



A Business Plan for the Commonwealth

THE VOICE of BUSINESS

#### Dear Community and Business Leaders:

In Virginia, we've long been blessed by a strong economy and have regularly been recognized as the best state for business. While we have much to be thankful for, there are still issues that need further consideration as we continue to compete in an increasingly global economy. There are areas of the Commonwealth that are not enjoying the level of prosperity experienced by others. We must remain vigilant in our efforts to foster statewide economic development in order to maintain our ranking as the best state for business.

We are pleased to share with you the executive summary for **Blueprint Virginia**: A Business Plan for the Commonwealth. **Blueprint Virginia** is a comprehensive initiative to provide business leadership, direction and long-range economic development planning for Virginia. During the past twelve months, the Blueprint process engaged business and community leaders from around the state through grassroots involvement to determine top priorities for strengthening Virginia's economic competitiveness. Regional briefings were held in more than 30 communities where hundreds of Virginia citizens voted on priority issues for their region and the state. We collaborated with more than 300 organizations and over 7,000 participants to develop "A Business Plan for the Commonwealth" that provides our elected officials and private sector leaders with a roadmap for economic competitiveness.

We would like to express our deep gratitude to the many organizations and individuals who contributed their leadership, insights and support to **Blueprint Virginia**. It has been our honor to provide leadership throughout the **Blueprint Virginia** planning process. We believe this economic development strategy will help strengthen Virginia's economic competiveness, grow our economy and ensure our future prosperity. We look forward to working with our stakeholders, statewide elected officials and the General Assembly to implement the goals and recommendations outlined in the **Blueprint Virginia** plan. Working together, we can help bring prosperity to all Virginians and maintain our ranking as the best state for business.

Sincerely.



Paul Koonce, CEO, Dominion Virginia Power Chairman, Blueprint Virginia



Barry DuVal, President & CEO
Virginia Chamber of Commerce

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# By the Numbers

NEARLY

700

BUSINESS & COMMUNITY
LEADERS

FROM AROUND THE STATE ATTENDED THE BLUEPRINT VIRGINIA ROLL-OUT IN NOVEMBER, 2012. BLUEPRINT VIRGINIA ENGAGED MORE THAN

BUSINESS & COMMUNITY LEADERS

FROM AROUND THE STATE TO DETERMINE TOP PRIORITIES FOR STRENGTHENING VIRGINIA'S ECONOMIC COMPETITIVENESS.

REGIONAL BRIEFINGS WERE HOSTED IN MORE THAN

50 COMMUNITIES

ACROSS THE
COMMONWEALTH
WHERE HUNDREDS
VOTED ON PRIORITY
ISSUES FOR THEIR
REGION AND THE STATE.

NEARLY

BUSINESS & COMMUNITY LEADERS

SIGNED UP AS
STAKEHOLDERS
TO ENDORSE THE
BLUEPRINT PROCESS
OR PARTICIPATE AS
COMMITTEE MEMBERS
AND HUNDREDS
JOINED A SERIES OF
WEB CONFERENCES
TO SHARE INPUT
AND NARROW
RECOMMENDATIONS.

MORE THAN

2,500 INDIVIDUALS

PARTICIPATED IN
INDUSTRY COUNCIL
MEETINGS TO ESTABLISH
BASELINE ASSESSMENTS
AND OPPORTUNITIES
FOR GROWTH IN KEY
SECTORS.

### Regional Blueprint Events:

February 4, 2013 February 6, 2013	Leadership Arlington Blueprint Presentation Virginia Hospital & Healthcare Association Presentation
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 Annual Meeting
March 21, 2013	VA Association of Chamber of Commerce Executives Summit
March 28, 2013	Charlottesville Regional Chamber Commonwealth Breakfast
April 12, 2013	Southern Virginia STEM Summit
April 23, 2013	Fredericksburg Regional Council Blueprint Event
April 23, 2013	Northern Virginia: Leadership Arlington Blueprint Presentation
May 1, 2013	Northern Virginia Economic Forum for Blueprint Virginia
May 9, 2013	Culpeper Chamber of Commerce & Blueprint Virginia
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 Event
May 29, 2013	Buchanan Chamber of Commerce Blueprint Event
May 30, 2013	Roanoke Regional Chamber Economic Summit
June 10, 2013	Farmville Area Chamber of Commerce Blueprint Event
June 19, 2013	Staunton Economic Development Business Breakfast
June 19, 2013	Roanoke-Blacksburg Innovation Network/ VA Tech Event
June 21, 2013	Franklin-Southampton Area Chamber of Commerce Event
June 22, 2013	Senator Warner's Leadership Summit
July 15, 2013	Northern Neck Blueprint Economic Forum
July 17, 2013	Virginia Workforce Council Presentation
July 25, 2013	Virginia Planning District Commissions Conference
August 15, 2013	Virginia Economic Developers Association Meeting
September 3, 2013	South Hill Chamber of Commerce Luncheon
September 4, 2013	Virginia Workforce Investment Board Meeting
September 11, 2013	Hampton Roads Chamber of Commerce Blueprint Briefing
October 2, 2013	Crater PDC with the Civilian Military Council at Fort Lee

### **Industry Council Meetings:**

May 20, 2013	Energy Industry Council Meeting #1
May 28, 2013	Military & Veterans Affairs Industry Council Meeting
May 30, 2013	Energy Industry Council Meeting #2
June 21, 2013	Healthcare Industry Council Meeting #1
June 24, 2013	Technology, Innovation & Startups Council #1
July 10, 2013	Technology, Innovation & Startups Council #2
July 17, 2013	Business Climate & Economic Development & Education
	and Workforce Industry Councils Meeting
July 22, 2013	Transportation Industry Council Meeting
August 1, 2013	Manufacturing Industry Council Meeting
August 12, 2013	Healthcare Industry Council Meeting #2
August 27, 2013	Environment Industry Council Meeting
September 20, 2013	Business Climate & Economic Development Meeting #2







# Leadership

#### **CHAIRMAN**

Paul Koonce,
Dominion Virginia Power, CEO

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Carly Fiorina, Hewlett Packard, Retired Chairman

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SVP & General Manager

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Corporation, President & CEO

Tony Moraco, SAIC, President, Intelligence, Surveillance & Reconnaissance Group

Mike Petters, Huntington Ingalls Industries, President & CEO

John Pullen, Luck Companies, Chief Growth Officer

Jim Reinhart, QTS, COO - Development and Operations

Linwood Rose, James Madison University, President Emeritus

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Patrick Barker, Winchester-Frederick
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Tom DeWitt, SNVC

Jim Dinegar, Greater Washington Board of Trade

Craig A.A. Dixon, Smithfield Foods, Inc. Glenn Dubois, Virginia's Community College System

Jack Ezzell, Norfolk State, Zel Technologies

Dwight Farmer, Hampton Roads Planning
District Commission

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Todd House, Micron

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Development Association

Neal Noyes, Virginia Tobacco Commission

Jim Oliver, Hampton Roads Center for Civic Engagement

Douglas Palais, Park Palais Attorneys

Tom Palmer, Wells Fargo

Dan Pleasant, Dewberry

Liz Povar, Virginia Economic Development Partnership

Robert Riley, Williams Mullen

Clayton Roberts, Virginia Free

Kim Scheeler, Greater Richmond Chamber of Commerce

Dick Schreiber, Williamsburg Chamber of Commerce

C. Grigsby Scifres, Williams Mullen William C. Shelton, Department of Housing & Community Development

Robert Skunda, Virginia Biotechnology Research Park

Douglas L. Smith, Kaufman & Canoles Consulting

Myra Smith, Leadership Metro Institute Raymond Smoot, Jr., Virginia Tech Foundation, Inc.

Robert Stolle, Center for Innovative Technology

Bob Stroh, Virginia Downtown Development Association

Wayne Strickland, Roanoke Valley-Alleghany Regional Commission

Dr. Robert G. Templin, Jr., Northern Virginia Community College Mike Thompson, Thomas Jefferson Institute for Public Policy

James Thornton, Huntington Ingalls
Industries

Michael Toalson, Home Builders Association

Dennis Treacy, Smithfield Foods, Inc. Dietra Trent, Office of Senator Mark R. Warner

Brett Vassey, Virginia Manufacturers
Association

Bruce Whitehurst, Virginia Bankers Association

Greg Wingfield, Greater Richmond Partnership

#### **REGIONAL COUNCILS**

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Gene Bailey, Fredericksburg Regional Alliance

Tom Bishop, Patrick County Chamber of Commerce

Frank Bossio, Culpeper County Administrator

Dr. Jennifer Braaten, Ferrum College Jon Bright, The Spectacle Shop Julie Brown, Dan River Region Collaborative

Aaron Burdick, West Piedmont Planning
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Helen Cauthen, Thomas Jefferson
Partnership for Economic Development

Dr. John Cavan, Southside Virginia Community College

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Rob Clapper, The Prince William Chamber of Commerce

Karen Clark, Augusta Health Jean Clary, South Hill Chamber of Commerce

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Mary Hickman, Commonwealth Regional Commission

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Timothy Hulbert, Charlottesville Chamber
of Commerce

Richard Hurley, University of Mary Washington

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H. Lee Kirk, Jr., Culpeper Regional Hospital

David Kleppinger, Alleghany Highlands Economic Development Corporation Janet Laughlin, Averett University

Chris Lee, Lee Construction Bob Levegue, RR Donnelley

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Susan Martin, Bedford County Chamber of Commerce

Mike Maxey, Roanoke College Sheri McGuire, Longwood University Gail Moody, Southside Planning District Commission

Barry Moore, Liberty University Laurie Moran, Danville-Pittsylvania Chamber of Commerce

Fred Morgan, Greater Augusta Association of Realtors

Kerry Mossler, Centra Health

Dan Naff, Botetourt County Chamber of Commerce

Toan Nguyn, Charlottesville Coffee Steve Owen, Staunton City Manager Catherine Peck, Commonwealth Regional Council

Leonard Pittman, Union First Market Bank

Nancy Pool, Halifax County Chamber of Commerce

Roger Porter, VEDP International Trade
Dr. B. Carlyle Ramsey, Danville
Community College

Dr. Jorge Ribas, Mid-Atlantic Hispanic Chamber of Commerce, Inc.

Bonnie Riedesel, Central Shenandoah PDC

David A. Sam, Germanna Community College

Dr. Robert Sandel, Virginia Western Community College David Schwengel, Northern Virginia Regional Commission

Mike Shareck, MacMillian Publishing Myra Smith, Leadership Metro Richmond Randy Smith, McKee Foods

Rucker Snead, Hampden-SydneyCollege Susan Spears, Fredericksburg Regional Chamber of Commerce

Wayne Strickland, Roanoke Valley-Alleghany Regional Commission

Robin Sullenberger, Shenandoah Valley Partnership

Barbara Swisher, Holiday Inn Frank Tamberrino, Harrisonburg-Rockingham Chamber

Lisa Tharpe, Farmville Area Chamber of Commerce

Emmett Toms, Dominion Virginia Power My Lan Tran, Virginia Asian Chamber of Commerce

Jeffrey Walker, Rappahannock-Rapidan Regional Commission

Lacy Ward, Moton Museum

Tim Ware, George Washington Regional Commission

Joyce Waugh, Roanoke Regional Chamber of Commerce

Amanda Witt, Martinsville-Henry County Chamber of Commerce

Michel Zajur, The Virginia Hispanic Chamber of Commerce

#### **PLANNING COMMITTEE**

Barry E. DuVal, Virginia Chamber of Commerce

Jane Kusiak, Council on Virginia's Future William Murray, Dominion Virginia Power Kim McKay, Council on Virginia's Future Cyndi Miracle, Virginia Chamber of Commerce

Mark Barrett, Virginia Chamber of Commerce

# Education

**INDUSTRY COUNCIL CHAIR: MIKE DANIELS CHAIRMAN OF LMI** 

#### **GOAL:**

Build on our nationally ranked education system to develop the world's best workforce for the 21st century

#### **System-level Reform**

- Invest in STEM-H education as an important issue to the business community at all levels of education (at least half of well paying "STEM jobs" do not require a four year degree) while providing well-rounded education including needed "soft skills."
- Establish a goal of developing a globally best-in-class system, not just a nationally competitive one.
- Question basic assumptions about our education system, from calendars to compensation, to determine if they still make sense in the 21st century.
- Strengthen the linkages between the classroom and the workplace at all levels, with efforts by both the public and private sectors.
- Reinvent our linear model of education to recognize that in the 21st century economy workers will need to re-enter our education system throughout their career.

### **Early Childhood Education**

- Improve access to high quality early childhood education--a key determinant of both school readiness and third grade reading attainment.
- Address the fragmentation and gaps that exist in our current public policy approach to early learning.
- Improve the flexibility of existing state funding for at-risk preschoolers (the Virginia Preschool Initiative) to allow it to be more fully used at the local level.
- Identify opportunities for public/private partnerships to promote community-wide access to high quality early learning.
- Implement appropriate models from the private sector, such as pay for performance, in publicly funded child care and early learning.

#### K-12 Education

- Celebrate our current success in K-12 reform and accountability while recognizing the imperative for further improvement to maintain our competitive advantage nationally and improve our standing globally.
- Develop additional linkages between K-12 accountability measures and long-term postsecondary and workplace success.
- Build on our best in the nation STEM-H education program (as recognized by the U.S. Chamber of Commerce) to achieve global best-in-class status.
- Forge partnership between the business community and K-12 schools. STEM-H education, career readiness, reimagining middle school, and mentoring students are key opportunities for the business community.
- Promote financial education so all students obtain basic economic and financial skills and support initiatives for teacher training in this area.

### **Post-Secondary/ Higher Education**

- Build on one of state government's core assets--the Virginia Community College System- as a critical gateway to both postsecondary education and the workforce for high school graduates and mid-career adults.
- Acknowledge funding and affordability challenges as well as the need to adapt to potential technological innovations in the higher education instructional and business model.
- Support the Virginia Business Higher Education Council's Grow By Degrees coalition's objectives, including its "College, Knowledge and Jobs" policy agenda and sustained implementation of the "Top Jobs" Act of 2011.
- Prioritize the "Top Jobs" components with the most business salience — increased STEM-H education and career readiness, including industry certification and licensure for highdemand, high-skilled jobs.



# Workforce

#### **GOAL:**

Create a more robust workforce to meet the needs of a growing and diverse business community

#### INDUSTRY COUNCIL CHAIR: MIKE DANIELS CHAIRMAN OF LMI

- Recognize that a highly talented and educated workforce is the lynchpin of maintaining and elevating Virginia's economic competitiveness;
- Strengthen the private sector voice in state level workforce efforts (New Virginia Workforce Industry Council).;
- Recognize that Virginia will need 2 million new workers to support the state's economic growth over the next ten years;
- · Strengthen Virginia's approach to workforce development at the state level and within regions;
- Elevate Virginia's workforce system brand so that it is nationally recognized among businesses;
- Invest in Virginia's Community College System

#### **Data & Dissemination**

- Articulate and disseminate information on workforce that catalyzes a dialogue on the future of Virginia's workforce at the state level and within our regions (i.e. State of the Workforce).
- Strengthen our platforms for workforce related data, such as Labor Market Information.
- Continue to use approaches that provide students with information on future careers (i.e. Virginia Education Wizard, Academic and Career Plans, and Career Coaches).

#### **Public-Private Partnerships**

- Establish a private sector led, Virginia
   Workforce Industry Board to provide input
   to state workforce leaders on the needs of the
   business community.
- Promote innovative public-private partnerships for workforce training, especially in the area of STEM and encourage replication (i.e. SySTEMic Solutions).
- Collaborate with businesses that have robust in-house training programs to source the nonproprietary elements of these programs.
- Support the development of public-private technical training centers for high-demand fields (i.e. Advanced Manufacturing Apprenticeship Academy).
- Continue to promote internships tied to careers for the K-12 student population with a particular emphasis on STEM-H.
- Utilize the expertise of the private sector in redesigning curricula and developing training programs for both technical and "soft skills" education.

### Targeted Sectors & Populations

- Encourage adequate funding for state
   of the art equipment and training
   to address new areas and advanced
   technologies (i.e. robotics) for high demand fields such as advanced
   manufacturing, data analytics,
   bioscience, and information technology.
- Strengthen vocational training opportunities including apprenticeships.
- Emphasize industry certifications and credentials as a pathway for opportunity beyond a four-year degree.
- Support workforce development efforts targeted to Veterans (i.e. Virginia Values Veterans, Military2Manufacturing, and expediting training for high-demand fields).

#### **Regional Solutions**

- Support the development of businessdriven regional workforce solutions that meet the needs of a key regional industry over a sustained period of time, particularly for "mid-skill" workers.
- Go beyond a general emphasis of STEM education and encourage a deep understanding of STEM opportunities that align with regional needs.
- Encourage regional leadership to develop workforce solutions that actively engage the private sector in meeting regional gaps by redesigning curricula, redirecting resources, and realigning programs (i.e. nuclear engineering in Lynchburg and maritime training in Hampton Roads).
- Continue to emphasize collaboration across state agencies in providing technical assistance and expertise to regional partnerships.

# Business Climate & Economic Development

**GOAL:** 

Strengthen and expand Virginia's economy to maintain Virginia's rank as the best state for business.

INDUSTRY COUNCIL CHAIRS: TOM PALMER REGIONAL VICE PRESIDENT AND SENIOR VICE PRESIDENT OF CENTRAL AND EASTERN VIRGINIA COMMERCIAL BANKING FOR WELLS FARGO BANK

#### **Incentives**

- Preserve Virginia's incentive programs.
- Continue to use incentives in a responsible manner.
- Support new incentives that demonstrate their effectiveness and help Virginia target future growth industries while protecting existing businesses.
- Support continued investment and incentives that spur economic development in rural Virginia.

#### **International**

- Continue to market Virginia as a great place for international companies to locate.
- Continue to develop trade opportunities for Virginia goods and services.
- Continue to support transportation infrastructure investments that will strengthen international trade (ports, airports, rail and roads).

#### **Taxes**

- Support a comprehensive study of Virginia's tax structure.
- Support changes that will modernize Virginia's tax structure.

#### **Federal**

- Protect Virginia in future BRAC rounds through the work of the Governor's Commission on Military Installations and Defense Activities and future commissions.
- Promote the private sector's capabilities in federal contracting and procurement matters.

#### **Small Business**

- Promote the integration of small business in statewide economic planning efforts.
- Support the development of business incubators and additional resources.
- Encourage more small business development financing, venture capital formation and tax incentives.
- Strengthen access to Virginia's current incentive programs for small business.



# Business Climate & Economic Development

#### **Tourism**

- Endorse Virginia Tourism Corporation's "DRIVE Tourism" plan.
- Continue to support VTC's efforts to maintain and expand domestic and international travel market and motion picture production.
- Promote distinctive visitor experiences through connectivity and authenticity.
- Strengthen programs that support tourism product development and infrastructure.

#### Workforce

- Tailor workforce programs to meet the needs of corporate partners.
- Support efforts, such as immigration reform, to retain and attract the most talented workers.
- Streamline and improve the effectiveness of Virginia's workforce training programs.
- Economic development and workforce development organizations should align on ensuring that good jobs come to Virginia and the state has the highly educated workforce to fill those jobs.

#### **Industry Sectors**

- Cultivate a strong environment for research and development and new company formation.
- Support innovation hubs around concentrated areas of activity to grow new companies.
- Replicate CCAM and CCALS approach for other industries.
- Expand opportunities in agriculture and forestry.

#### **Pro-Business Policies**

Maintain Virginia's pro-business policies like:

- The Commonwealth's right-to-work laws.
- · An equitable and fair legal system.
- · Unemployment and workers' compensation systems that balance the needs of employees and employers.
- · Minimize burdensome regulations and promote efficient regulatory oversight.
- · Strong communities and a robust housing market.



# Transportation

INDUSTRY COUNCIL CHAIR: WHITT CLEMENT PARTNER, HEAD OF VIRGINIA GOVERNMENT RELATIONS TEAM, AT HUNTON & WILLIAMS

## Efficient and Effective Implementation of 2013 Legislation

- Spend the funding provided by the 2013 legislation in an efficient and effective manner the key to both successful implementation of the legislation and any future discussion of transportation funding needs.
- Advance a transportation policy approach that focuses on corridors of regional and statewide significance and strategic investments that have the greatest impact on performance and safety.
- Establish performance-based priorities that reduce travel times, improve travel speeds and reduce road congestion and delays.

## Maximize the Value of Virginia's Transportation Crown Jewels

- Protect and strengthen Virginia's strategic transportation assets--from Virginia's ports to Dulles Airport to our rail network to Wallops Flight Facility
- Identify and address threats to these assets.
- Build on current efforts to maximize the value of these world class assets.

#### Maintain and Strengthen an "All of the Above" Strategy in Transportation

- Take an "all of the above" strategy in transportation, with meaningful investments in all modes of transportation.
- Develop transportation policies in coordination with other significant public policy priorities, including economic development and environmental stewardship.
- When feasible, pursue opportunities to invest in projects that will enrich the quality of life of Virginians beyond highways, aviation, transit and rail such as bike paths and sidewalks.

#### GOAL:

Continue to develop a safe and efficient transportation system that effectively moves people and goods through the Commonwealth and fosters growth and development for a competitive economy.

## Continue Tradition of Innovation Even in an Era of Improved Funding

- Build on past innovations such as the Public Private Transportation Act (PPTA), VDOT reform across several administrations, and use of HOT lanes and congestion pricing on the Capitol Beltway.
- Support technology and innovation in transportation policy.





# Transportation

### **Aviation & Aerospace**

- Enhance transportation network to Wallops Island in support of commercial space launches.
- Expand partnerships with aerospace industry, military & education institutions.
- Enhance aviation/aerospace education to address the short supply of critical job skills in the STEM fields.

#### **Highways**

- Repair deficient pavements.
- Rehabilitate structurally deficient bridges.
- Increase highway capacity of I-81 in strategic locations.
- Increase highway capacity of I-64 between Richmond and Hampton Roads.
- Complete construction of I-73 between I-581 in Roanoke & the North Carolina Border.
- Increase interstate capacity around the Washington, D.C. Metro Area.
- Investment in tunnels and bridges in Hampton Roads.
- Protect Route 29 corridor for future improvements.

#### **Ports**

- Improve multimodal facilities throughout the Virginia port system to handle anticipated increase in freight as a result of the Panama Canal expansion.
- Promote development of the Commonwealth Connector (State Highway 460).

#### **Rail & Transit**

- Improve transit in rural areas.
- Improve freight rail along I-81 corridor including the completion of proposed Intermodal Freight Center in the greater Roanoke area.
- Invest in higher speed and reliable rail service between Washington D.C., Richmond, and Hampton Roads and between Richmond and Raleigh.

### **Overall Competitiveness**

- Expand the Port and related intermodal facilities.
- Support Dulles International Airport and growth of the Dulles Corridor.
- Connect higher speed and intercity rail with regional transit systems.
- Improve freight mobility.
- Support major military facilities.
- Complete unfinished PPTAs.





# **Health Care**

INDUSTRY COUNCIL CHAIR: TONYA MALLORY PRESIDENT & CEO OF HDL, INC.

#### **GOAL:**

Use innovation to transform Virginia's health care system into a competitive advantage through improvements in population health, cost, access and quality.

### **Population Health and Wellness**

- Focus on population health as it is among Virginia's weakest attributes on Virginia Performs, ranking middle of the pack in most indicators.
- Use population health improvements as a key lever in cost containment and a driver for savings.
- Invest in data analytics to take advantage of Virginia's emerging data infrastructure (HIE and APCD). This is necessary to ensure transparency, engage consumers, cost-effective care, and accountability.
- Invest in prevention and pursue high-value treatment of chronic disease, behavioral health, and special needs populations.
- Promote public policy and private efforts to improve individual wellness and population health, including but not limited to managed care for public health program participants, employee wellness efforts, or community health efforts.

#### **Quality, Access, and Cost**

- Implement Medicaid reform and expansion to help reduce cost shifting onto insured patients and employers for the cost of treating the uninsured.
- Focus on improving the value of care defined as quality and cost.
- Use payment reform as a key lever to improve value for both public and private payers.
- Empower health care consumers and/or their responsible decision -makers with information to enable appropriate and costeffective care decisions in partnership with their providers.
- Support expanded access to care as a means for controlling costs and improving quality, recognizing that the hospital emergency room is the least appropriate and most expensive place to provide routine access to care.
- Strengthen the individual and small group insurance market through public and private innovation.

#### **Health Workforce**

- Solving our growing health workforce challenges will improve the state's competitiveness and strengthen our health care system.
- Address the need for additional clinical training slots - the key challenge to address short and long-term needs.
- Develop more team-based models of care to accommodate the needs of a population that is both growing and aging.
- Integrate returning veterans into the health workforce a key opportunity to both strengthen and diversify it.

#### **Innovation**

- Invest in efforts to drive multi-stakeholder, system-level reform, such as the Virginia Center for Health Innovation's Health Innovation Plan. This is important for promoting long-term improvement in our health care system.
- Replicate best practice innovations within Virginia's existing health care system.
- Recognize innovation as an important component in transforming our state's health care system into a competitive advantage for Virginia.
- Encourage employer led health care coalitions on a regional basis.





# Technology, Innovation & Startups

**GOAL:** 

Ensure that Virginia remains a leader in technology, innovation and startups.

INDUSTRY COUNCIL CHAIRS: BOB STOLLE SENIOR VICE PRESIDENT OF OPERATIONS FOR CIT; JOSH LEVI VICE PRESIDENT OF POLICY FOR NORTHERN VIRGINIA TECHNOLOGY COUNCIL

### Innovation Funding

- Identify and encourage adequate funding and tax policy: Center for Innovative Technology GAP Funds; Angel Investment Tax Credit; capital gains tax exemption; Commonwealth Research Commercialization Fund; R&D Tax Credit.
- Promote the creation of regional private investment funds.
- Support the creation of industry-specific accelerators.

#### **Entrepreneurship**

- Create a stronger environment for entrepreneurship (outreach on available resources, teaching entrepreneurship in the schools, and statewide recognition).
- Enhance Virginia's Business One-Stop portal.

#### Technology Sectors

 Continue to use the R&T Strategic Roadmap for investment in priority sectors.

#### **STEM Education**

- Continue to encourage experiential STEM opportunities for students, such as the CSIIP.
- Continue to explore policies to recruit and retain STEM teachers.
- Continue to emphasize STEM degree attainment.

#### Commercialization

• Strengthen the Commonwealth's efforts to commercialize university intellectual property and support federal facilities IP transfer initiatives.

#### **Broadband**

- Continue to invest in expanding broadband coverage and planning efforts.
- Promote cooperation and coordination through public-private partnerships to expand broadband services and lower deployment costs in areas where broadband expansion is not economically feasible.



# Energy

INDUSTRY COUNCIL CHAIR: PRESTON BRYANT SENIOR VICE PRESIDENT OF INFRASTRUCTURE AND ECONOMIC DEVELOPMENT FOR MCGUIREWOODS CONSULTING

### "All of the Above" Strategy Job Creation

- Shape public policies to take advantage of the dramatic increases in domestic energy supply.
- Support the full range of energy resources in Virginia to promote stable rates, economic development, energy independence, and environmental protection.
- Focus on energy investment opportunities that promote jobs, capital investment, and economic development.
- Build on Virginia's affordable energy prices and reliable energy supply as a competitive advantage in recruiting business to the Commonwealth.

#### Infrastructure Investment

- Encourage continued fuel diversity
   through traditional and alternative energy
   investments in new sources of power
   generation, including but not limited to
   natural gas, coal, nuclear, biomass, solar,
   and wind.
- Identify highest potential opportunities for gas infrastructure investment to spur economic development.
- Better position Virginia's offshore wind industry through investments in data technology, port capacity, and other opportunities to increase the supply chain potential of offshore wind.

#### **Energy Reliability**

- Support investments in grid reliability and security to promote the most reliable possible service.
- Promote energy infrastructure planning to make the state's energy supply resilient and secure.
- Encourage energy policy that accounts for the increased risk of energy disruption.
- Emphasize the importance of infrastructure investments to energy regulators and companies.

### Efficiency & Education

Create a balanced, sustainable energy policy that supports

economic development and job growth while meeting the growing needs of our population

and business community.

**GOAL:** 

- Leverage private-sector investments for energy-efficiency improvements in stateowned buildings.
- Bring new energy-efficiency technologies to market through incentives.
- Strengthen consumer education and technical support for energy efficiency.
- Provide understandable, useable information to energy consumers directly at the consumer and retail level.
- Localize Virginia's energy education efforts.



# Manufacturing

INDUSTRY COUNCIL CHAIRS: CHRIS CALDWELL GOVERNMENT AFFAIRS MANAGER — SOUTHEAST REGION FOR DUPONT; BRETT VASSEY PRESIDENT & CHIEF EXECUTIVE OFFICER OF THE VIRGINIA MANUFACTURERS ASSOCIATION

#### **Taxes**

• Support policies that will lower the effective tax rate for manufacturers.

#### Regulation

- Emphasize a reduction in regulatory barriers and costs.
- Support adequate funding for environmental regulatory agencies.
- Encourage adequate general fund investments in wastewater and water treatment facilities.

#### **Economic Development**

- Strengthen economic development incentives for job creation and retention.
- Support an assessment to determine what agency should manage the Virginia Jobs Investment Program.
- Strengthen export assistance to small and medium manufacturers.

#### GOAL:

Strengthen Virginia's business climate and public policies to enhance the growth of advanced manufacturing throughout the Commonwealth

#### **Energy**

 Encourage diversity in the Commonwealth's energy portfolio to maintain low cost energy.



# Environment

INDUSTRY COUNCIL CHAIR: DENNIS TREACY EXECUTIVE VICE PRESIDENT AND CHIEF SUSTAINABILITY OFFICER FOR SMITHFIELD FOODS, INC.

#### Water

- Continue progress in restoring the Chesapeake Bay and Virginia rivers and streams.
- Maintain efforts to identify sources of water impairments and implement cleanup plans.
- Continue the implementation of Virginia's Chesapeake Bay Phase II, Water Implementation Plan
- Promote coordinated public-private approaches to developing and implementing modern stormwater practices and technologies.
- Continue to encourage wise stewardship of water resources and supplies.
- Invest in agriculture stewardship practices and local government stormwater infrastructure needs.

#### Land

- Continue to partner with federal military bases to conserve lands around base perimeters to avoid land use conflicts.
- Encourage adequate funding for state Brownfields programs.
- Continue to preserve lands through approaches such as tax credits, grants, and occasional bond issuances.

#### Air

• Continue to strike a balance between economic growth and air quality for Virginia's citizens.

#### **Climate**

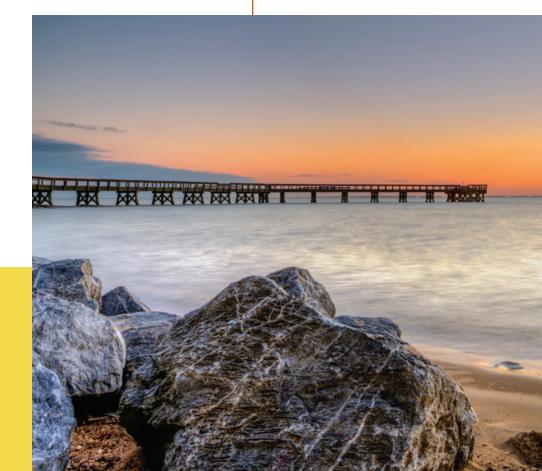
**GOAL:** 

solutions.

 Support adaptation planning for the potential effects of changing weather patterns and natural disasters with state assistance.

Protect, conserve and develop our

natural, historic and recreational resources through business initiatives and sustainable



# Environment

#### **Sustainability**

• Encourage sustainable business practices through approaches, such as: environmental management systems; reuse and recycling programs; green buildings; reporting and disclosure; and, goal setting.



#### Government

- Support adequate resources for Virginia's environmental regulatory agencies.
- Continue to manage environmental programs in a responsible manner and focus on issues that can be controlled by Virginia.
- Promote a balance between appropriate government oversight and permitting with economic expansion and commerce.

#### Recreation

- Support the protection of parks, trails, boat landings, and other water access points.
- Encourage "multiple use" spaces for recreation.
- Support strong game and wildlife management programs in Virginia.

# Military & Veterans Affairs

INDUSTRY COUNCIL CHAIR: ADMIRAL (RET.) JOHN C. HARVEY CHAIRMAN OF THE COMMISSION ON MILITARY INSTALLATIONS & DEFENSE ACTIVITIES

### **Preserve Virginia-based Military Assets**

- Leverage our proven record as the best host state for preservation of military assets in an era of defense cutbacks.
- Continue progress made since the last round of BRAC in reducing threats.
- Implement recommendations from the Governor's Commission on Military Installations and Defense Activities.
- Build on the core military assets and seek to expand their mission and economic impact.

#### **Support Military Families**

- Partner with state government to examine the full range of opportunities to support military families in education, health and human services, and in the workplace.
- Review long-standing positions of the business community and state government to consider if they make sense in the context of a military drawdown and the stresses facing military families as a result of both continued overseas commitments and federal resource constraints.

### Integrate Veterans Into the Economy

- Recognize the many advantages that welltrained, well-disciplined, highly motivated veterans bring to the civilian workforce.
- Make a business-community wide commitment to helping veterans transition into the civilian economy as the military drawdown is implemented. (i.e. Virginia Values Veterans)
- Continue to replicate the successful "Troops to Energy" model in other industries in Virginia, such as the current efforts underway for healthcare.

#### GOAL:

Preserve Virginia's military assets and support veterans and their families through increased educational and job opportunities.

### **Prepare for the Challenges Ahead**

- Continue the Governor's Commission on Military Installations and Defense Activities in an appropriate form during the next administration.
- Partner with host communities to prepare for future base closure and related efforts at the federal level to include land preservation where appropriate.
- Accelerate investments in transportation infrastructure to support current and future military assets.





# Stakeholders

We would like to recognize the organizations and individuals who contributed their leadership, insights and support to Blueprint Virginia.



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Commission on Health Care
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US Small Business Coalition
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