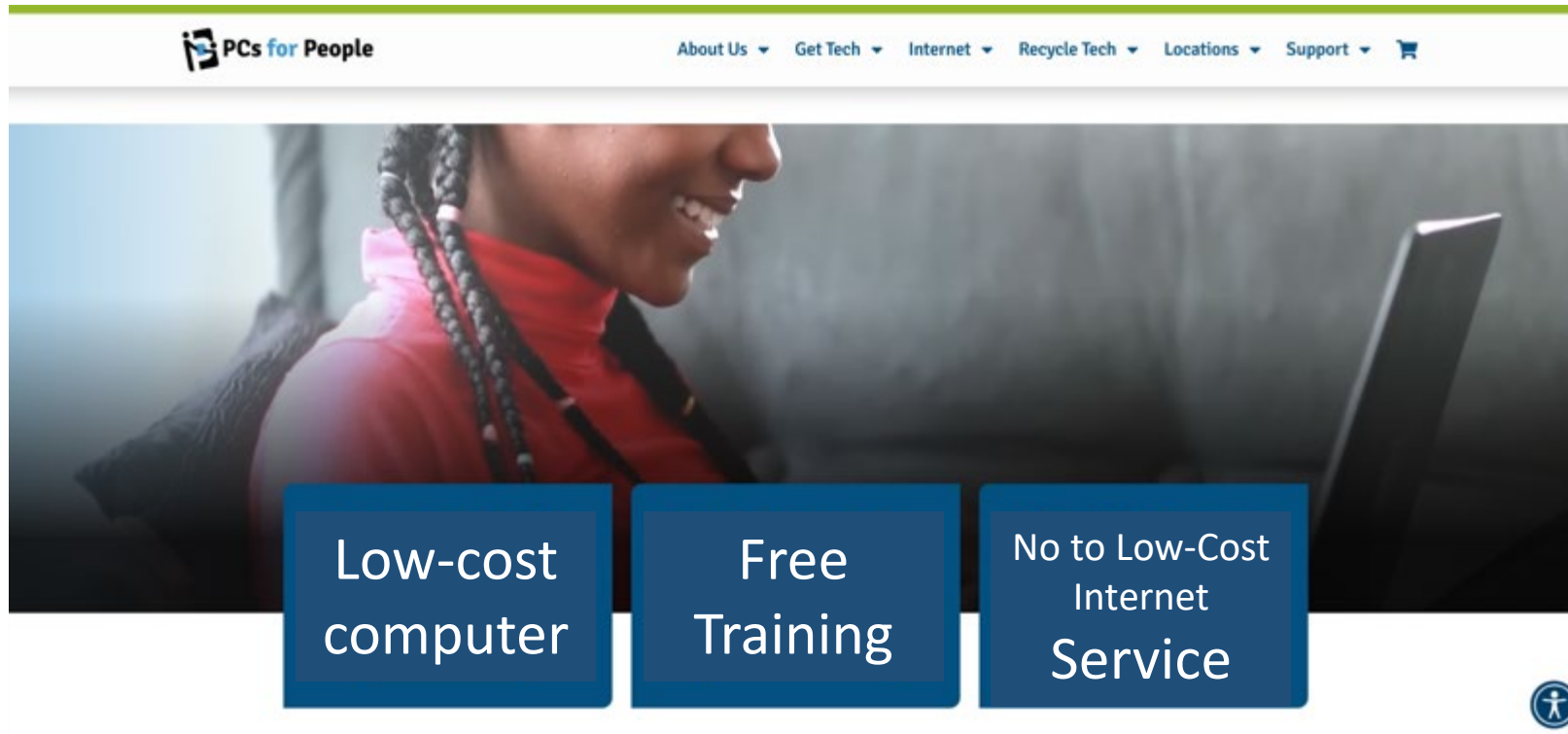
PCs for People is a national nonprofit social enterprise working to get low-cost quality computers, computer use proficiency, and high-speed internet into the homes of individuals, families, and nonprofits with low income.

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.

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 Cities

The organization is seeking an 11th location



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%**

1. 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

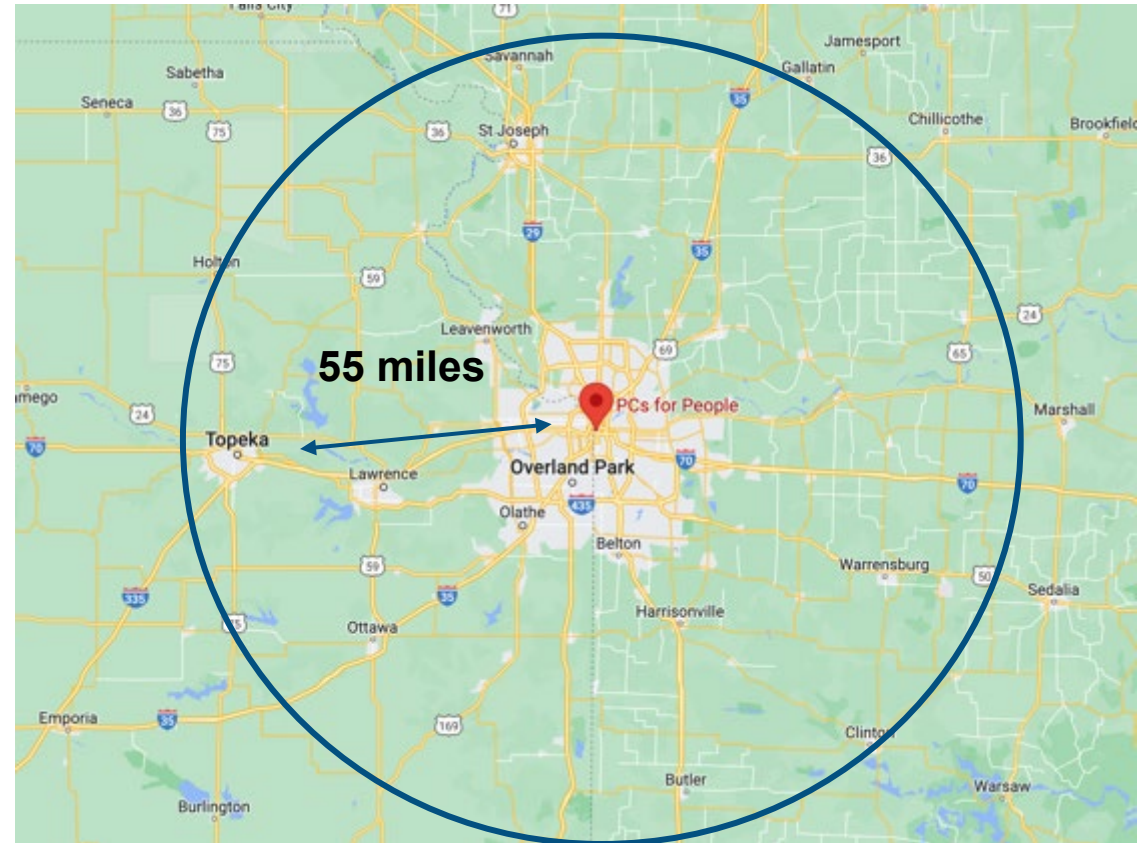
$260\text{K} \times 41\%$ estimated without computers = about 100,000

2. 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



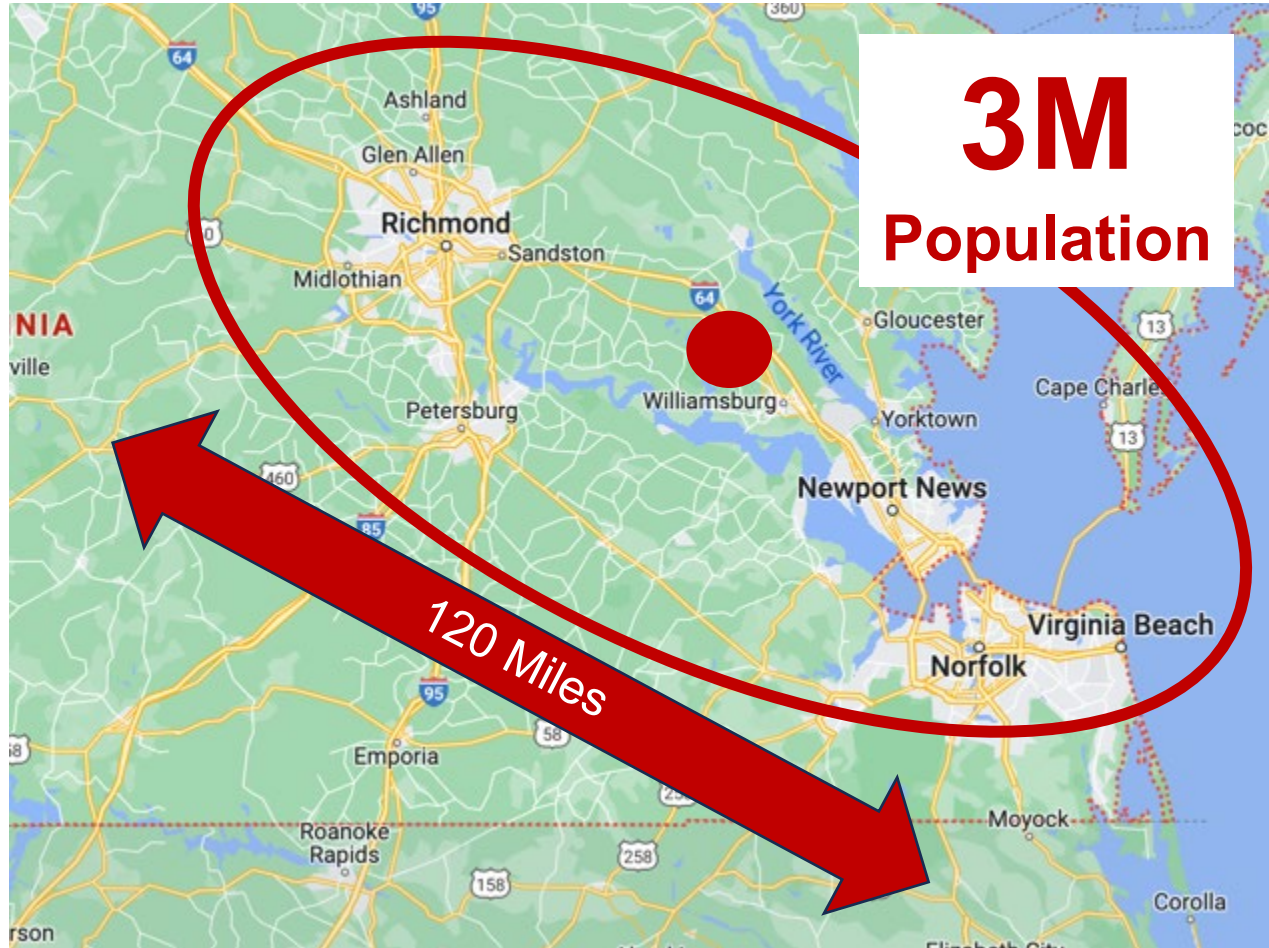
Richmond-Hampton Roads Partnership Can Make This Work



Richmond Region Pop:
1.3 million

Hampton Roads Region Pop:
1.7 million

Richmond-Hampton
Roads Region Pop:
3.0 million



The Initial Feedback Has Been Very Positive

Leaders want to participate in a full briefing with PCs for People Representatives



Our Speakers Will Bring Our Map to Life

