

# Fluvanna County Board of Supervisors Annual Update

Thomas Jefferson Partnership for Economic Development

Central Virginia Small Business Development Center

Piedmont Workforce Network



Central Virginia SBDC



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 workforce  
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# Partnership Services

1. **Research & Analytics**
2. **Site Selection Assistance**
3. **Entrepreneurial & Small Business Support**
4. **Existing Business Services**
5. **Workforce Services**



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# Research, Analytics & Site Selection Assistance

**TJPED**

**Revamped in 2007, Web Migration in 2010 Ongoing**

**Michael Harvey, President**

- **Accurate Timely Information to Business Decision Makers and Local Partners for Business Development.**
- **In Depth Analysis to Local Jurisdictions to Help Guide Policy and Strategic Planning Decisions.**

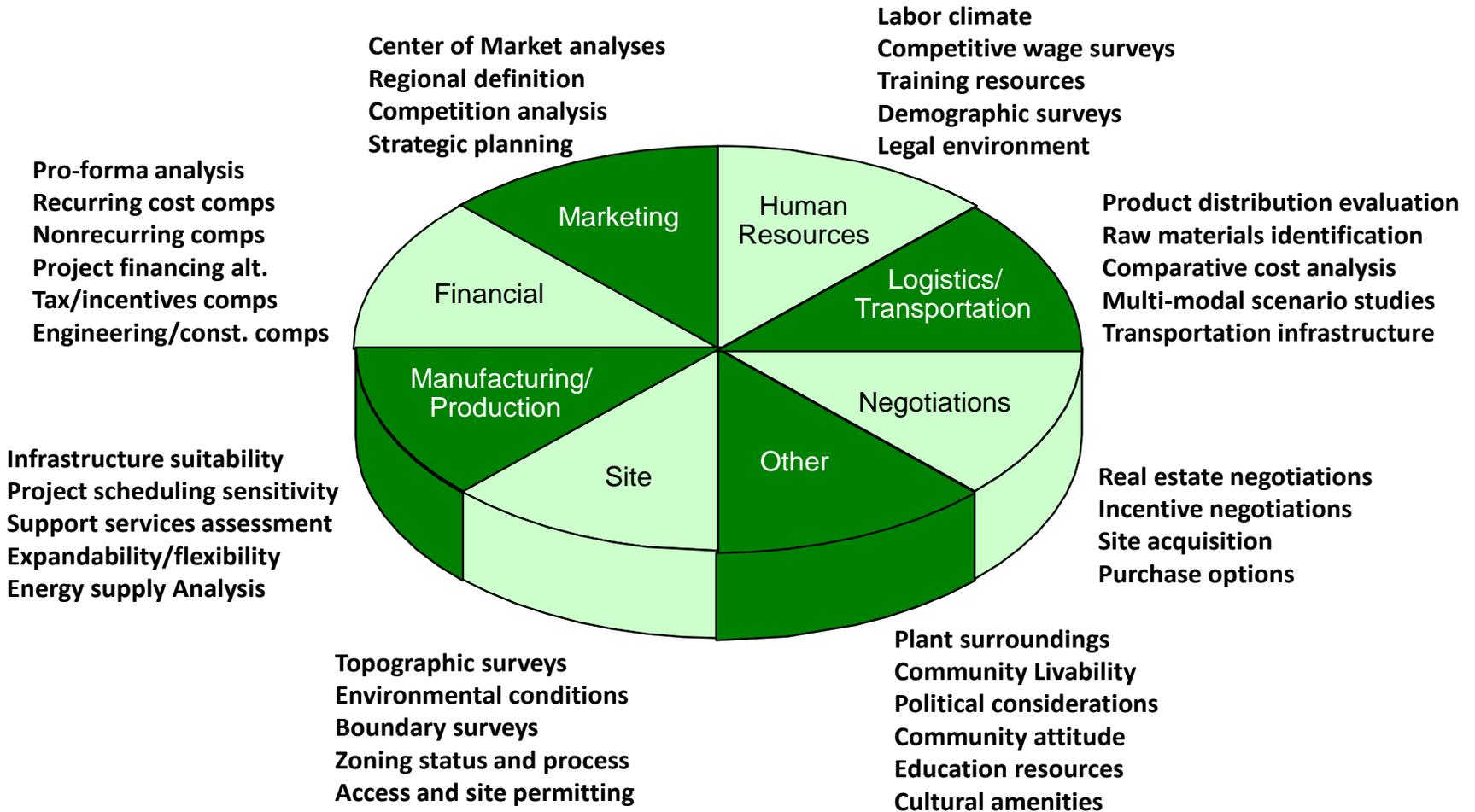


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# The Partnership's Site Selection Assistance Program

## Data for Industrial, Retail or Office Related Projects



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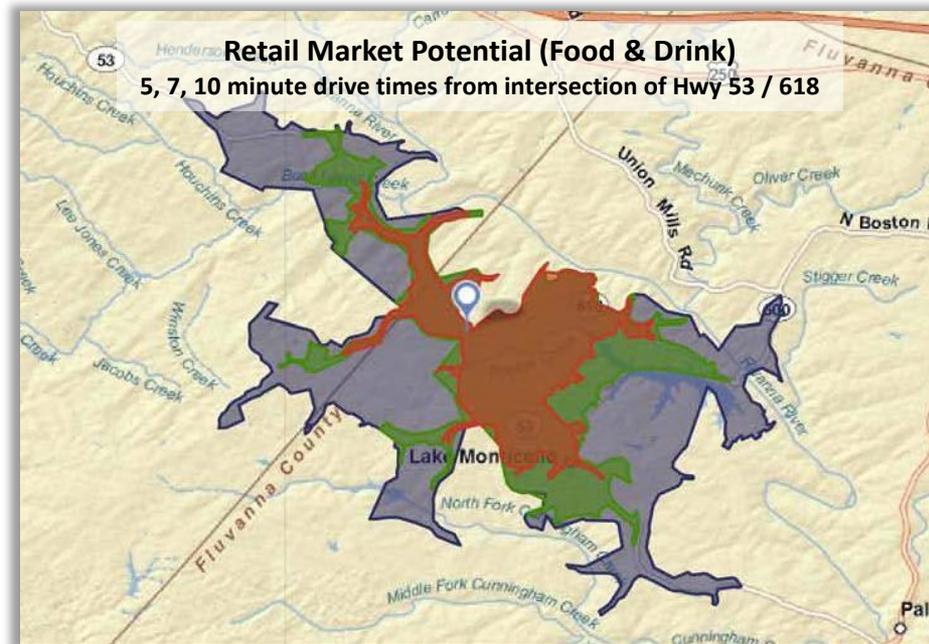


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# The Partnership's Site Selection Assistance Program

## Market Analysis for Retail



Industry Summary	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap (Demand - Supply)
Total Retail Trade and Food & Drink (NAICS 44-45, 722)	\$117,202,335	\$26,932,675	<b>\$90,269,660</b>
Total Retail Trade (NAICS 44-45)	\$103,983,763	\$23,655,193	<b>\$80,328,570</b>
Total Food & Drink (NAICS 722)	\$13,218,572	\$3,277,482	<b>\$9,941,090</b>

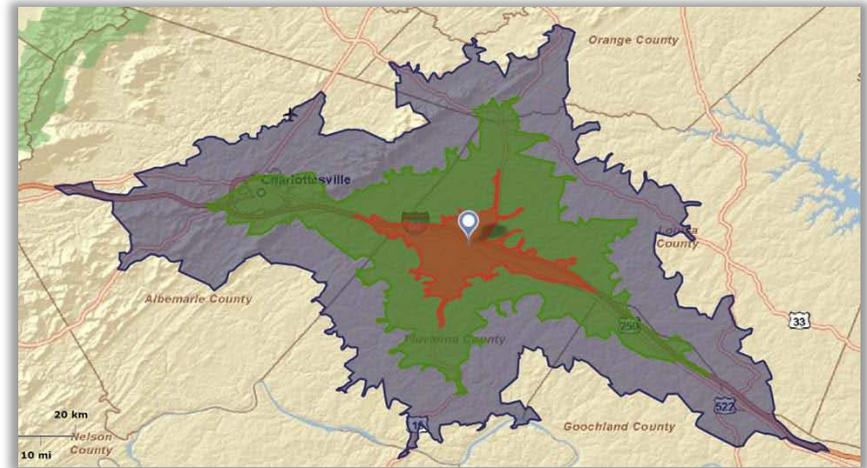


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# The Partnership's Site Selection Assistance Program

## Site & Skillshed Analysis



2009 Population 25+ by Educational Attainment	10 Miles	20 Miles	30 Miles
Total	2,499	41,611	104,065
Less than 9th Grade	7.3%	6.1%	5.1%
9th - 12th Grade, No Diploma	16.9%	10.2%	8.5%
High School Graduate	37.1%	24.9%	24.4%
Some College, No Degree	15.3%	14.5%	15.3%
Associate Degree	4.1%	4.3%	5.2%
Bachelor's Degree	9.8%	19.8%	21.2%
Graduate/Professional Degree	9.5%	20.1%	20.5%



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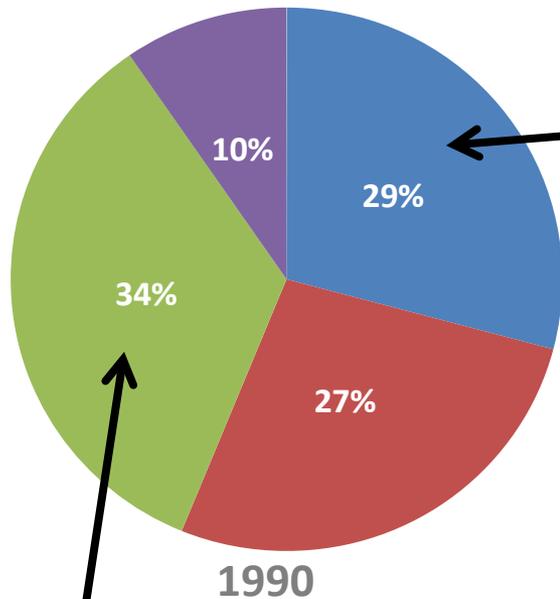
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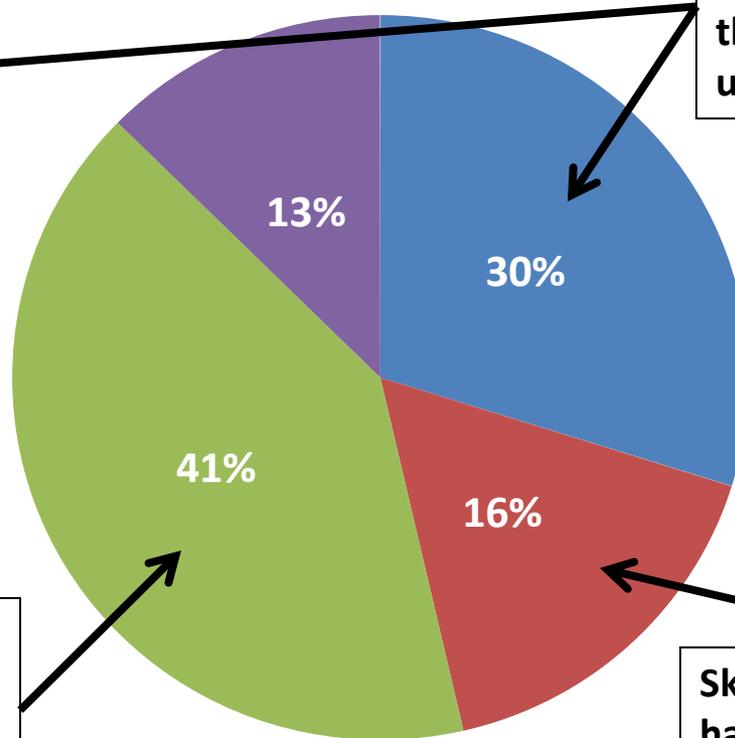
# Greater Charlottesville Business Clusters

(US Department of Labor Quarterly Census of Employment & Wages, 2Q 2010)

## Policy Analysis



Jobs, comprised mostly of public sector employees are taking a larger share of the regional economy.



Low wage service jobs comprise almost 1/3 of the employment share, unchanged since 1990.

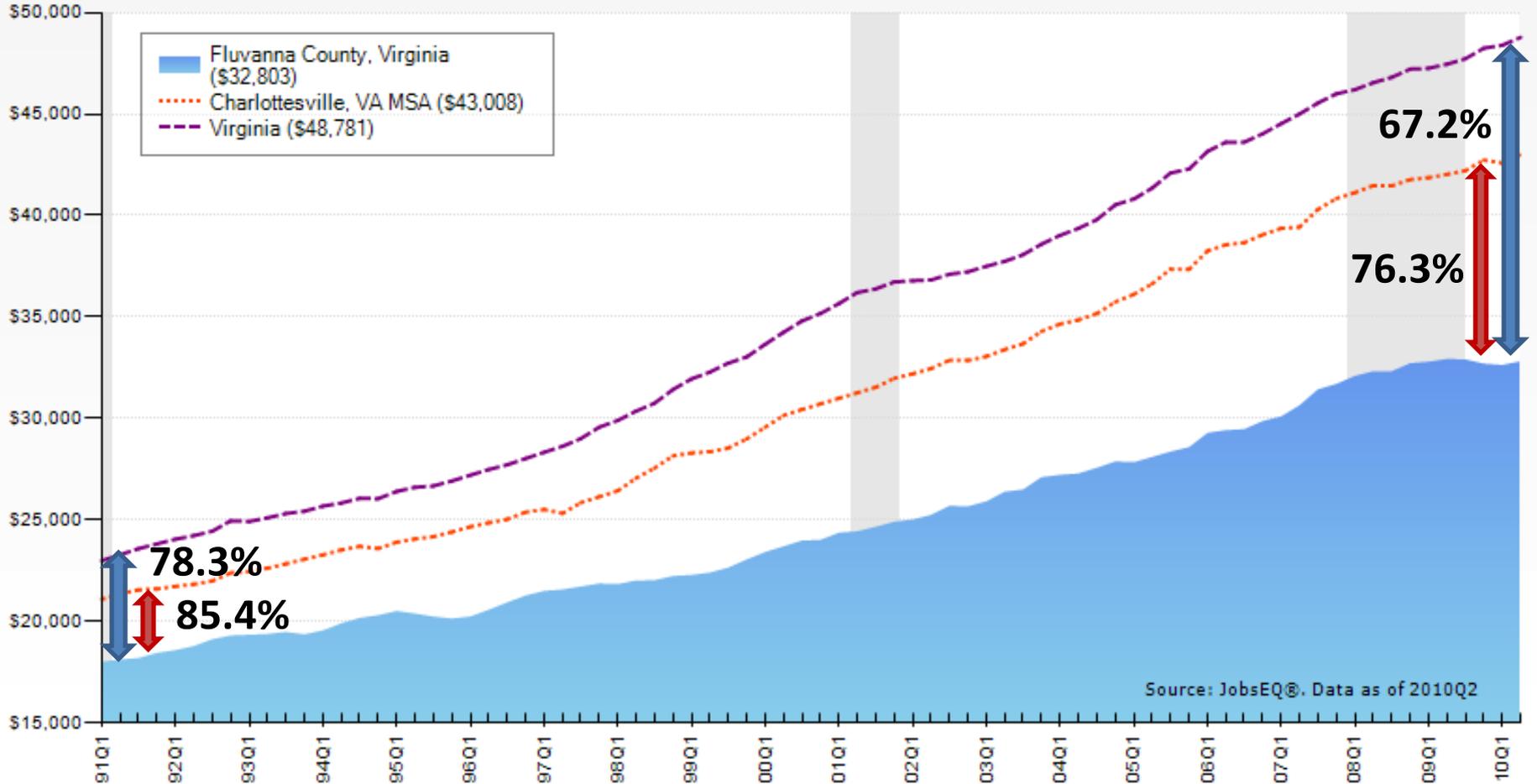
Skilled trades employment has declined by almost 30% since 1990.

- Blue Collar Service
- Skilled Trades
- White Collar Middle
- Professional Service

# Wages - Fluvanna vs. Greater Charlottesville and VA, 1991-2010

(US Department of Labor Quarterly Census of Employment & Wages, 2Q 2010)

## Policy Analysis



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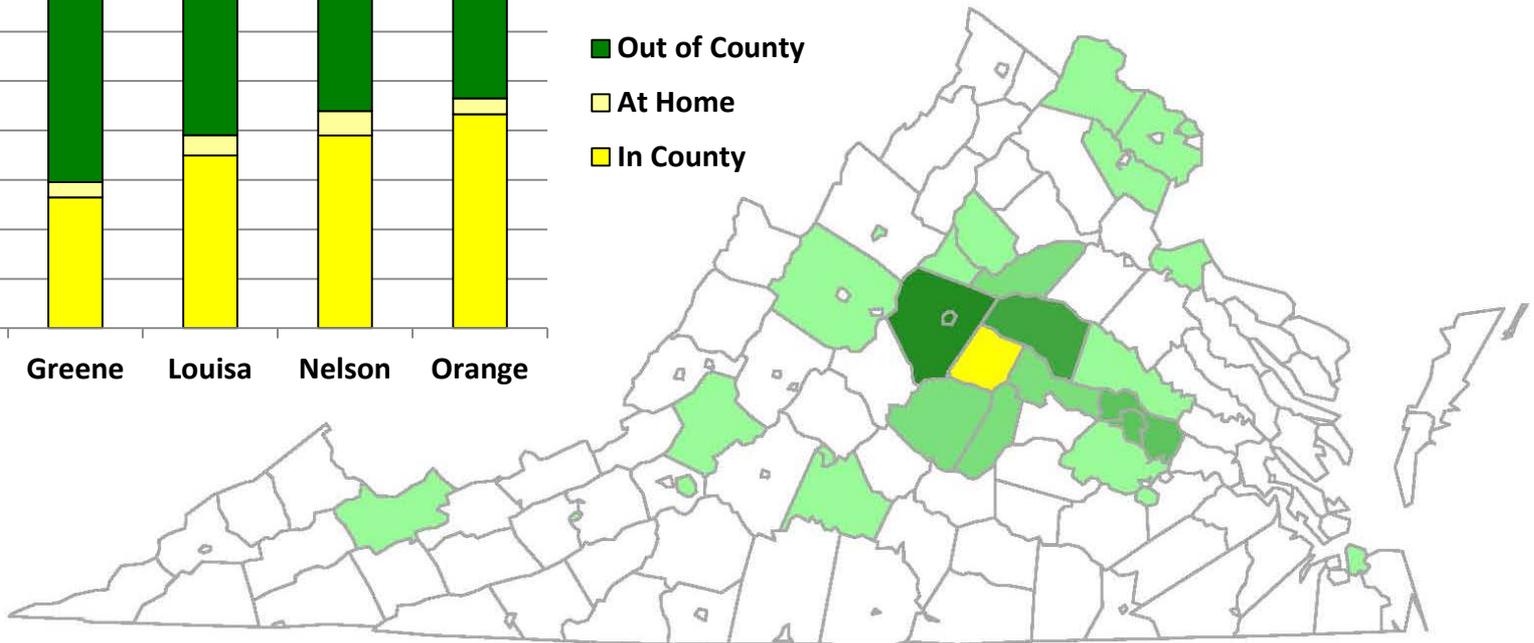
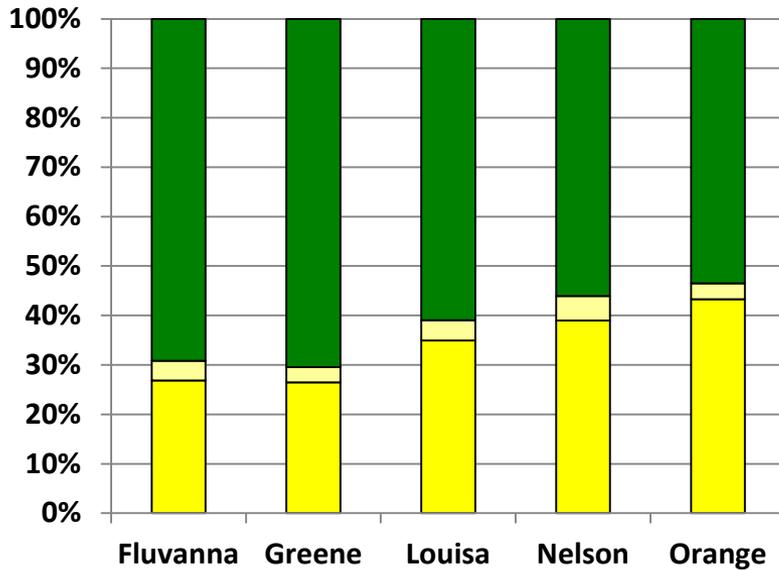
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# Fluvanna County Commuting Patterns

## Policy Analysis

70% of Fluvanna County's Labor Force Works Outside the County



# Research & Analytics

## Demographic & Business Related

- Business Data
- Consumer Spending
- Demographics

## Workforce & Policy

- Labor
- Ad-Hoc
- Career
- Demographic
- Education
- Policy



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# Entrepreneurial & Small Business Support

**The Central Virginia Small Business Development Center at TJPED**

**Revitalized in 2006, and then expanded in 2007**

**Nora Gillespie, Director**

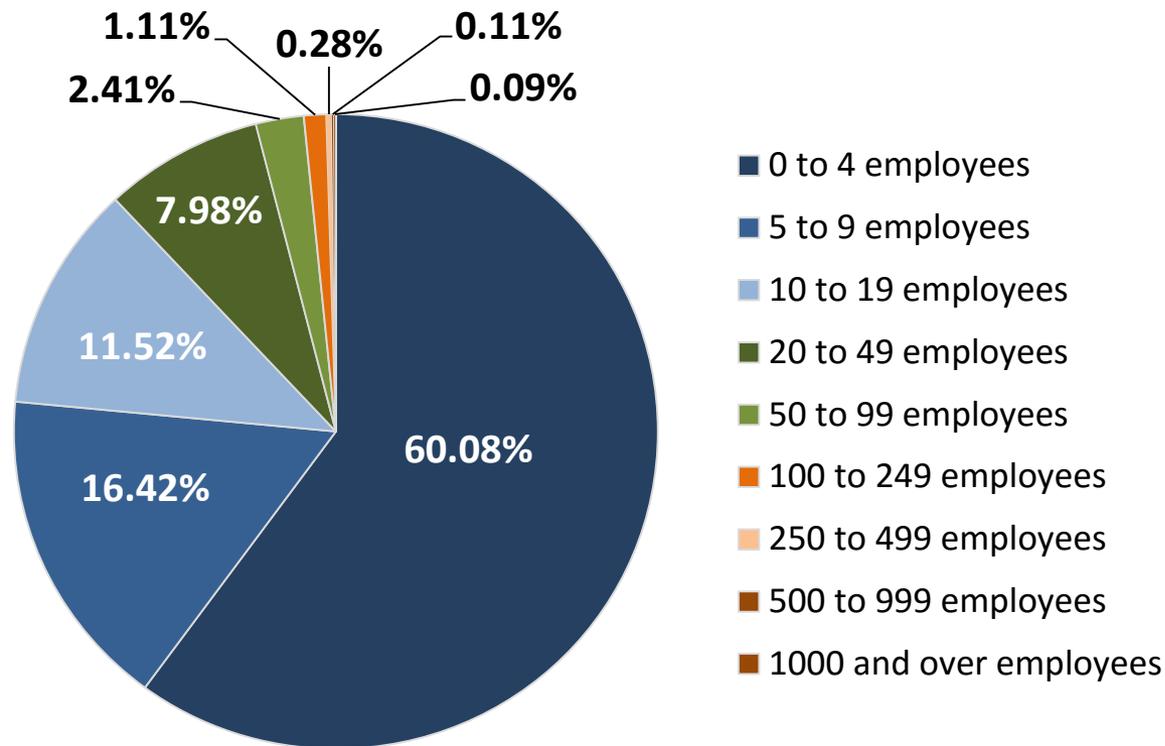
**CVSBDC helps local entrepreneurs and small business start and grow by offering a comprehensive suite of services**



**Central Virginia SBDC**



# Almost 90% of our Employers Have Less than 20 Employees



**Employers by Size, Greater Charlottesville, Q2 2010  
(6,478 establishments., 95,766 employees)**

*US Dept of Labor, QCEW Q2 2010*



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# Entrepreneurial & Small Business Support

## The Central Virginia Small Business Development Center at TJPED

helps local entrepreneurs and small business start and grow by offering a comprehensive suite of services:

- Business Planning
- Financing, Legal Options
- Cash Flow Analysis
- Marketing Assistance
- Specialized Seminars (Retail, Government)
- 'How to Start a Business' Seminars



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# Existing Business Services

**Business First!**

Launched in December, 2009

**Tim O'Brien, Vice President**

**Business First! focuses on second stage and mature Local businesses, the source of most local job growth.**



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# Existing Business Services

## Business First!

With its local partners, TJPED seeks to identify short/long term barriers/solutions for local employers. Partnership services include:

- Training of Incumbent Workers and New Hires
- Domestic / Global Sales and Sourcing
- Business Planning & Finance
- Legal / Regulatory Assistance
- Operations & Product Development
- Supply Chain & Logistics
- **Online CRM with analytical reporting capability to assist localities with business climate.**



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# Workforce Services

## Piedmont Workforce Network at TJPED

Moved to TJPED to better align employer needs  
with training and available workforce

July, 2008

Heather Foor, Director

Provides Core and Intensive Services for Job Seekers

Provides Recruitment, Screening and Training for Employers



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# Workforce Development Solutions

## The Piedmont Workforce Network at TJPED

seeks to align the workforce with the demands of area employers. The PWN offers benefits to both job-seekers and employers:

- **Oversee the Region's VA Workforce Centers**
- **Coordinate Business Services**
- **Provide Job Seekers with Basic/Advanced Training**
- **Recruit / Screen / Train Workers for Employers**
- **Address Long Term Regional Workforce Needs**



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# PARTNERSHIP ACTIVITY IN FLUVANNA COUNTY, CY 2010

## Entrepreneurial & Small Business Support

- **11 Clients** (4.5% of total)
- **557 Counseling Hours** (4.0% of total)
- **20 Seminar Attendees** (6.0% of total)

## Site Selection & Existing Business

- **2 research requests** (3.1% of total)
- **10 Business First visits / pending** (8.2% of total)

## Workforce Development

- **40 training clients** (13% of total)
- **1,235 job seekers served** (4.1% of total)
- **50 days onsite assistance** (20% of total – AARA\*)

## FLUVANNA SHARE OF FUNDS

- **Local Governments** (8.6% of total)
- **Total Operations & Program** (0.8% of total)



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# PARTNERSHIP BENEFITS

1. **Leadership, Network**
  - Understand regional issues
  - Connection to federal, state and local resources
  
2. **A Professional Staff & Services that is Shared, which allows Fluvanna to leverage scarce resources**
  
3. **Return on investment**
  - Increase C&I tax revenues = homeowners & schools benefit
  - Provide more job opportunities to residents
  - Decrease burden on social services, a cost saving

**Utilize the Partnership to its fullest extent**



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**THANK YOU FOR YOUR SUPPORT**



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