

Greater Richmond offers one of the best location values for data centers in the mid-Atlantic with pre-certified, secure sites offering reliable fiber and redundant power. This is why companies such as Meta, QTS and Pixel Factory are choosing to consistently reinvest in the region.

Dunant, MAREA, BRUSA and SAEx cables all terminate in Greater Richmond, making it an emerging interconnection hub delivering the lowest latency connectivity and the highest capacity from new subsea cables.

RICHMOND'S ADVANTAGES

89%

below the U.S. average
for electric service rates
for industrial customers

24,000

locals employed in
computer occupations

4

high-speed fiber lines
connect the region
to the world

12%

below the U.S.
average for industrial
building costs



Dominion Energy
powers more than
12 million sq. ft.
of data centers in
Virginia



22 institutes
of higher learning
and 1.7m higher
education
students enrolled
within 150 miles



Virginia Ranked
#1 State for Tech
Talent Pipeline and
Cybersecurity

– Business Facilities,
Magazine, 2022



Virginia is a Top
State for Business
– CNBC, 2019-2022



70% of the world's
internet flows
through Virginia
each day



Virginia Ranked
#2 State for
Customizable
Workforce Training

– Business Facilities
Magazine, 2022



Richmond is the
6th best city to
work in tech

– Smart Asset, 2021

KEY COMPANIES

Meta

CHIRISA

QTS

Level(3)

Bank of America

GE imagination at work

edgeconnex

FLEXENTIAL

LUMEN

Allianz Partners

FEDERAL RESERVE BANK
OF RICHMOND

CTS

windstream

PIXEL
FACTORY
DATA CENTER

INDUSTRY INCENTIVES

Commonwealth's Development Opportunity Fund

A "deal closing" fund to be employed at the Governor's discretion when necessary to secure a company location or expansion in Virginia

Chesterfield Data Center Tax Reduction

The county recently decreased the property tax rate on computer and related equipment for data centers by 87% to \$0.24 per \$100

Henrico Data Center Tax Reduction

The county recently decreased the property tax rate on computer and related equipment for data centers by 89% to \$0.40 per \$100

Virginia Economic Development Incentive Grant

Assists companies to invest and to provide new job opportunities

Virginia Talent Accelerator Program

Provides world-class training and recruitment solutions that are fully customized to a company's unique operations, equipment, standards, and culture

Virginia Jobs Investment Program

Supports the creation of new jobs and investment and helps businesses train new and existing workers

INFRASTRUCTURE

Internet

The area has a rich tapestry of existing fiber networks, internet exchanges, SDN networks and data centers serving thousands of customers.

The recent arrival of the MAREA and BRUSA subsea cables, which terminate in Henrico County, has opened the European, Latin and South American markets to the region via the lowest latency and highest capacity ever deployed between the continents.

All of these networks peer with each other in the QTS Richmond NAP.

- The MAREA cable operates at 160 Tbps to transport large amounts of traffic as well as to handle other market needs such as virtual reality, IoT and artificial intelligence.
- The BRUSA cable connects to San Juan and Puerto Rico as well as Rio De Janeiro and Fortaleza, Brazil, and operates up to 138 Tbps.
- The Dunant cable is the first long-haul subsea cable to feature a 12 fiber pair space-division multiplexing (SDM) design and delivers record-breaking capacity of 250 Tbps.
- The SAEx cable operates at 138 Tbps and is the only subsea system that connects the U.S. to South Africa.



We will continue to seek new opportunities for investment as evidenced by the recent addition of 200+ acres to the Richmond campus. We look forward to leading the charge together as we have found a great home to build the foundation of Internet infrastructure at the Richmond NAP.

Clint Heiden, co-founder of the QTS Richmond NAP and Chief Revenue Officer, QTS Data Centers



GREATER RICHMOND PARTNERSHIP SERVICES

The Greater Richmond Partnership offers a full range of services to businesses looking to locate or expand in the Richmond area and has a staff of business development experts who can assist with everything from site location analysis to evaluation of financial assistance:

- Workforce Recruitment + Training
- In-Depth Market Data + Business Intelligence
- Site Selection Assistance
- Financial + Entrepreneurial Resources
- Connections + Introductions
- Confidential Project Management Assistance



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