

A large group of people, including men and women of various ages, are posed for a group photo on the wooden deck of a ship. In the background, several large, dark-colored cannons are mounted on the ship's structure. Beyond the ship, a cityscape with various buildings is visible under a clear sky. The image is framed by vertical blue and yellow bars on the left and right sides.

# **POWERING INNOVATION SECURING THE FUTURE**

**HAMPTON ROADS ALLIANCE**

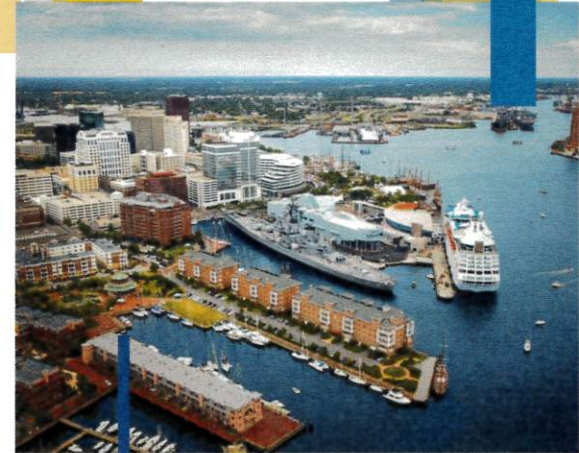
**Hampton City Council**

**June 11, 2025**



# AGENDA

- **About the Alliance**
  - Core Mission
  - Localities & Investors
- **Our Moment**
  - New Economic Order
  - AUKUS
  - Areas of Analysis
  - Energy & Defense Announcements
  - Playbook Next Steps
- **EVRIFA**



# ABOUT THE ALLIANCE

The Hampton Roads Alliance (The Alliance) is the leading regional economic development organization in Hampton Roads. We are a nonprofit, public-private partnership representing **15 jurisdictions** who, with the support of **over 100 private sector investors**, help guide and shape efforts for transformative economic growth.

The Alliance serves as a single point of contact to assist domestic and international companies who are considering Hampton Roads for expansion or investment.

To facilitate this effort, the Alliance focuses on the following service areas:





# 15 LOCALITIES.

## 1 REGION.





## DIAMOND (\$100,000+)



## PLATINUM (\$50,000+)



## GOLD (\$25,000+)



## SILVER (\$10,000+)

The Breeden Company Chesapeake  
Regional Healthcare  
Children's Hospital of the King's Daughters  
Clancy & Theys Construction  
Colonna's Shipyard  
Damuth Trane  
Dewberry  
Dollar Bank  
Eastern Virginia Medical School

ECPI University  
Franklin Group  
Fugro  
garrett Realty Partners  
Kaufman & Canoles  
Langley Federal Credit Union  
The Lee Group  
MEB  
Metronet

S. L. Nusbaum Realty Co.  
Siemens Gamesa Renewable Energy  
Tidewater Community College  
Virginia Tech Corporate Research Center  
Wells Fargo  
Willcox Savage  
Woods Rogers

## BRONZE (\$5,000+)

ARCO Design/Build  
Atlantic Dominion Distributors  
Automatic Coating Limited Bank  
of America  
Berkshire Hathaway  
Energy GT&S  
Birdsong Peanuts  
The Branch Group  
Burgess & Niple  
C.A. Barrs Contractor, Inc.  
Canon Virginia, Inc.  
Centura College  
Colliers  
Columbia Gas of Virginia  
Crenshaw, Ware &  
Martin, PLC  
CV International  
Divaris Real Estate  
Doug Ellis Drucker +  
Falk

Elevance Health  
Forvis Mazars  
Fulton Bank  
Hanbury  
Harbor Group International  
Harry Lester  
HBA Architecture &  
Interior Design  
Hourigan  
Hunton  
IRONCLAD  
ITA International Keith  
Vander Vennet KPMG  
Landmark Hotel Group  
Marine Safety Consultants  
McGuire Woods McLeskey  
Norfolk Airport Authority  
Norfolk Waterside Marriott

Paul D. Camp  
Community College  
Pembroke Enterprises  
PNC Bank  
ProWood  
Ripley Heatwole Company  
Rivers Casino Portsmouth  
RWE Clean Energy Southern  
Bank  
Sumitomo Drive Technologies  
Taylor's Do it Center  
U.S. Waterways Transportation  
VHB  
VIA design  
Virginia Wesleyan University  
The Whiting-Turner  
Contracting Company  
William & Mary  
Williams Mullen  
Work Program Architects



# KEY INDUSTRIES

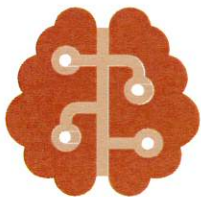
## TARGET SECTORS



Energy



Defense



Knowledge  
Work



Transportation  
& Logistics

## CORE INDUSTRIES



Advanced  
Manufacturing



Business &  
Shared Services



Distribution &  
Logistics



Food & Beverage  
Processing



Information  
Technology



Offshore  
Wind



# 2024 RESULTS

**13 ANNOUNCEMENTS**

**\$936 MILLION INVESTED**

8

**1,000+ JOBS CREATED**

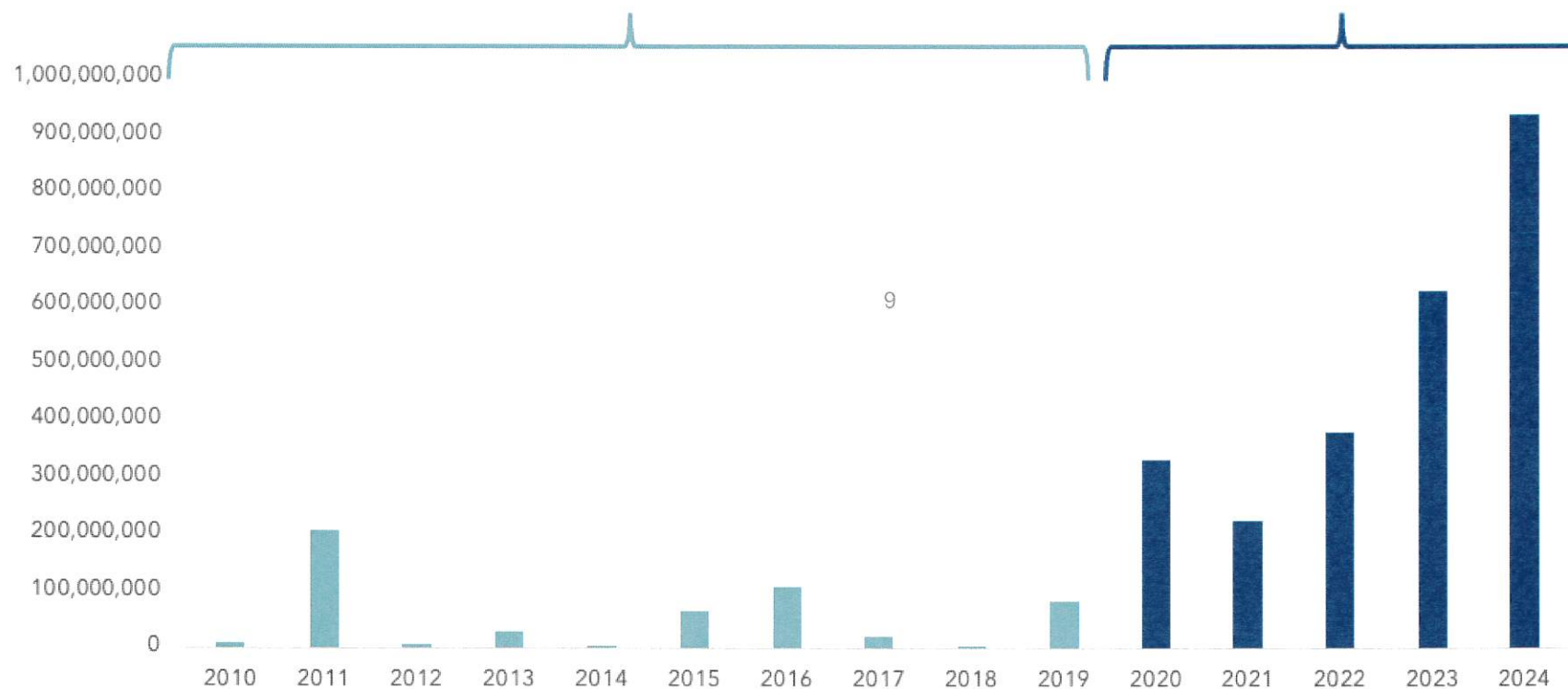




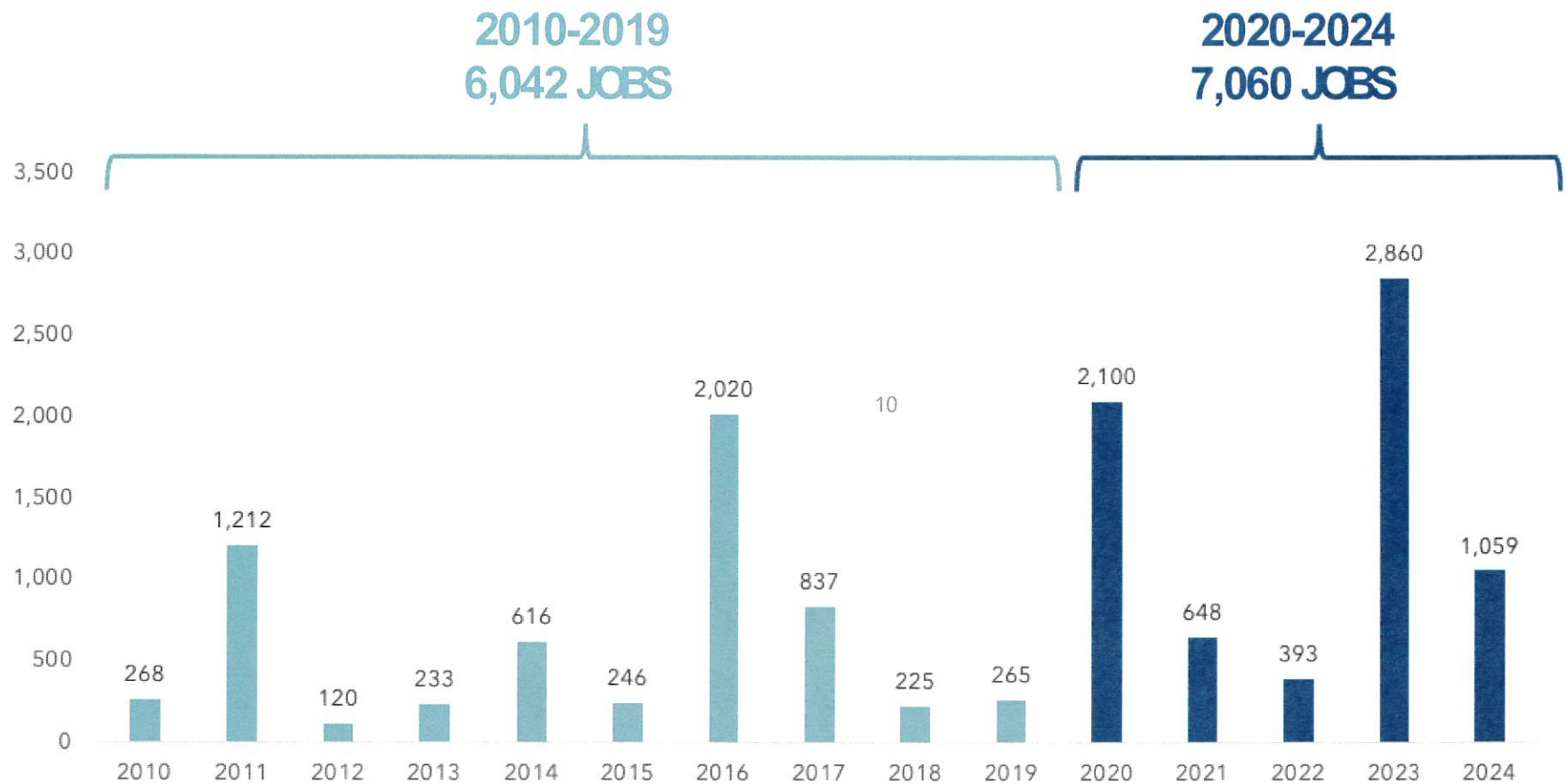
# CAPITAL INVESTMENT

2010-2019  
\$529 MILLION

2020-2024  
\$2.5 BILLION



# JOB CREATION







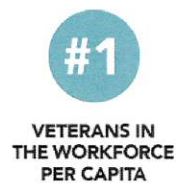
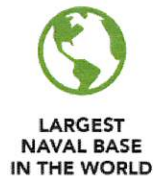
# OUR MOMENT

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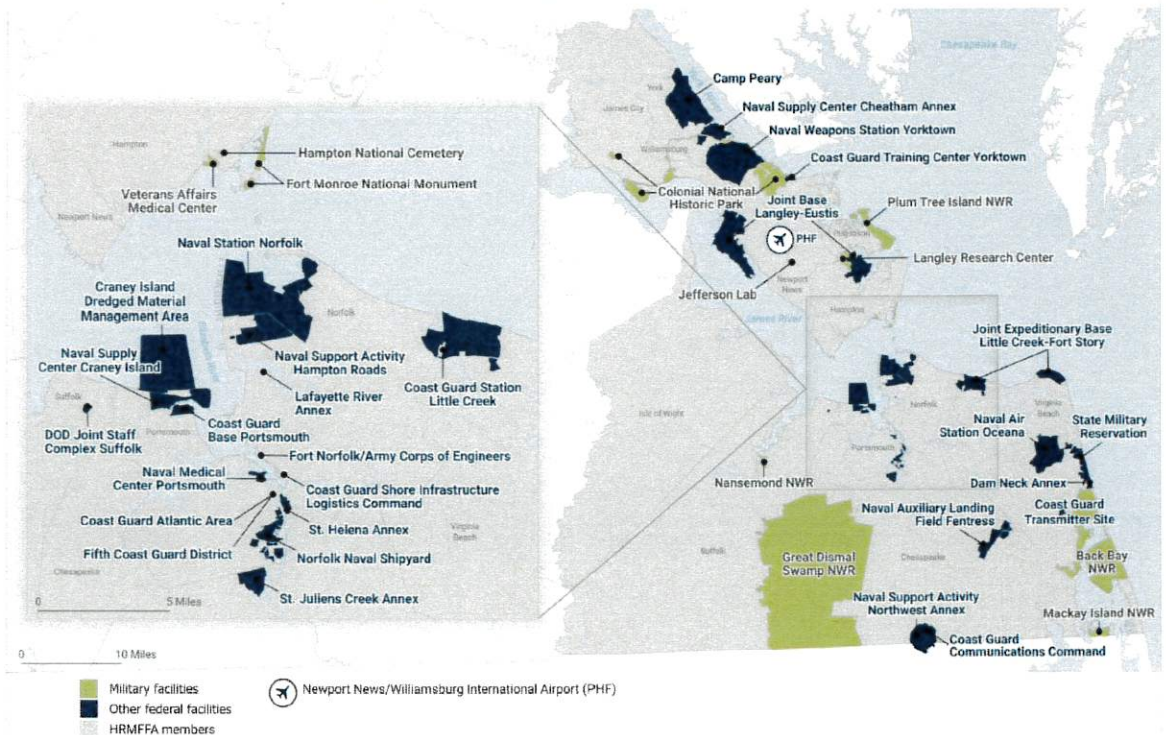


# HAMPTON ROADS: AMERICA'S DEFENSE HOMEBASE

- Every Branch of the Armed Forces is in Hampton Roads
- Unparalleled access to decision makers
- NATO's North American Headquarters
- HII Newport News Shipbuilding and Numerous Defense Contractors



## HAMPTON ROADS IS HOME TO 19 MILITARY INSTALLATIONS AND OVER 120,000 ACTIVE AND RESERVE MILITARY PERSONNEL





# MEETING THE MOMENT

The economy is changing, and economic development must change with it. In the post-COVID world, the United States is focused on the following:



**RESHORING**



**REMILITARIZATION**



**ENERGY  
SECURITY**

Hampton Roads is uniquely positioned to capitalize on all of these economic shifts.

## Trading Powerhouse

- Port of Virginia
- Foreign Direct Investment

## Technological Innovator

- Jefferson Lab HPDF
- NASA Langley Research Center

## Military Prowess

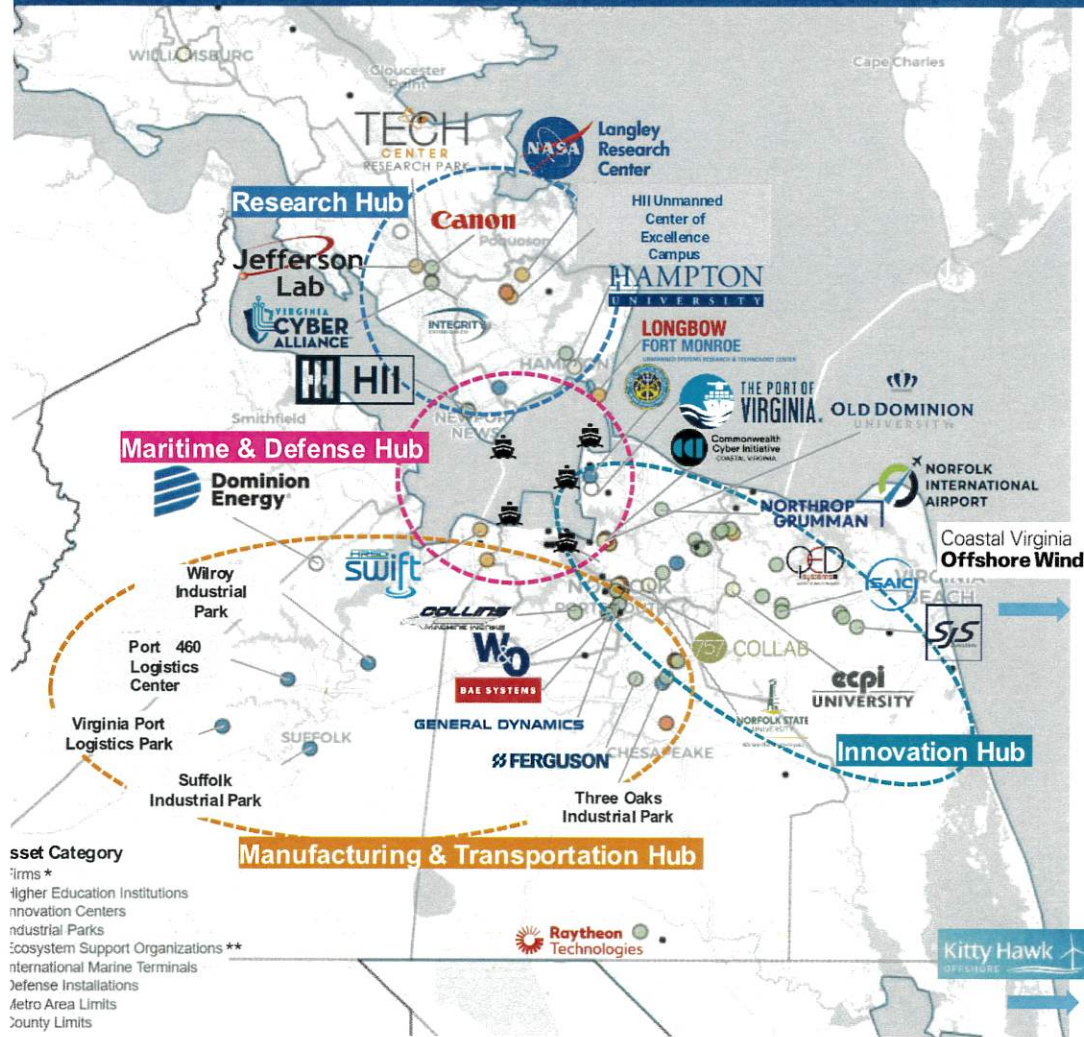
- World's Largest Naval Base
- Largest concentration of armed forces in U.S.
- NATO's North American HQ
- Strong Maritime Industrial Base

## Energy First Mover

- Coastal Virginia Offshore Wind
- Regional Energy Roadmap
- Nuclear power plants and SMRs
- Tech Center Research Park – Green hydrogen research

**The Solution:** Creating a Regional Investment Playbook.

# Regional Need for Increased Co-location and Connectivity



## Hampton Roads: Assets in Selected Areas\*\*\*.

### Research Hub

Some important research facilities such as Jefferson Lab, NASA Langley Research Center, Tech Center Research Park, and Virginia Cyber Alliance are concentrated in the northern part of the region, primarily in Hampton and Newport News.

### Innovation Hub

Virginia Beach and Norfolk function as an innovation hub, with universities such as Old Dominion, ECPI, and NSU; and innovative companies such as WR Systems, Mythics, Northrop Grumman, Booz Allen, and several others located in this region.

### Manufacturing & Transportation Hub

Most supplier companies specializing in the shipbuilding and repair industry, and transportation equipment are concentrated in Chesapeake and Suffolk, along with industrial and logistics parks. Additionally, the Coastal Virginia Offshore Wind project is under development along this region's coasts.

### Maritime & Defense Hub

Defense facilities, international marine terminals and specialized shipbuilding and repair centers like Huntington Ingalls Industries are concentrated around the Port of Virginia.

**Notes:** (\*) This category includes the largest suppliers of Newport News Shipbuilding.

(\*\*) This category includes incubators, accelerators, and other economic development organizations that are located in HR. (\*\*\*) The list of assets considered is not exhaustive **Source:** The New Localism (2024) based on research and insights gathered from stakeholders.





# AUKUS

**A Trilateral security partnership between Australia, the United Kingdom, and the United States intended to “promote a free and open Indo-Pacific that is secure and stable.”**



# AUKUS Presents an Opportunity

**AUKUS Pillar 1** will provide Australia with conventionally armed nuclear-powered submarines

\$3 billion investment from the Australian government into the US Supply Chain

Newport News Shipbuilding will hire an additional 21,000 people over the next 5 years

**AUKUS Pillar 2** will develop and provide advanced joint military capabilities to promote security and stability in the Indo-Pacific Region

Key target areas include:

- Cyber capabilities
- Artificial intelligence
- Quantum technologies
- Undersea capabilities
- Hypersonic capabilities
- Electronic warfare capabilities

Regional assets are perfectly positioned to assist, including:

- Jefferson Lab High Performance Data Facility
- NASA Langley Research Center & NIA
- National Institute of Aerospace
- Virginia Tech Corporate Research Center
- ODU: VMASC, School of Cybersecurity
- HII & Lockheed Martin





# REGIONAL INVESTMENT PLAYBOOK



## PHASE I: RESEARCH CONTEXT AND IDENTIFY OPPORTUNITIES

### Key Activities

- Conduct rigorous quantitative economic analysis (industry analysis, small business ecosystem, workforce profile etc.)
- Conduct 1:1 interviews with local stakeholders to identify investments

Timeline: 3 months



## PHASE II: REFINE OPPORTUNITIES AND DRAFT PLAYBOOK

### Key Activities

- Hold working sessions with key stakeholders to refine project ideas
- Determine project costs and potential funding sources
- Conduct site visits to other cities to learn best practices

Estimated Timeline: 1.5 months



## PHASE II: PROJECT IMPLEMENTATION

### Key Activities

- Raise capital from identified funding sources
- Identify local leaders and practitioners to drive projects forwards

Estimated Timeline: 1 month

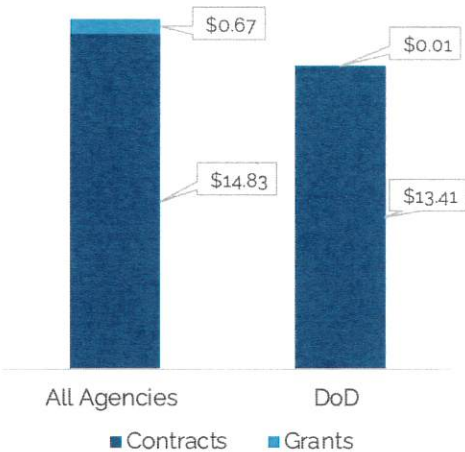


# Federal Procurement & Grant Spending - A Remarkably Robust Economy

## Opportunity Size

~\$15.5 billion in contracts and grants are allocated for the Hampton Roads region every year. Of this amount, 96% were contracts, with 90% awarded by the DoD.

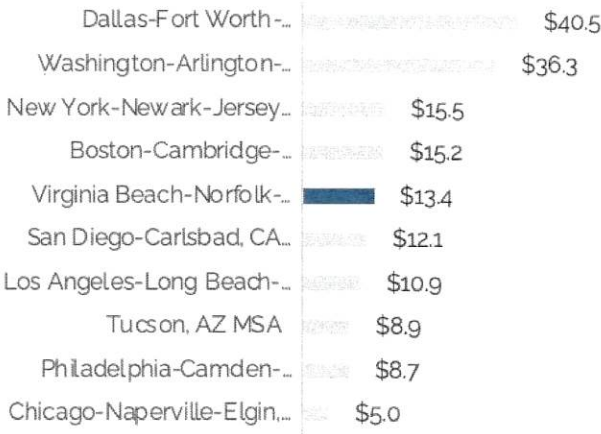
Hampton Roads Federal Procurement & Grant Spending by Agency and Type (4-Year Avg, \$B)



## National Positioning\*

The region's average annual intake of \$13.4 billion in DoD contracts and grants makes it the fifth largest U.S. metro for DoD spending. Note: We are developing the first-ever U.S. metro ranking by DoD spending.

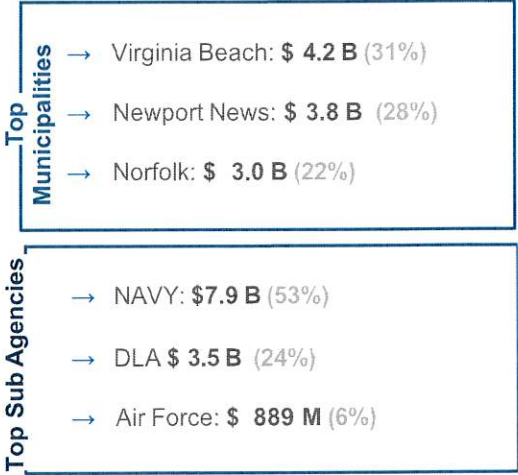
Top 10 US Metros with Highest DoD Contract Spending (4-Year Avg, \$B)\*



## Spending Characterization

The bulk of DoD expenditure in Hampton Roads is concentrated within three municipalities: Virginia Beach, Norfolk and Newport News and three sub agencies.

HR DoD Procurement Spending by Top Municipalities and sub agencies (4-Year Avg, \$B)

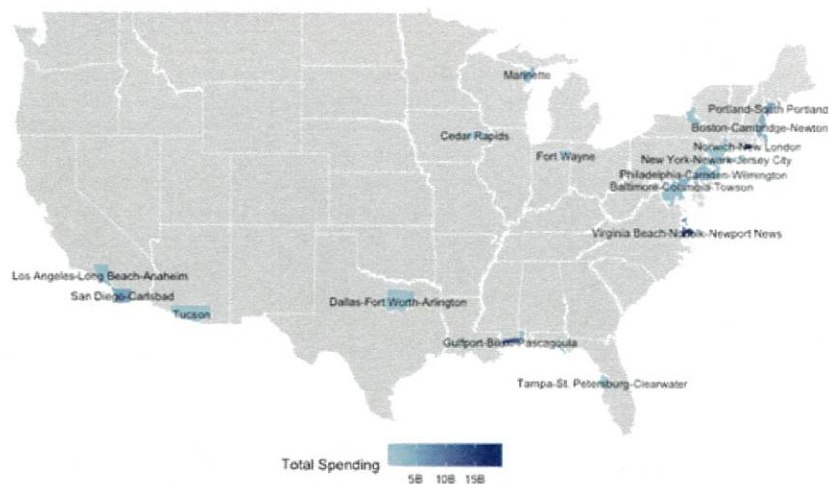


**Note:** (\*) We are using data on all contracts and grants awarded by the DoD from 2020-2024. The ranking depicts the top metros with the most annual average spending. Specifically, we calculated the total obligated amount across contracts and grants where the primary place of performance was a specific metro, and we ranked them accordingly. We also provided rankings based on specific sectors such as manufacturing, professional services, and administrative services. **Source:** The New Localism (2024) based on [USASpending](#).



## Federal Procurement | Cornerstone of the Submarine Industrial Base

Total Spending of DoD Manufacturing Contracts Over \$250M in Submarines and Naval Boat Building by Metro Area (2021–2024)



**Top 3 Metros:** Norwich-New London (\$19.5 billion); Virginia Beach-Norfolk-Newport News (\$12.3 billion); Gulfport-Biloxi-Pascagoula (\$11.96 billion).

**Top 3 vendors:** Huntington Ingalls, Electric Boat, and Raytheon (concentrate 62% of spending).

- Hampton Roads is the second-largest metro for submarine and naval manufacturing spending (\$12.3 billion).
- HII Newport News Shipbuilding has maintained consistent DoD spending, averaging \$3.3 billion annually, indicating a stable base for future growth.
- Huntington Ingalls' Newport News location faces significant delays in expanding its supplier base, which is a major obstacle to fully meeting the rising demand for submarines.
- The 2025 DoD budget places significant emphasis on submarine production, intensifying the pressure on HII to not only meet this demand but also to expand its supplier base accordingly.

**Note:** Aerospace spending covers NAICS codes for aircraft, missile, and engine manufacturing. Submarine spending includes shipbuilding, navigation systems, and boat manufacturing NAICS codes. **Source:** Nowak Metro Finance Lab (2024) based on [USASpending](#).



# POTENTIAL REGIONAL PROJECTS



In many respects, the moment has arrived for Hampton Roads to unlock and unleash the full innovation, business and jobs potential of its outsized foundation of defense installations, federal facilities and aligned universities.

This will entail multiple efforts to, among other things:

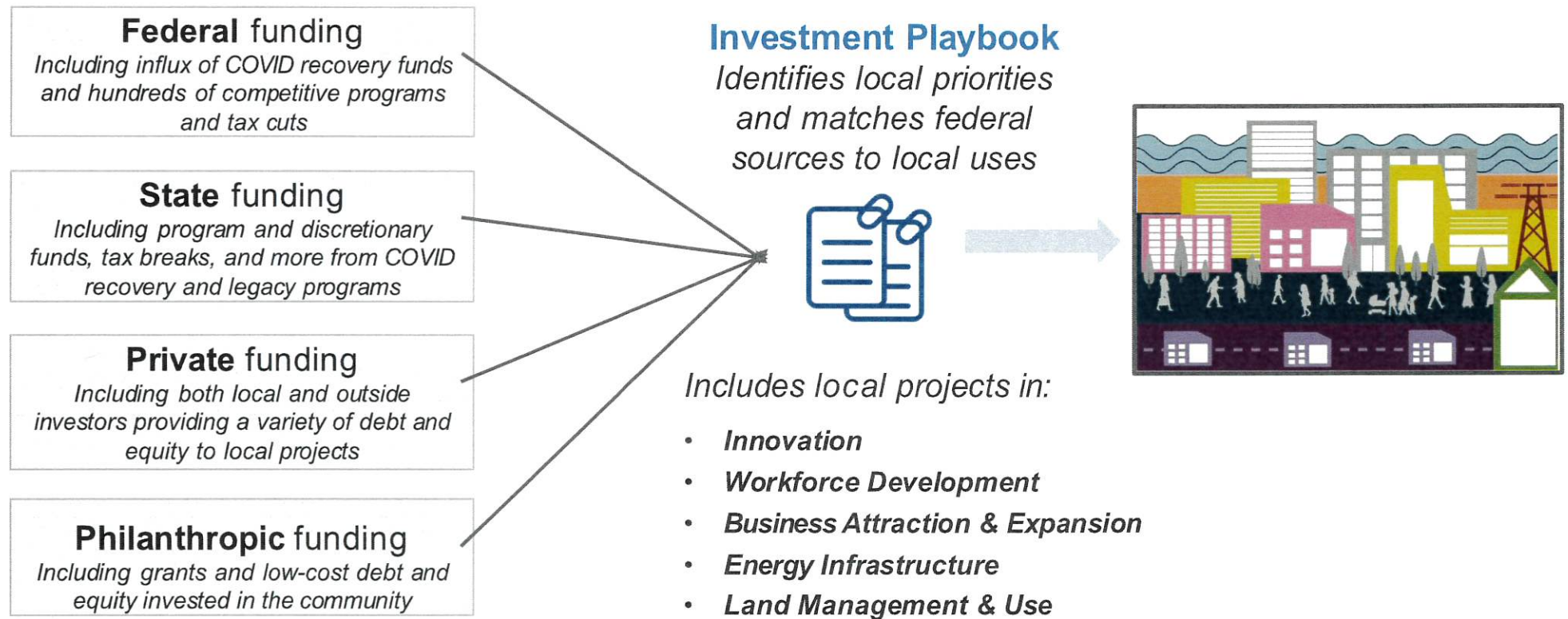
- Bulk up the region's **research and talent base**;
- Strengthen the **submarine industrial base** across multiple dimensions:
- Become a **magnet for firms in the defense and civilian sectors**;
- Accelerate the growth of **entrepreneurial technology firms**; and
- Address the lack of **affordable and available housing** at all levels.

These projects, in turn, will require an elevated effort to organize for success, across sectors, jurisdictions, universities, other anchor institutions and intermediaries and the exceptional individuals who have served the nation and now call Hampton Roads home.



## Hampton Roads Investment Playbook | What's Next?

*Investment Playbooks identify needed investments and match them to federal, state, and civic sources that can maximize the cumulative local effect of the investments.*





## What's the End Result?

Graduating Hampton Roads from a **region focused on the end assembly of sophisticated products** (e.g., nuclear powered submarines, offshore wind turbines) **to one that participates more extensively in technological innovation** and earlier parts of the supply chain.



# 2023-2024

## Alliance Announcements

### Energy & Defense

In the past two years,  
the Alliance has supported  
**11 announcements** in the  
energy and defense space.

**Jobs** 1,695  
**Capital Investment** \$959 Million



Company	Location	Jobs	Capital Investment
Bauer Compressors	Norfolk	47	\$ 7,400,000
Automatic Coating	Suffolk	71	\$ 22,800,000
Fugro	Norfolk	15	\$ 100,000
Dominion Energy	Norfolk	200	\$ 40,000,000
Fairlead/HII	Norfolk	500	\$ 100,000,000
Lyon Shipyard	Norfolk	134	\$ 8,000,000
QMS NDT	Norfolk	1	TBD
LS Greenlink	Chesapeake	338	\$ 666,100,000
Nose Corp	Virginia Beach	2	TBD
Semper Melior (Code Name)	Portsmouth	200	\$14,000,000
Kongsberg	James City County	187	\$101,000,000



# CITY OF HAMPTON LEVERAGING STRENGTHS



**Defense:** Hampton Roads has a remarkably robust public economy, primarily driven by DoD contracts, positioning the region among the top in the country

- Defense Contractors
- Langley AFB
- NASA Langley Research Center
- Fort Monroe
- Uncrewed Systems
- Phenix Commerce Center
- Reaktor
- National Institute of Aerospace
- Asset Mapping

**Energy & Green Supply Chains:** Early findings indicate that Hampton Roads is well placed to capitalize on key projects related to nuclear energy, wind energy, and the grid.

- EVRIFA

**Knowledge Work & Cybersecurity:** Opportunity to enhance the cybersecurity industry by promoting applications for defense, grid development, and wind and nuclear energy.

- Cybersecurity is a key technology for supporting defense operations
- Peninsula Innovation Corridor





# EVRIFA



**EASTERN VIRGINIA**  
REGIONAL INDUSTRIAL FACILITY  
**AUTHORITY**



- Provides a regional authority mechanism to encourage cooperative economic development
- Allows communities to jointly invest in projects such as site development and share revenues
- The Alliance serves as the managing entity
- **Priorities:** Site Identification, Site Readiness, completion of Kings Creek Commerce Center
- **Current Members**

— Chesapeake

— Hampton

— Newport News

— Virginia Beach

— Franklin

— Isle of Wight

— Poquoson

— Williamsburg

— Gloucester

— James City

— Portsmouth

— York County

# THANK YOU!

Learn More at  
[www.HamptonRoadsAlliance.com](http://www.HamptonRoadsAlliance.com)

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**ALLIANCE** 

