

BLUEPRINT VIRGINIA

Preparing for a Brighter Future

BLUEPRINT VIRGINIA

Barry DuVal

VIRGINIA
CHAMBER

THE VOICE of BUSINESS

Shaping the Future

The VISION of the Virginia Chamber of Commerce is to be the voice of the Virginia business community and the most influential business advocacy organization in the Commonwealth.

Shaping the Future

The MISSION of the Virginia Chamber of Commerce is to be a non-partisan, business advocacy organization that works in the legislative, regulatory and political arenas to act as the catalyst for positive change in all areas of economic development and competitiveness for the Commonwealth of Virginia.

New Initiatives: Our Business Model

- ✓ Partner with local and regional chambers of commerce to ensure that the business community at large has a consistent, unified message.

July 2010

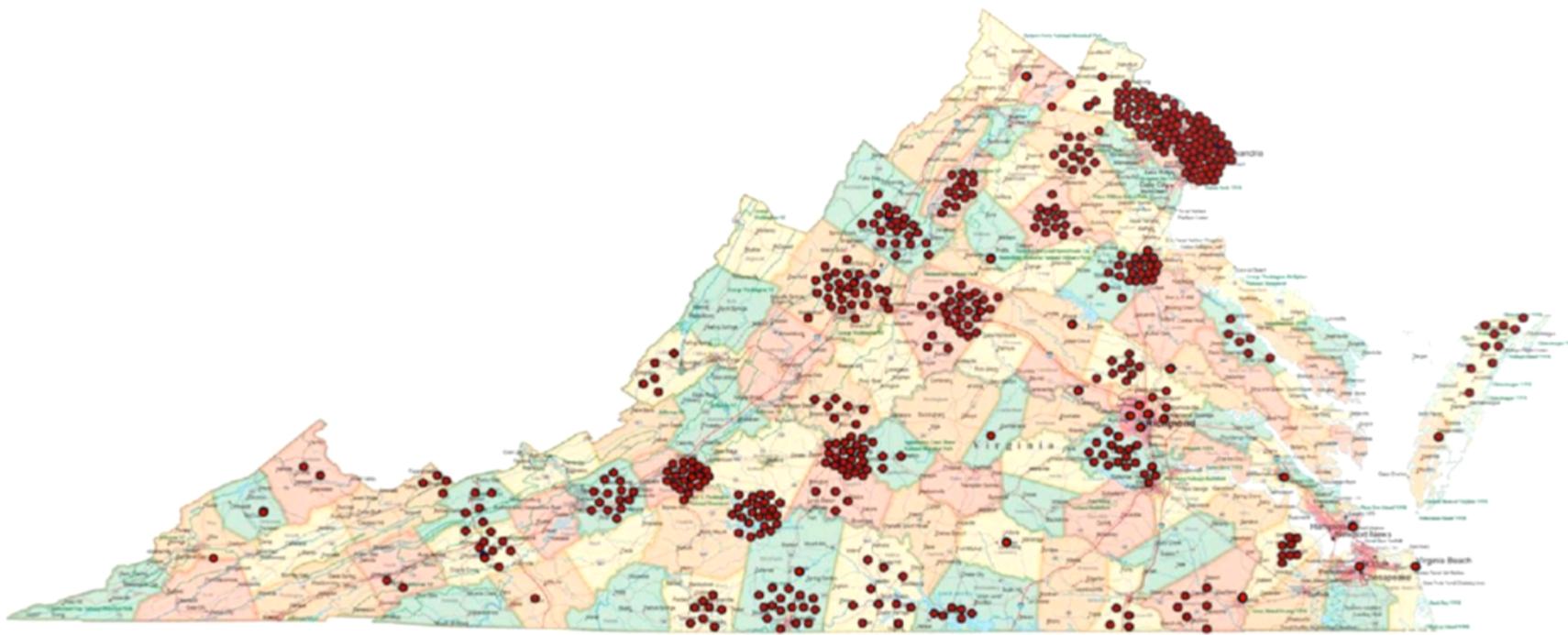
847 Virginia Chamber Members



● = 25 Virginia Chamber Members

January 2012 — 12,000 Members

January 2013 — 13,500 Members



● = 25 Chamber Members



2013 The Legislative Report Card

RECOGNIZES LEGISLATORS FOR THEIR SUPPORT ON
INITIATIVES THAT WILL HELP MOVE VA FORWARD

Legislative Report Card Press Conference

April 18th 2012



What are the top priorities for the business community today?

- Productive workforce that can help them remain competitive in a global economy
- Transportation network that can effectively move their employees and products through Virginia and to the rest of the world

Where do we want to be 8 years from now?

- Education / Workforce
- Transportation
- Business Climate /
Economic Development
- Energy
- Health Care
- Quality of Life

Who is in charge of Virginia's economic future?

- Impact of one term Governor in Virginia
- Slipped to the 3rd "Top State for Business" in CNBC annual rankings
- Competing in a global economy
- Threat of sequestration

A COMMON FRAMEWORK: Six Pillars to Economic Success

- Competent Workforce
- Intellectual Capacity
- Connectivity
- Entrepreneurship & Innovation
- Pro-Business Climate
- Quality of Life & Place

Invitation

- Invitation for Virginia's business community to participate in a long range planning process for a statewide strategy
- We need a framework for economic development for at least eight years

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*PREPARING FOR A
BRIGHTER FUTURE...*

VIRGINIA
CHAMBER

THE VOICE of BUSINESS

Approach

- Acknowledge and build on current regional plans and industry strategies
- Provide a tool for analyzing the state and regional economies
- Recognize regional economic goals and identify overarching statewide themes

Goal

- **BLUEPRINT VIRGINIA will recognize regional and industry strategies to establish statewide investment priorities among public and private sector leaders.**

Introduction to the Council on Virginia's Future

Established in 2004 to serve as an advisory board to the Governor and the General Assembly, the Council is a forum where legislative, executive branch, and community leaders come together for work that transcends election cycles, partisanship, organizational boundaries, and short-term thinking.

The Council:

- Provides a long-term focus on high-priority issues.
- Creates an environment for improved policy and decision-making.

The Honorable Robert F. McDonnell, Chair
Governor, Commonwealth of Virginia

The Honorable William T. Bolling
Lieutenant Governor, Commonwealth of Virginia

Mr. John O. (Dubby) Wynne, Vice Chair
President & CEO (retired), Landmark Communications

General Assembly Members

The Honorable M. Kirkland (Kirk) Cox
Virginia House of Delegates

Citizen and Business Community Leaders

Ms. Heather C. Cox
Exec. Vice President, U.S. Card Operations, Capital One

The Honorable Emmett W. Hanger, Jr.
Senate of Virginia

The Honorable William D. Euille
Mayor, City of Alexandria

The Honorable William J. Howell
Virginia House of Delegates

Mr. W. Heywood Fralin
President & CEO, Medical Facilities of America, Inc.

The Honorable Thomas K. Norment, Jr.
Senate of Virginia

Mr. Edward W. Gillespie
Principal & Founder, Ed Gillespie Strategies

The Honorable Lacey E. Putney
Virginia House of Delegates

Mr. C. Burke King
President, Anthem Blue Cross and Blue Shield

The Honorable Richard L. Saslaw
Senate of Virginia

Mr. William H. Leighty
Managing Principal, DecideSmart, LLC

The Honorable Walter A. Stosch
Senate of Virginia

Cabinet Members
The Honorable Richard D. Brown
Secretary of Finance

The Honorable David J. Toscano
Virginia House of Delegates

The Honorable Martin L. Kent
Chief of Staff to Governor Robert F. McDonnell

Partnership with the Council on Virginia's Future

- ⦿ Provide statewide and regional comparative and trended data on high-priority issues through its signature initiative Virginia Performs
- ⦿ Collaborate on the development and ongoing evolution of Blueprint Virginia
- ⦿ Articulate a method for quantifying progress over-time on the strategic priorities identified in Blueprint Virginia

07.2012

SCORECARD AT A GLANCE

Virginia Performs VISION FOCUS RESULTS

"Measuring what matters to Virginians."

Economy

Goal: Be a national leader in the preservation and enhancement of our economy.

Business Climate	↑
Business Startups	→
Employment Growth	→
Personal Income	↑
Poverty	↓
Unemployment	↑
Workforce Quality	↑

Education

Goal: Elevate the levels of educational preparedness and attainment of our citizens.

School Readiness	↑
3rd Grade Reading	→
4th Grade Reading/Math	→
High School Graduation	↑
High School Dropout	→
College Graduation	↑
Educational Attainment	↑
Lifelong Learning	→

Health and Family

Goal: Inspire and support Virginians toward healthy lives and strong and resilient families.

Adoption	→
Cancer	↑
Cardiovascular Disease	↑
Child Abuse and Neglect	↑
Foster Care	↑
Health Insurance	↓
Immunization	→
Infant Mortality	↑
Life Expectancy	↑
Obesity	↓
Smoking	→
Suicide	→
Teen Pregnancy	↑

Public Safety

Goal: Protect the public's safety and security, ensure a fair and effective system of justice, and provide a prepared response to emergencies and disasters of all kinds.

Crime	↑
Emergency Preparedness	↑
Juvenile Intakes	↑
Recidivism	↑
Traffic Fatalities	↑

Natural Resources

Goal: Protect, conserve and wisely develop our natural, cultural and historic resources.

Air Quality	↑
Energy	↑
Historic Resources	→
Land Preservation	↑
Solid Waste and Recycling	↑
Water Quality	↑

Transportation

Goal: Ensure Virginia has a transportation system that is safe, enables the easy movement of people and goods, enhances the economy, and improves our quality of life.

Infrastructure Condition	→
Land Use	→
Traffic Congestion	↓

Each topic covers:

Why Is This Important?

How Is Virginia Doing?

- Over Time
- By Region
- Compared to Other States

What Influences the Indicator?

What Is the State's Role?

Government & Citizens

Goal: Be recognized as the best-managed state in the nation.

Bond Rating	↑
Civic Engagement	→
Consumer Protection	↓
Government Operations	↑
Internet Access	↑
Taxation	→
Voter Registration & Turnout	→

Performance Trend

- Improving ↑
- Maintaining →
- Worsening ↓



How does Virginia Compare to Other States?*

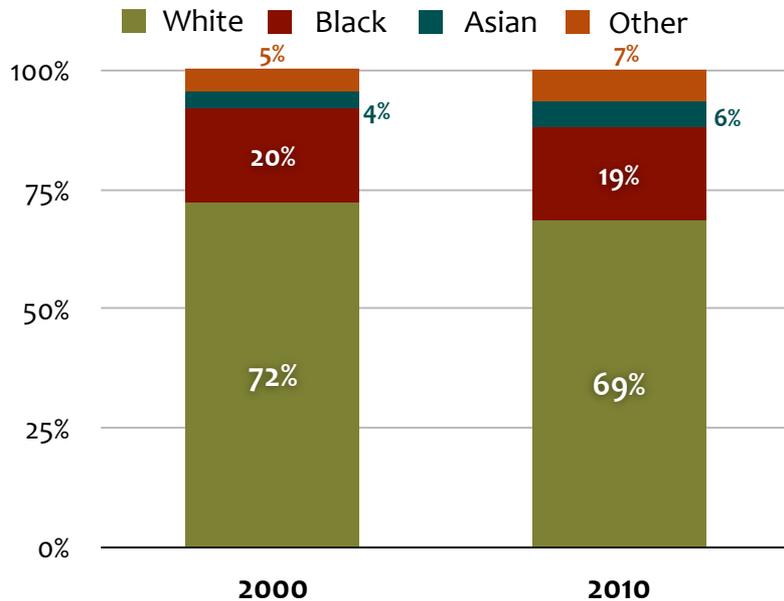
INDICATOR RANK	1-10	11-20	21-30	31-40	41-50
ECONOMY					
Business Climate	●				
Business Startups			●		
Employment Growth		●			
Personal Income	●				
Poverty	●				
Unemployment	●				
Workforce Quality	●				
HEALTH & FAMILY					
Cancer Deaths			●		
Cardiovascular Disease			●		
Health Insurance			●		
Immunization (Childhood)			●		
Infant Mortality			●		
Obesity		●			
Smoking			●		
Suicide		●			
Teen Pregnancy		●			
NATURAL RESOURCES					
Historic Districts	●				
Energy			●		

INDICATOR RANK	1-10	11-20	21-30	31-40	41-50
EDUCATION					
College Graduation (4-Year)	●				
College Graduation (2-Year)		●			
Fourth Grade Reading	●				
Fourth Grade Math		●			
High School Dropout		●			
PUBLIC SAFETY					
Emergency Preparedness	●				
Property Crime		●			
Violent Crime	●				
Traffic Fatalities		●			
TRANSPORTATION					
Infrastructure (Deficient Bridges)			●		
Traffic Congestion (Commute Time)					●
GOVERNMENT & CITIZENS					
Bond Rating	●				
Consumer Protection (Identity Theft)			●		
Internet Access (Digital Government)	●				
Internet Access (Broadband)				●	
Taxation (State and Local)		●			
Voter Turnout		●			

* Rankings between 1 and 10 denote top national performance.

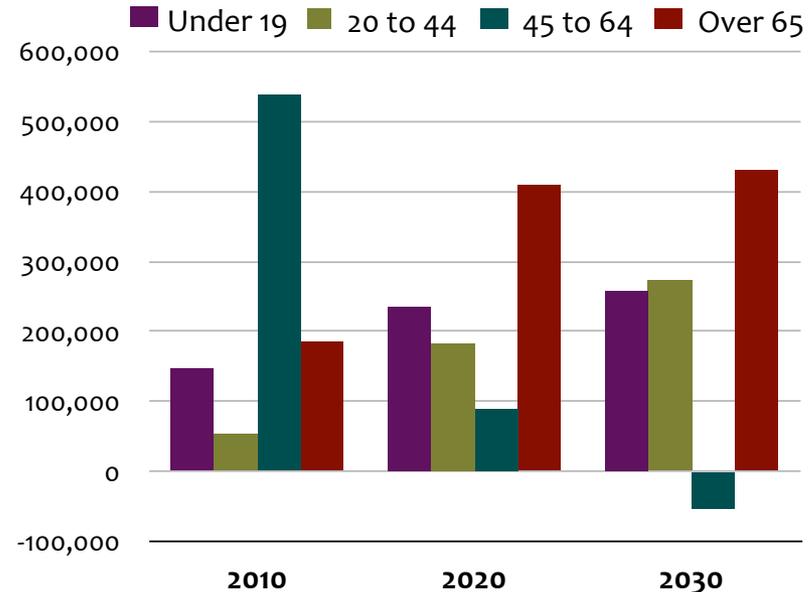
Demographics in Virginia

Virginia's Population by Race, 2000 & 2010



Source: U.S. Census Bureau

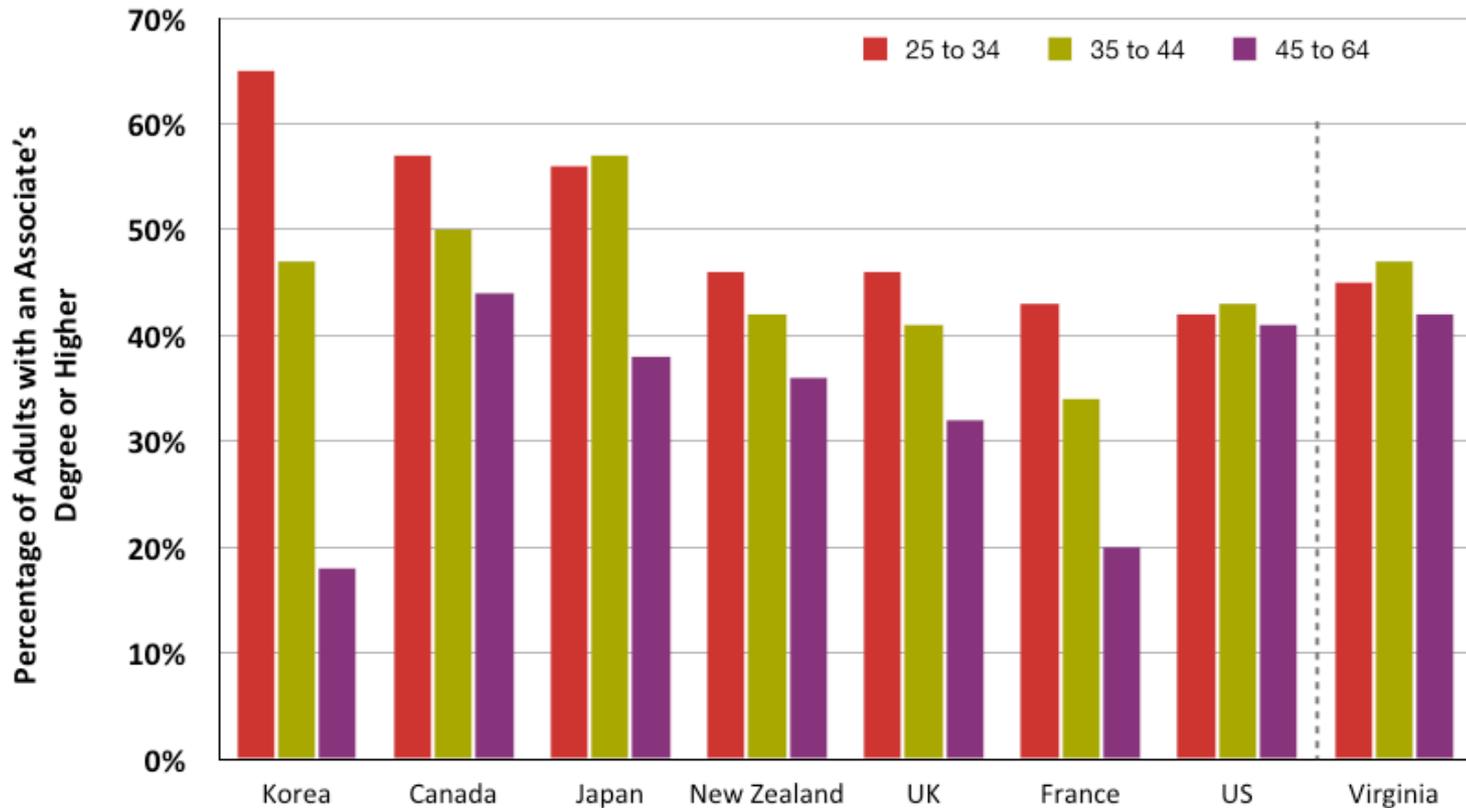
Changes in Virginia's Population by Major Group (Actual and Projected)



Source: U.S. Census Bureau and Virginia Employment Commission

Educational Attainment in Virginia

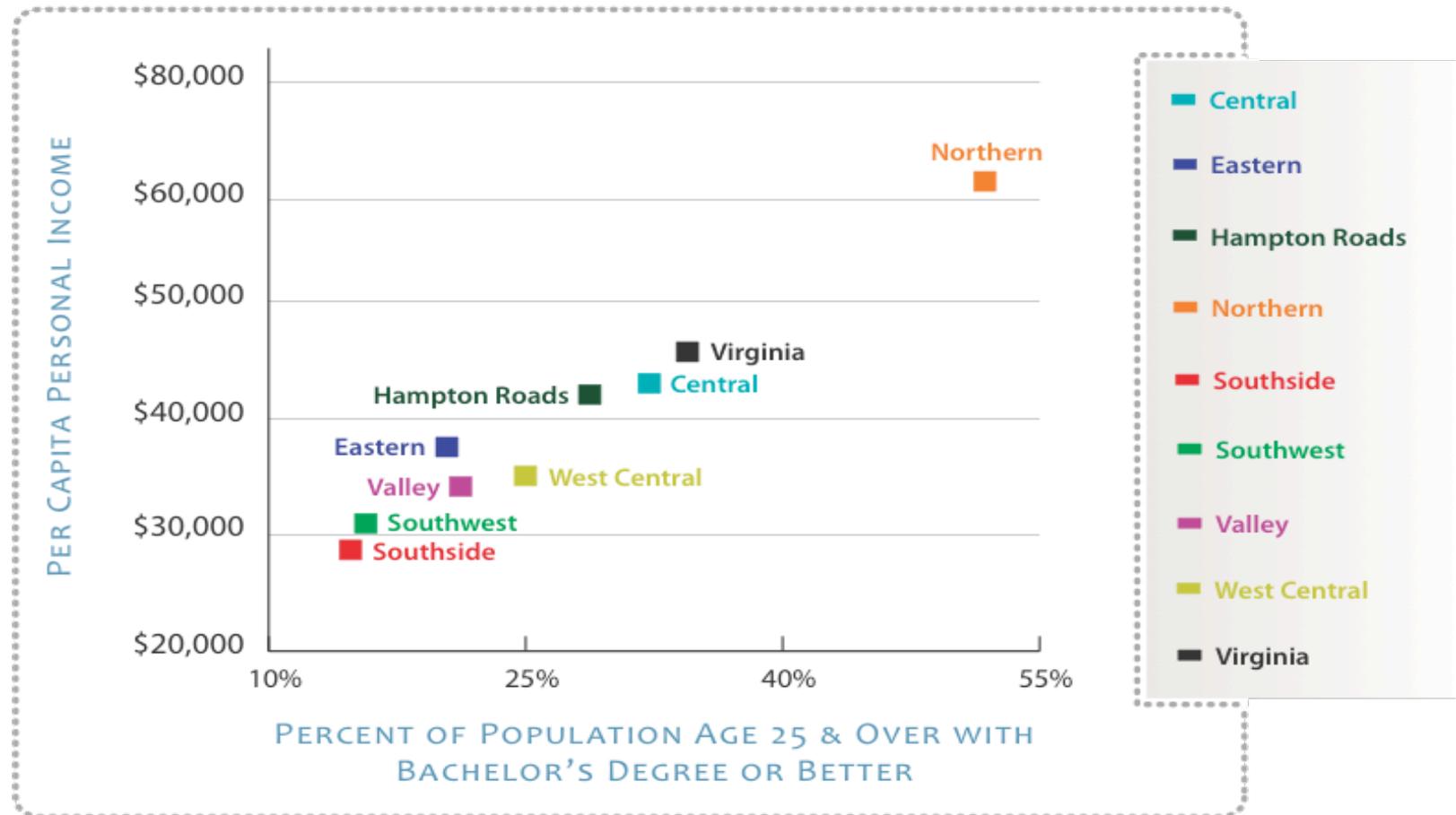
VIRGINIA'S DEGREE GAP



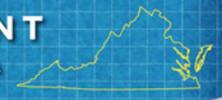
Source: Country Data - OECD, Education at a Glance, 2012 and Virginia - American Community Survey, 2009-2011, U.S. Census Bureau

Education and the Economy in Virginia and its Regions

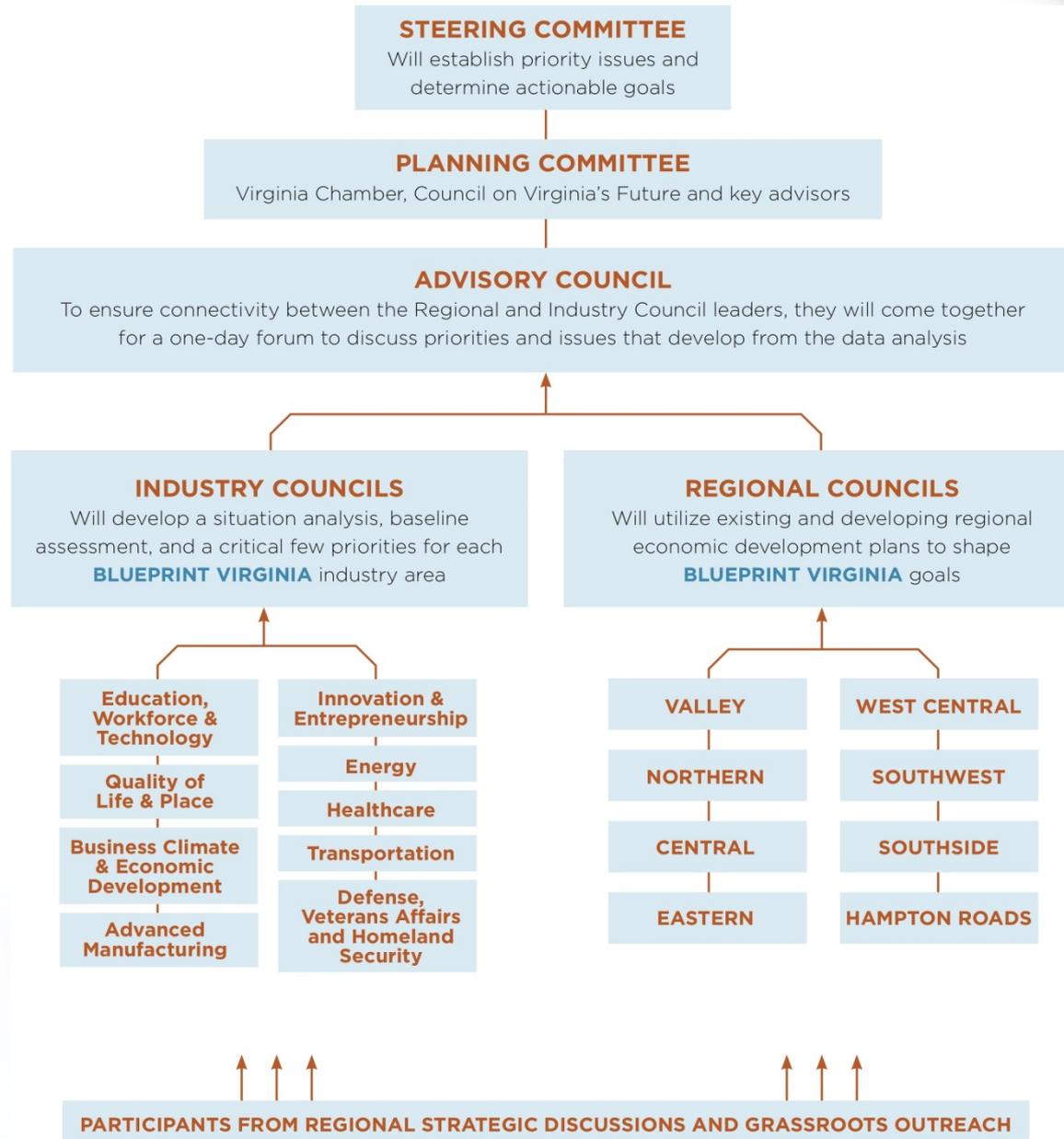
EDUCATIONAL ATTAINMENT AND PERSONAL INCOME, BY VIRGINIA REGION, 2011



How do we get organized as a business community?



ORGANIZATIONAL CHART



Regional Strategic Discussions:

February 4, 2013	Leadership Arlington at the State Capital
February 6, 2013	Virginia Hospital & Healthcare Association Board Meeting
February 7, 2013	Harrisonburg-Rockingham Chamber Annual Outlook
February 20, 2013	Virginia Economic Development Partnership Statewide Webinar
February 28, 2013	Innsbrook Rotary Blueprint Presentation
March 6, 2013	Coliseum Central Annual Meeting in Hampton
March 13, 2013	Lynchburg Regional Chamber of Commerce Annual Meeting
March 21, 2013	VA Association of Chamber of Commerce Executives Institute
March 28, 2013	Charlottesville Regional Chamber Commonwealth Breakfast
April 12, 2013	Southern Virginia STEM Summit
April 23, 2013	Fredericksburg Regional Council Blueprint Event
April 24, 2013	Northern Virginia: Leadership Arlington Blueprint Event
May 1, 2013	Northern Virginia Regional Council Blueprint Meeting
May 15, 2013	Lynchburg Regional Council Blueprint Event
May 16, 2013	Virginia Community College System Blueprint Briefing
May 21, 2013	Greater Williamsburg / VA Peninsula Chamber Blueprint Event
May 30, 2013	Roanoke Regional Chamber Economic Summit
June 6, 2013	Virginia Health Care Conference
June 19, 2013	Staunton Economic Development Business Breakfast
June 19, 2013	Roanoke-Blacksburg Innovation Network/ VA Tech Event
June 22, 2013	Senator Warner's Leadership Summit

APPROACH - THE NEXT 12 MONTHS

- November 2012 ----- **BLUEPRINT VIRGINIA Launch at Virginia Economic Summit**
- January 2013 ----- Organize Regional & Industry Stakeholder Councils
- Feb. - June 2013 ----- Regional Councils Provide Economic Development Plans
Industry Councils Provide Situational Analysis
- Feb. - June 2013 ----- Grassroots Outreach - Public hearings in over 20 communities
across Virginia
- Summer 2013 ----- Data Compiled by Planning Committee
- August - Oct. 2013 ----- Advisory Council Establishes Priority Issues and Actionable
Goals to Advance to Steering Committee
- October 2013 ----- Steering Committee Determines Final Report
- November 20, 2013 ----- **Present BLUEPRINT VIRGINIA to Governor Elect at 2013
Virginia Economic Summit**

BLUEPRINT IMPLEMENTATION

- Serve as a flexible and evolving strategic plan to achieve our goals
- Provide ongoing support for regional strategic plans
- Direct Virginia Chamber's public policy agenda for annual legislative sessions

Stakeholders...

Participating Chambers:

Altavista Area Chamber of Commerce
Arlington Chamber of Commerce
Bristol Chamber of Commerce
Charlottesville Chamber of Commerce
Culpeper Chamber of Commerce
Danville Pittsylvania Chamber of Commerce
Dulles Regional Chamber of Commerce
Fairfax County Chamber of Commerce
Fauquier Chamber of Commerce
Franklin Southampton Area Chamber of Commerce
Fredericksburg Regional Chamber of Commerce
Greater Augusta Regional Chamber of Commerce
Greater Reston Chamber of Commerce
Greater Richmond Chamber of Commerce
Greater Springfield Chamber of Commerce
Greater Washington Board of Trade
Greater Williamsburg Chamber of Commerce

Halifax County Chamber of Commerce
Hampton Roads Chamber of Commerce
Harrisonburg-Rockingham Chamber
Loudoun Chamber of Commerce
Louisa Chamber of Commerce
Lynchburg Regional Chamber of Commerce
Mid-Atlantic Hispanic Chamber of Commerce
Petersburg Chamber of Commerce
Prince William Chamber of Commerce
Roanoke Regional Chamber of Commerce
Smith Mountain Lake Regional Chamber
Tappahannock-Essex Chamber of Commerce
Top of VA Regional Chamber of Commerce
VA Peninsula Chamber of Commerce
Virginia Asian Chamber of Commerce
Virginia Hispanic Chamber of Commerce
York County Chamber of Commerce

Stakeholders...

Economic Development Organizations:

**Virginia Economic Developers Association
Virginia Economic Development Partnership
Virginia Association of Planning District Commissions
Central Shenandoah Planning District Commission
City of Newport News Economic Development
City of Richmond Economic Development
Economic Progress Committee
Fluvanna County Dep. Of Community Development
Franklin Southampton Economic Development
Fredericksburg Regional Alliance
George Washington Regional Commission
Greater Richmond Partnership
Hampton Roads Center for Civic Engagement
Hampton Roads Economic Development Alliance
Hampton Roads Partnership
King George Economic Development
Loudoun County Economic Development
Mary Washington Center for Economic Development
Virginia's Region 2000 Partnership
Shenandoah Valley Partnership
Washington County Economic Development**

Stakeholders...

Industry Experts, Associations and Nonprofits:

Joint Commission on Health Care
Peninsula Council for Workforce Development
US Small Business Coalition
VA Alternative & Renewable Energy Association
VA Association of Health Plans
VA Association of REALTORS
VA Bankers Association
VA Biotechnology Association
VA Business Coalition on Health
VA Career College Association

**VA Department of Housing and
Community Development**
VA Energy Efficiency Council
VA Manufacturers Association
VA Petroleum Council
VA Port Authority
VA Transportation Construction Alliance
VA Trucking Association
Virginia Business Council

Stakeholders...

Community Colleges, Universities and Education

Council of Independent Colleges in Virginia
Virginia Community College System
Blue Ridge Community College
Central Virginia Community College
Dabney S. Lancaster Community College
ECPI University
Germanna Community College
James Madison University
John Tyler Community College
Lord Fairfax Community College
Patrick Henry Community College
Piedmont Virginia Community College
Southside Virginia Community College
Tidewater Community College
University of Mary Washington
Virginia Commonwealth University
Virginia Early Childhood Association
Virginia Mathematics & Science Coalition
Virginia Polytechnic Institute & State University
Virginia Western Community College

Stakeholders...

Participating Leadership Organizations:

LEAD VIRGINIA

Sorensen Institute for Political Leadership

Thomas Jefferson Institute for Public Policy

LEAD Hampton Roads

Leadership Arlington

Leadership Charlottesville

Leadership Greater Augusta

Leadership Fairfax

Leadership Fredericksburg

Leadership Lynchburg

Leadership Metro Institute

Leadership New River Valley

SURVEY:

- 1. What do you think are Virginia's top three priorities to remain economically competitive?**
- 2. What should be the next Governor's top economic development priority?**
- 3. What are your top three regional priorities in the coming years?**
- 4. What additional ideas do you have to improve your region and state's economy?**

HOW YOU CAN PARTICIPATE IN BLUEPRINT VIRGINIA

Visit the Virginia Chamber's website at
www.vachamber.com/blueprint

YES! I want to be involved in the BLUEPRINT VIRGINIA process.

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An alliance of hospitals and health delivery systems

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