

# GREATER RICHMOND AREA PROFILE



## ACCOLADES & AWARDS

### 2010

2nd Top State for Business, Forbes.com  
 2nd Best State in the Nation to do Business, CNBC.com

### 2009

4th Top Ten States, Business Climate Survey, Site Selection Magazine  
 3rd Top Ten States, Business Climate Survey, Site Selection Magazine

### 2008

2nd Best State to Start a Business, U.S. News  
 5th Best Metro Center for Business, Dow Jones MarketWatch  
 7th Best Place for Business and Careers, Forbes

### 2007

4th Best Economic Development "Hotspot" (out of top 20 mid-sized metros), Expansion Management  
 6th Best Metro Area for Business Opportunity, Expansion Management's "Mayor Challenge"  
 8th Metro for Business Attraction and Recruitment (out of top 20 large metros), Expansion Management

## POPULATIONS

Richmond MSA . . . . .	1,140,900
Greater Richmond . . . . .	839,000
Chesterfield . . . . .	276,840
Henrico . . . . .	271,083
Richmond City . . . . .	197,790
Hanover . . . . .	94,081

## COLLEGES & UNIVERSITIES

<b>Richmond</b>	Virginia Commonwealth University Virginia State University University of Richmond Virginia Union University Randolph-Macon College John Tyler Community College J. Sargeant Reynolds Comm. College Richard Bland College ECPI Computer Institute Bryant & Stratton College South Strayer
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## MAJOR EMPLOYERS

Altria	Bon Secours Richmond Health System
Bank of America Corp.	Capital One Financial Corp.
Dominion Resources, Inc.	Dupont
HCA Inc.	Infineon Technologies Richmond
Philip Morris USA	SunTrust Banks
Ukrop's Supermarket	Verizon Virginia, Inc.
Wachovia Corp.	Wal-Mart Stores, Inc.
Well Point, Inc.	

## RECENT CORPORATE RELOCATIONS/EXPANSIONS

	<b>NEW JOBS</b>
Bostwick Laboratories . . . . .	600
World Access, Inc. . . . .	100
PSI Group, Inc. . . . .	55
Packet 360 . . . . .	40
Virginia Polymer Services . . . . .	35
Atlantic Corporate Packaging . . . . .	17
Dominion Fiber Technologies . . . . .	15

## MAJOR RETAIL CENTERS (Greater than 300,000 sf)

	<b>STORES</b>
Chesterfield Towne Center . . . . .	133
Short Pump Town Center . . . . .	127
Regency Square Mall . . . . .	100
Virginia Center Commons Mall . . . . .	100
Stony Point Fashion Center . . . . .	90
Southpark Mall . . . . .	84
Shops at Willow Lawn . . . . .	80

## HOSPITALS

<b>Richmond</b>	VCU Health System McGuire Veterans Affairs Medical Center Richmond Community Hospital CJW Medical Center (Chippenham Campus)
<b>Henrico</b>	Henrico Doctors Hospital Retreat Campus Bon Secours St. Mary's
<b>Chesterfield</b>	CJW Medical Center (Johnston-Willis Campus) St. Francis Hospital

  
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# HIGHWOODS PROPERTIES RICHMOND DIVISION



## PAUL KRECKMAN

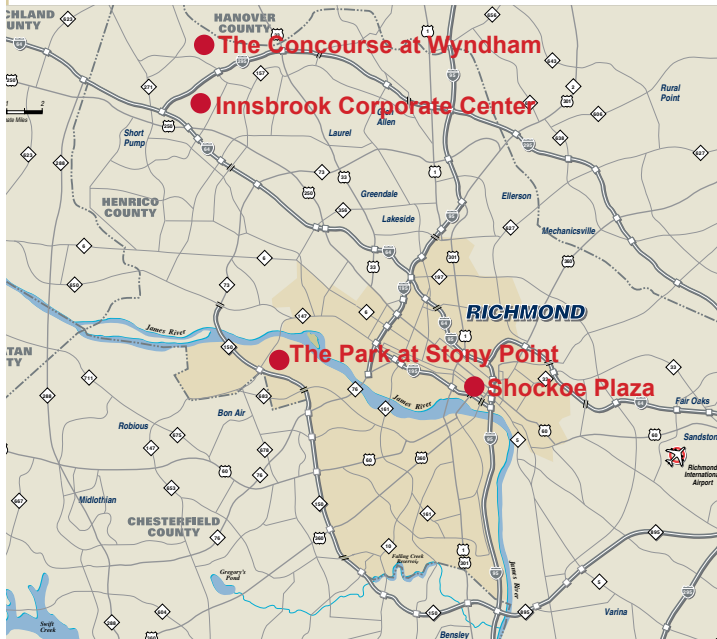
Paul is vice president with Highwoods Properties responsible for the Richmond division. He oversees a portfolio of more than 2.2 million square feet, which is approximately seven percent of Highwoods' total annualized revenue, plus a joint venture and third-party portfolio of another 878,000 square feet. He joined Highwoods in 1995 following the merger with his company, Ross-Kreckman. He has over 35 years of experience in the Richmond real estate market, first as a consultant and then as a developer.

From 1973 through 1983, he was a principal in Rountrey & Associates, the largest real estate appraisal and consulting firm in central Virginia, serving as the firm's economist and director of research. From 1983 through 1984, he was employed by a local firm to manage the restoration and financing effort for the historic Jefferson Hotel in downtown Richmond. In 1984, he and a partner founded Ross-Kreckman Corporation as a suburban office developer, principally in the Innsbrook Corporate Center. Specializing in build-to-suit properties, they created a diversified portfolio throughout the Richmond area. In 1995, the Innsbrook office portfolio was merged into Highwoods.

## PORTFOLIO

### RICHMOND DIVISION

- 37 Office Properties
- 2.6M RSF
- 3 Submarkets
- 28 Acres Core Land



## INNSBROOK CORPORATE CENTER

- 28 Highwoods Office Buildings
- Banks, hotels, restaurants, & shopping within park



## HIGHWOODS OVERVIEW

### COMPANY OVERVIEW

- Founded 1978
- IPO 1994
- Full Service REIT
- \$4.1B Total Market Cap
- Suburban Office
- 329 Properties
- 32.3M SF
- NAIOP Developer of the Year (2009)



### TOP 5 MARKETS

### % OF ANNUAL REVENUE

Raleigh	15.7%
Atlanta	15.2%
Tampa	13.7%
Nashville	12.5%
Kansas City	10.2%

### TOP 5 CUSTOMERS

### % OF ANNUAL REVENUE

Government - Federal & State	11.6%
AT&T	3.5%
PricewaterhouseCoopers	2.0%
Healthways	1.6%
Metropolitan Life Insurance	1.5%

