

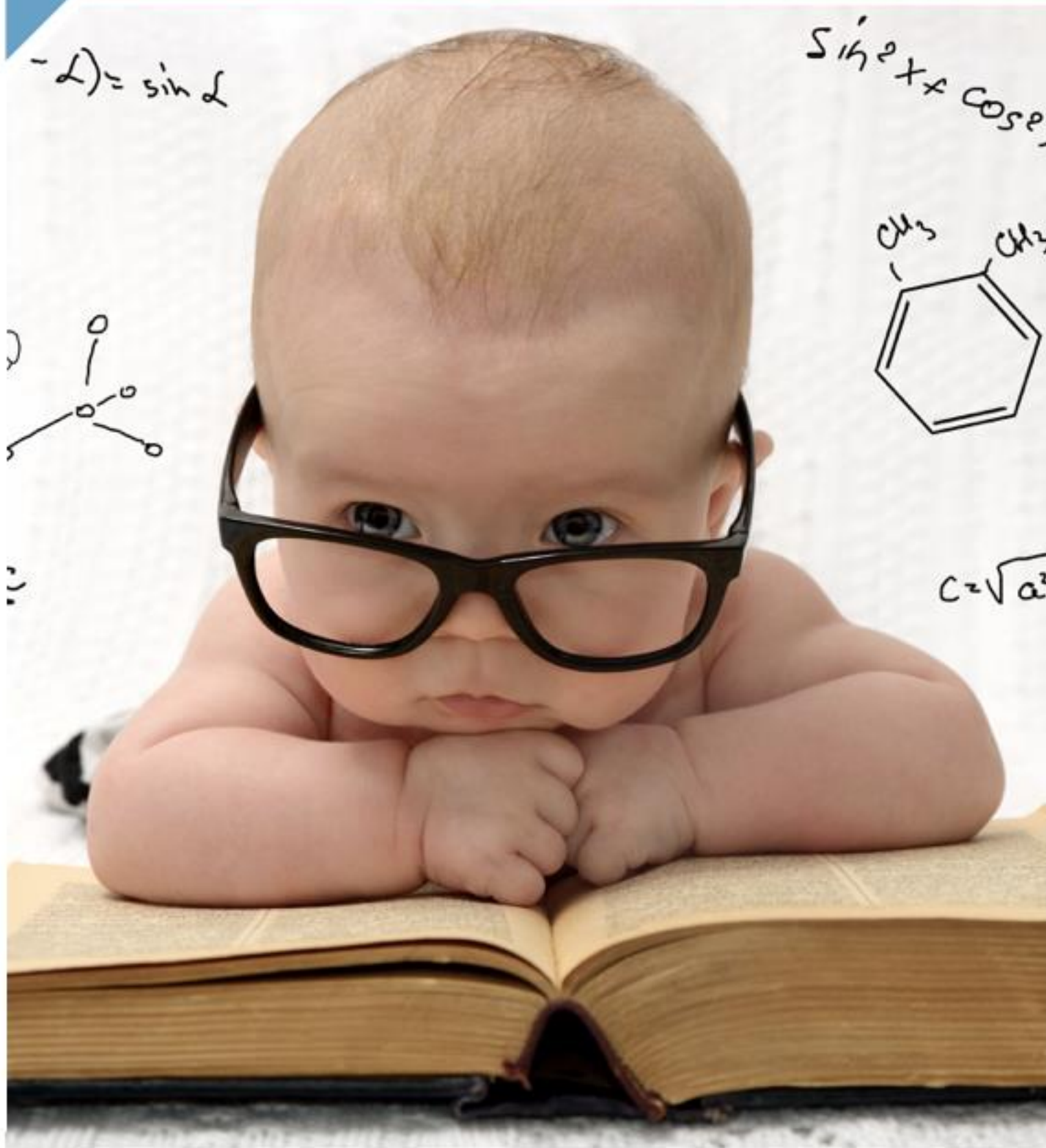
# Prospects for Local and Regional Economic Growth



VIRGINIA ASSOCIATION OF COUNTIES  
2017 ANNUAL CONFERENCE



# Planning for the Future



- An Inspiring Vision for Your Community
- Role of Economic Development in Making that Vision a Reality
- Goals for Economic Development



# Where Are the Prospects



- Growing Existing Businesses
- Encouraging Start-ups
- Recruiting New Business



# Where Are the Prospects (cont.)



- Tourism
- Data Centers
- Manufacturing
- Headquarters
- Logistics
- Biomedical



# Selling Your Product



Product  
Inventory



Resources and  
Assets



Labor





# Attracting Labor

Active Lifestyle

Night Life

Food Scene

High Speed  
Data



# Alignment



- Integrating Local and Regional Plans
- Linking to VEDP and the State Plan





Differentiating  
Through  
Commitment  
and Excellence

Playing as a  
Team

Delighting the  
Customer