

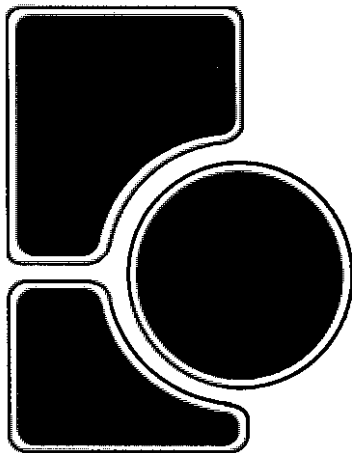
Joint Legislative Audit and Review Commission

The Virginia General Assembly

**Catalog of Virginia's
Economic Development
Organizations
and Programs**

**REPORT OF THE JOINT LEGISLATIVE
AUDIT AND REVIEW COMMISSION**

Catalog of Virginia's Economic Development Organizations and Programs



**COMMONWEALTH OF VIRGINIA
RICHMOND
1991**

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Preface

House Joint Resolution 262 passed during the 1989 Session of the General Assembly directed JLARC to "review the Commonwealth's economic development policies and the organization, management, and performance of the Department of Economic Development." This catalog and its companion report, *Review of Economic Development in Virginia*, address that mandate. The two reports are the first compilations of comprehensive information on the broad array of economic development programs and activities in the Commonwealth.

Economic development activities are conducted by a diverse set of 72 State agencies and more than 500 non-State organizations. It is estimated that these organizations spent more than \$769 million on economic development activities in FY 1989.

On behalf of JLARC staff I would like to thank the State agencies and non-State organizations which cooperated in our requests for information on their economic development activities. It is hoped that this catalog will be useful to all of them in their continuing economic development efforts.



Philip A. Leone
Director

February 21, 1991

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I. Introduction

Over the last 15 years there has been a nationwide shift in what is considered to be economic development. Previously economic development was considered to be solely the recruitment of manufacturing industries on the part of a locality, region, or state — commonly referred to as “smokestack chasing”. Although industrial recruitment efforts are still pursued, the new focus recognizes that economic development requires a more comprehensive approach for improving economic conditions and fostering economic growth. This has expanded what is typically considered to be economic development to include industrial development, tourism promotion, community assistance, and business assistance.

Economic development has been, and continues to be, predominantly an activity of the private sector. However, involvement in economic development has increased at both the State and local government levels with the recognition of economic development as a way to increase per capita income for citizens and revenues for the State and localities. This catalog and its companion document *Review of Economic Development in Virginia* represent the first attempt to comprehensively describe economic development initiatives within Virginia.

Overview of Economic Development Activities Within Virginia

During FY 1989, approximately 600 State and non-State organizations reported involvement in economic development activities. The nature and extent of their involvement varied considerably, however. For example, non-State involvement in economic development was predominantly conducted at the local level or by organizations that promoted proximate localities. The number of organizations reporting active involvement within the various regions of the State varied significantly, ranging from a low of nine in planning district commission (PDC) 18 to a high of 39 in PDC 8 (Table 1). Sixty-four other non-State organizations with a broader regional or state-wide emphasis also reported involvement.

State involvement in economic development can also be viewed from a regional perspective. While 130 of the State programs administered in FY 1989 were directed statewide, 103 were directed at certain regions in the State (Table 2).

State and non-State organizations reported spending more than \$227 million on regional economic development activities during FY 1989, \$138 million of which was spent on transportation initiatives. This amounted to an average of \$38 per capita being spent in the State.

However, the amount spent on economic development in each region of the State varied considerably (Figure 1). Spending for economic development in seven

Table 1

**Number of Non-State Organizations
Involved in Economic Development
by Planning District Commission**

<u>Planning District Commission</u>	<u>Number of Organizations</u>
1. Lenowisco	13
2. Cumberland Plateau	12
3. Mount Rogers	21
4. New River Valley	21
5. Fifth	23
6. Central Shenandoah	31
7. Lord Fairfax	28
8. Northern Virginia	39
9. Rappahanock-Rapidan	20
10. Thomas Jefferson	17
11. Central Virginia	25
12. West Piedmont	16
13. Southside	17
14. Piedmont	15
15. Richmond Regional	33
16. Radco	13
17. Northern Neck	16
18. Middle Peninsula	9
19. Crater	17
20. Southeastern Virginia	29
21. Peninsula	19
22. Accomack-Northampton	10
TOTAL	444

NOTE: Effective July 1, 1990, Planning Districts 20 and 21 were merged to form the Hampton Roads PDC, Planning District 23.

Source: JLARC Mail Survey of Non-State Organizations, March - July 1990.

PDCs was \$10 or less per capita, while in three PDCs (Lenowisco, Cumberland Plateau, and Northern Virginia) it was greater than \$50 per capita. In each of the regions with per capita spending of \$40 or more, the majority of funding was State monies (Figure 2).

Table 2

Number and Funding of State Economic Development Activities by PDC* 1988 - 1990 Biennium

Planning District Commission	Number of Programs Serving PDC		Fiscal Year 1989 Funding			Fiscal Year 1990 Funding		
	1989	1990	State	Other**	Total	State	Other**	Total
PDC 1	19	20	\$ 4,876,533	\$2,060,210	\$ 6,936,743	\$ 5,671,150	\$ 2,097,758	\$ 7,768,908
PDC 2	22	23	7,623,791	2,167,190	9,790,981	7,782,210	5,997,472	13,779,682
PDC 3	18	20	1,887,761	2,019,110	3,906,871	52,750,895	2,055,158	54,806,053
PDC 4	21	23	4,899,551	2,020,510	6,920,061	5,764,248	2,054,008	7,818,256
PDC 5	7	7	197,078	12,333	209,411	187,525	11,933	199,458
PDC 6	5	5	124,057	8,333	132,390	89,321	8,333	97,654
PDC 7	5	5	124,206	8,521	132,727	98,472	8,533	107,005
PDC 8	7	7	138,773,317	418,181	139,191,498	417,522	571,714	989,236
PDC 9	4	4	12,705	188	12,893	13,595	688	14,283
PDC 10	2	2	288,755	0	288,755	341,752	0	341,752
PDC 11	11	12	222,448	79,100	301,548	326,131	129,050	455,181
PDC 12	9	10	179,304	18,310	197,614	50,324,256	122,800	50,447,056
PDC 13	10	8	187,723	106,226	293,949	50,229,836	15,667	50,245,503
PDC 14	6	5	53,349	32,426	85,775	45,051	15,667	60,718
PDC 15	8	8	631,502	73,689	705,191	876,714	83,381	960,095
PDC 16	2	2	17	0	17	25	0	25
PDC 17	3	3	157,573	0	157,573	144,469	0	144,469
PDC 18	2	2	145,017	0	145,017	140,025	0	140,025
PDC 19	7	7	95,117	51,315	146,432	50,208,832	3,048	50,238,880
PDC 20	12	14	328,096	65,303	393,399	569,635	474,723	1,044,358
PDC 21	14	14	933,027	292,451	1,225,478	1,165,153	239,073	1,404,226
PDC 22	6	6	216,934	163,982	380,916	322,202	26,381	348,583
TOTALS			\$161,957,861	\$9,597,378	\$171,535,239	\$227,469,019	\$13,942,387	\$241,411,406

*Programs which serve more than one PDC are counted as one program in each PDC they serve.

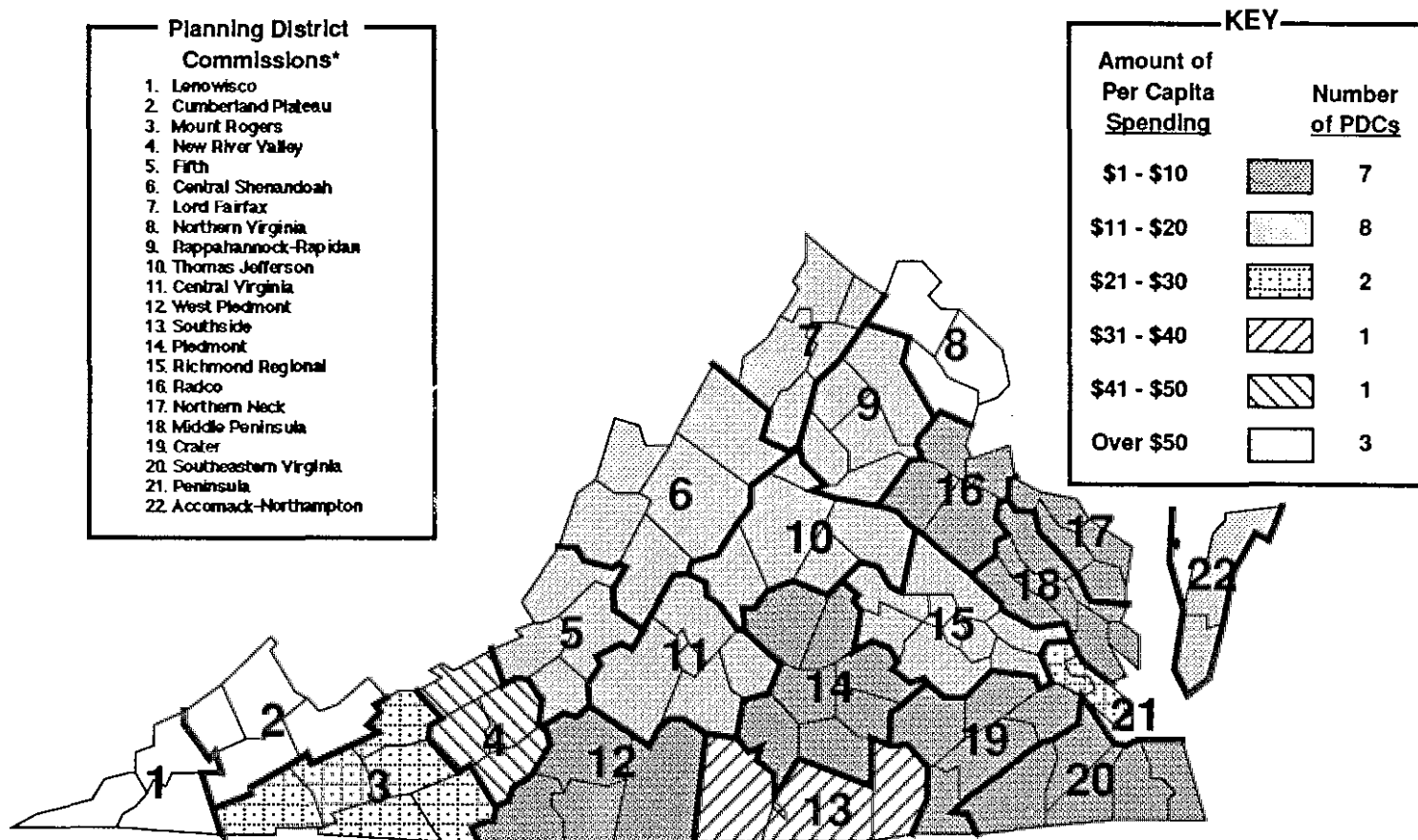
**Other funds include federal, local, and private funds which are usually required to qualify for or to match a set percentage of State or federal funding, \$5,564,495 of which was also reported by non-State organizations on the JLARC Mail Survey of Non-State Organizations for fiscal year 1989.

NOTE: Effective July 1, 1990, Planning Districts 20 and 21 were merged to form the Hampton Roads PDC, Planning District 23.

Source: JLARC Mail Survey of State Government Entities, May 1990, and in-person interviews with program staff.

Figure 1

Per Capita Spending for Economic Development in FY 1989 by Planning District Commission



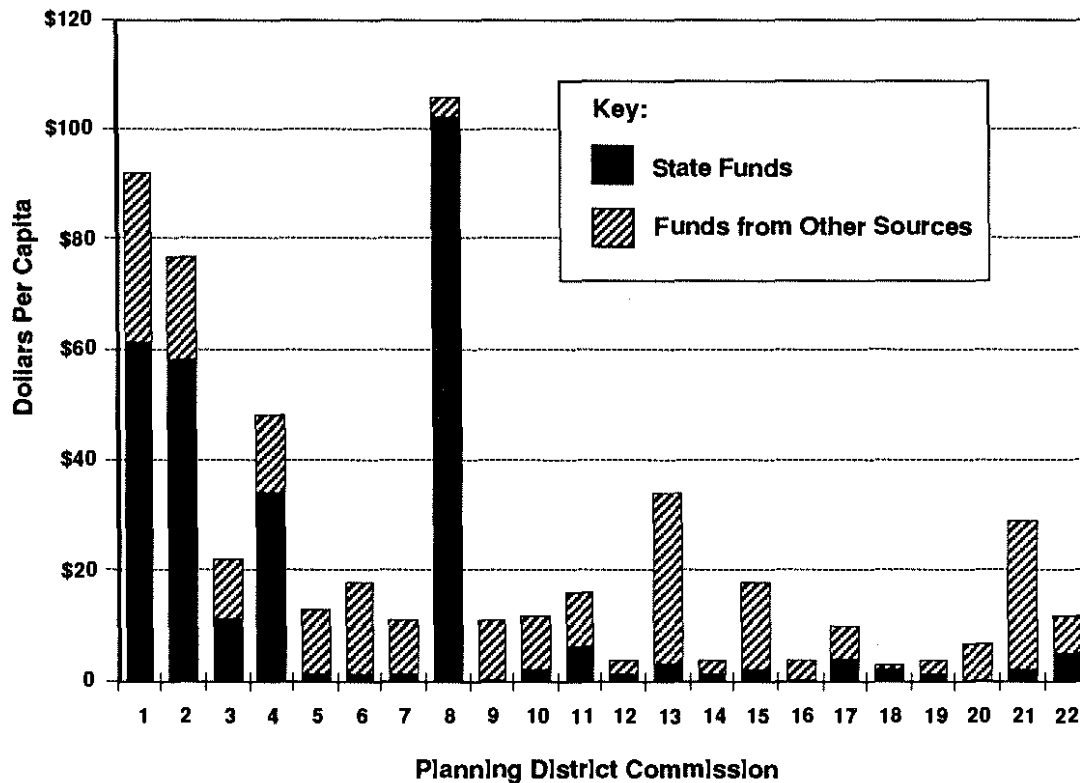
*Effective July 1, 1990, Planning Districts 20 and 21 were merged to form the Hampton Roads PDC, Planning District 23.

Note: Does not include: industrial development bonds, funding for programs conducted on a statewide basis, or funding for regions which could not be classified on a PDC basis.

Source: JLARC analysis of: JLARC Mail Survey of Non-State Organizations, March-July 1990; in-person interviews with program staffs; and 1988 Provisional Estimates of the Population of Virginia Counties and Cities, U.Va. Center for Public Service.

Figure 2

FY 1989 Per-Capita Spending for Economic Development in each Planning District Commission by Funding Source



Notes:

Effective July 1, 1990, Planning Districts 20 and 21 were merged to form the Hampton Roads PDC, Planning District 23.

Does not include: industrial development bonds, funding for programs conducted on a statewide basis, or funding for programs which could not be classified on a PDC basis.

Other funding sources include federal, local, and private.

Source: JLARC analysis of: JLARC Mail Survey of Non-State Organizations, March-July 1990; JLARC Mail Survey of State Government Entities, May 1990; in-person interviews with program staff; and 1988 *Estimates of the Population of Virginia Counties and Cities*, University of Virginia Center for Public Service.

Catalog Compilation

House Joint Resolution 262 (1989) directed JLARC to “review the Commonwealth’s economic development policies and the organization, management, operations, and performance of the Department of Economic Development.” A copy of the resolution is included as Appendix A.

In order to review the Commonwealth’s policies, it was necessary to collect information on the various economic development programs being conducted within the State. This information was collected primarily through mail surveys, structured interviews, and site visits.

Mail Surveys. Two mail surveys were used to collect comprehensive information on Virginia’s economic development initiatives. This information was collected on State, regional, local, and private organizations involved in economic development activities within the State.

Information from all State entities administering economic development programs was collected from one survey. Review of the *Code of Virginia* and budget documents helped identify the State entities involved in economic development. Eighty-one State agencies were surveyed, of which 72 reported that they administered economic development programs. These agencies were sent a 21-page survey to complete.

A survey of non-State economic development organizations was used to identify and describe the non-State economic development activities. Initial mailings relied primarily on mailing lists provided by the Department of Economic Development. However, subsequent mailings included organizations identified by other respondents as being involved in economic development. In all, 1,250 non-State organizations were sent a three-page survey to complete. A total of 790 surveys were returned for a response rate of 63 percent. Some respondents indicated that they were not involved in economic development, even though they were listed as economic development organizations on the lists. These respondents are not included in the tabulations in this report.

Structured Interviews. Information from 85 structured interviews was used in this report. Information was collected on the goals and objectives of the programs, the implementation of the economic development programs, and the coordination of State, regional, and local efforts.

Directors of the 14 agencies within the Secretariat of Economic Development as well as the president of the Center for Innovative Technology were interviewed to clarify the role of their agencies’ programs in economic development. The directors were asked about coordination and planning of their programs and interaction with local, regional, quasi-public, and private economic development organizations.

Seventy State agency staff responsible for administering economic development programs were also interviewed. These staff were asked about program missions, goals and objectives, activities, funding, clients, measurements of program outcomes, and coordination among programs and agencies.

Site Visits. JLARC staff visited several program sites during the course of the review. Visits were made to:

- the Virginia Port Authority as well as the Inland Port and Norfolk International Terminal,
- four small business development centers,
- five State welcome centers,
- the Department of World Trade,
- the Center for Innovative Technology and two community colleges which host directors of economic and technology development,
- one pre-employment industrial training session,
- three DED regional offices, and
- the Washington, D.C. and Richmond Bell Tower tourism sales offices.

Catalog Organization

This catalog describes the activities of State and non-State economic development organizations. Chapter I has provided a brief overview of economic development, economic development organizations and activities in Virginia, and the research activities that were conducted to compile the catalog. Chapter II presents an overview of State economic development entities and programs. Non-State economic development organizations are discussed in Chapter III.

In addition to the study mandate included in Appendix A, this catalog contains four other appendices. Appendix B contains the listing of State entities involved in economic development. Appendix C lists the non-State organizations conducting economic development activities, in alphabetical order by PDC. This listing includes an address and, where known, a contact name and telephone number for each organization. The types of economic development activities conducted by each of these non-State organizations are listed in Appendix D. Appendix E is an alphabetical listing of non-State organizations, identified as involved in economic development, which did not respond to the JLARC survey.

II. Overview of State Economic Development

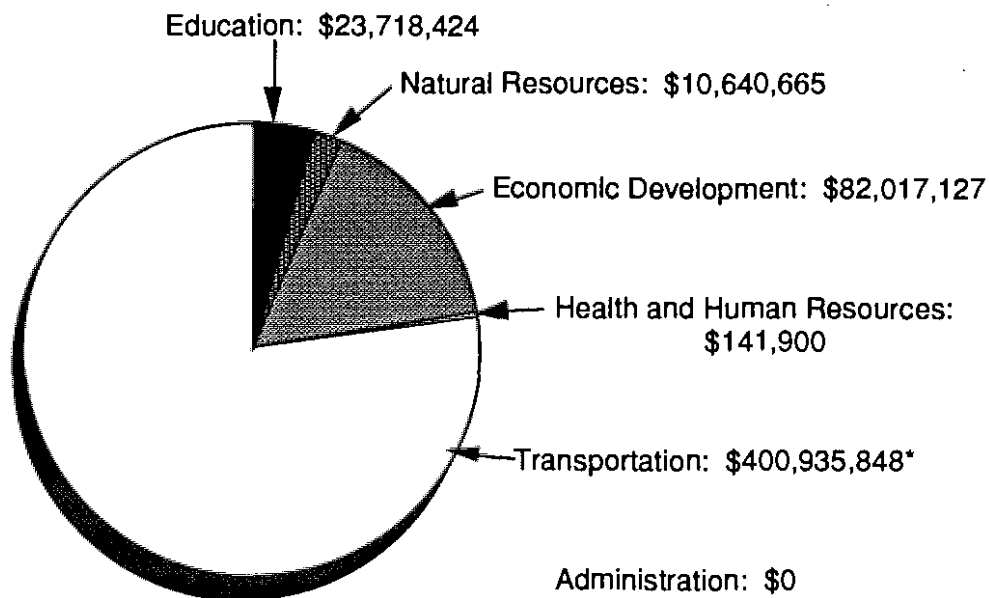
Economic development in Virginia is seen as a mechanism to enhance the economic climate of the State by increasing the number of jobs available to Virginians and by increasing State and local tax bases. State economic development programs are also diverse and varied. While there is a secretariat dedicated to economic development, economic development initiatives were conducted by State entities in six secretariats during the 1988 - 1990 biennium. Funding for these initiatives was more than \$517 million in FY 1989, of which \$396 million was for transportation initiatives which were economic development-related (Figure 3).

While State programs are just one aspect of the economic development initiatives in Virginia, they are a very important aspect. Many of the non-State organizations look to State initiatives to provide a focus and direction for their efforts. There-

Figure 3

Total Funding of State Programs by Secretariat

FY 1989 Total Funding: \$517,453,964



* Includes \$396,816,848 in funding for community assistance transportation programs.

Source: JLARC Mail Survey of State Government Entities, May 1990, and in-person interviews with program staff.

fore, the quality and focus of the State programs are especially important as they help define more than \$767 million in economic development efforts.

There were 233 and 231 State programs directed at economic development in FY 1989 and FY 1990, respectively (Table 3). These programs had total funding of approximately \$517 million in FY 1989 and approximately \$604 million in FY 1990. State funding for these programs was approximately \$299 million in FY 1989 and approximately \$372 million in FY 1990. The balance of the funding came from federal, local, and private sources. The majority of the local funding for these programs was to qualify for, or to satisfy the matching requirements of, some federal and State programs.

In addition to the amounts listed above, approximately \$123 million in FY 1989 and \$125 million in FY 1990 were available in industrial development bonds (IDBs). IDBs are a low-interest, tax-exempt source of capital used for financing facilities.

The State programs appear to address a wide range of economic development activities. The Urban Institute, a nationally recognized research organization located in Washington, D.C., developed an economic development typology to classify activities which contribute to the creation of wealth for citizens, businesses, localities and states. To better describe wealth creation activities in Virginia, JLARC staff modified the typology to include three additional classifications of programs: direct product promotion, regulation, and research and development. The modified typology includes nine program areas which describe wealth creation activities in the State:

- Business Assistance programs help businesses function more effectively, but are not financial in nature.
- Business Attraction programs identify and attract new businesses interested in locating in a state or sub-state jurisdiction.
- Community Assistance programs improve the capacity of the local government's economic development efforts through technical assistance and grants.
- Direct Product Promotion programs are designed to promote Virginia products for intra- and interstate sale.
- Import/Export Promotion programs are designed to raise business awareness about import and export opportunities, to encourage import- and export-related activity, and ultimately to increase export sales.
- Financial Assistance programs provide capital through direct loans or loan guarantees to private, for-profit businesses for working capital or business expansion.

Table 3

Number and Funding of State Economic Development Activities by Program Type 1988 - 1990 Biennium

Program Type	Number of Programs		Fiscal Year 1989 Funding			Fiscal Year 1990 Funding		
	1989	1990	State	Other*	Total	State	Other*	Total
Business Assistance	87	91	\$ 10,695,379	\$ 3,998,713	\$ 14,694,092	\$ 12,315,869	\$ 4,960,728	\$ 17,276,597
Business Attraction	10	10	3,251,257	404,190	3,655,447	3,588,529	0	3,588,529
Community Assistance	36	32	238,386,225	190,051,750	428,437,975	308,231,814	201,172,510	509,404,324
Direct Product Promotion	20	20	8,005,954	1,661,866	9,667,820	3,446,506	956,876	4,403,382
Financial Assistance	13	12	16,989,919	5,471,845**	22,461,764	20,285,528	7,045,905**	27,331,433
Import/Export Promotion	15	15	5,577,526	239,375	5,816,901	6,435,164	272,850	6,708,014
Regulatory	1	1	0	592,565	592,565	0	639,940	639,940
Research & Development	24	24	3,365,842	15,714,358	19,080,200	3,435,031	16,329,525	19,764,556
Tourism Promotion	27	26	12,471,109	576,091	13,047,200	14,439,759	568,802	15,008,561
TOTAL	233	231	\$298,743,211	\$218,710,753	\$517,453,964	\$372,178,200	\$231,947,136	\$604,125,336

*Other funds include federal, local, and private funds which are usually required to qualify for or to match a set percentage of State or federal funding, \$11,278,690 of which was also reported by non-State organizations on the JLARC Mail Survey of Non-State Organizations for fiscal year 1989.

**Not included in these amounts are an additional \$122,524,000 and \$125,009,000 in industrial development bonds was available to businesses in Virginia in fiscal years 1989 and 1990, respectively.

Source: JLARC Mail Survey of State Government Entities, May 1990, and in-person interviews with program staff.

- Regulatory programs related to economic development have a primary objective of enhancing the sale and marketability of Virginia products.
- Research and Development programs related to economic development conduct research and development activities which will directly enhance the sale and marketability of Virginia products or Virginia as a tourist or business location.
- Tourism Promotion programs promote the state or a locality as a place to visit so that tourism dollars will be spent.

Business Assistance Programs

The State administered 91 business assistance programs during FY 1990. State funding for these programs was approximately \$12.3 million of the total funding of over \$17 million. Federal and local funds provided the remainder.

Business assistance programs are administered primarily within the Education and Economic Development Secretariats. The Virginia Community College System operates 53 of the 91 programs as part of its community service role. Many of these programs focus on workforce development through community college training activities. Other programs provide technical assistance to businesses through the Centers for Economic Development housed at the community colleges. Due in large part to the role of the community colleges in business assistance programs, 69 of the 91 State programs are targeted at certain regions; the other 22 are statewide efforts.

Business Attraction Programs

Ten State-funded business attraction efforts were administered through agencies under the Economic Development and Education Secretariats. These programs received total funding of approximately \$3.6 million in fiscal year 1990.

The major business attraction efforts of the State were conducted by the Department of Economic Development through its industrial development marketing program. The department also uses approximately \$478,300 in State funds to attract the film industry to Virginia through an advertising campaign and location assistance efforts.

The programs conducted in the Education Secretariat, while many in number, are primarily efforts undertaken by community colleges to assist communities in attracting business to their areas. Community college presidents and faculty often serve on the local contact teams which meet with industrial prospects. As such, the amount of State funding supporting these business attraction efforts is minimal, less than \$1,000.

Community Assistance Programs

In FY 1990, 32 State community assistance programs were administered by entities within the Administration, Economic Development, Education, Natural Resources, and Transportation Secretariats. Approximately \$509 million in funds supported these programs, which provide technical assistance and funding to communities to help them improve their physical and human resource infrastructure.

Ten programs administered by the Department of Transportation accounted for 95 percent of the total State funding for community assistance. These funds supported such programs as the U.S. Route 58 corridor development program, industrial road access program, industrial rail access program, airport access program, U.S. Route 28 improvement program, and the coal severance tax road improvement program.

The Department of Housing and Community Development administers five community assistance programs. These programs combine federal and State funds to assist communities in constructing industrial parks and making improvements to physical infrastructure, such as water and sewer availability. In addition, the department provides technical assistance to communities for downtown revitalization and general planning activities.

Direct Product Promotion Programs

Twenty direct product promotion programs were administered in FY 1990 to promote Virginia products for intra- and interstate sales. These programs were primarily administered by the 12 agricultural commodity boards and the Department of Agriculture and Consumer Services.

Examples of the programs include Virginia's finest trademark program and the farmer's market network. Virginia's finest trademark program promotes quality-tested Virginia products to food retailers and consumers. The farmer's market network establishes distribution outlets around the State. These outlets allow farmers to collectively market their agricultural products to wholesale institutional buyers.

Total funding for direct product promotion programs was approximately \$4.4 million in FY 1990. This includes \$3.4 million in State funds and approximately \$567,000 from taxes on the promoted products.

Import/Export Promotion Programs

State entities administered 15 programs which focused on increasing export promotion by businesses and increasing the utilization of Virginia ports for import and export activity in FY 1990. State funding for these programs totaled \$6.4 million. The

major State initiatives in promotion of imports and exports were conducted by two State agencies.

The Virginia Port Authority (VPA) directed approximately \$4.7 million in State funds to economic development initiatives in FY 1990. The VPA used the funding for national and international marketing of VPA facilities. In addition, the VPA operates the inland port in Front Royal, which was designed to increase the import/export tonnage handled by the VPA.

One other State agency, the Department of World Trade, has had major involvement in export promotion. The department received approximately \$500,000 in State funds during FY 1990 to administer its international trade services program. This program was designed to increase exports of manufactured goods and services by Virginia businesses through market stimulation and the promotion of information and technical assistance. However, the Governor recently recommended that the Department of World Trade be closed and its functions be absorbed into the Department of Economic Development.

Financial Assistance Programs

In FY 1990, 12 financial assistance programs were administered by State government entities. These programs received a total of \$27.3 million — \$20.3 million in State funds and \$7.0 million in federal and local funds. An additional \$125 million was available in industrial development bonds.

These programs are primarily administered by agencies within the Economic Development Secretariat. For example, the Department of Housing and Community Development administers four financial assistance programs — two revolving loan funds, the enterprise zone program, and the State's industrial development bond program. The Department of Economic Development operates the Virginia Small Business Financing Authority and until recently dedicated two staff positions to the Rural Virginia Development Foundation's Virginia Economic Development Corporation (VEDCorp). VEDCorp filed papers to become a private corporation and was expected to be incorporated by December 1990.

Regulatory Programs

Economic development regulatory programs are those State regulations or other controls which have a primary objective of enhancing the sale and marketability of Virginia products. One State program, dairy industry regulation, was identified during this review. Its funding, derived from tax on milk, was approximately \$640,000 for FY 1990.

The majority of regulation related to Virginia agricultural products is through federal programs. As such, the regulations are federal, not State. These programs were not included, as they did not address State initiatives.

Research and Development Programs

Research and development programs typically support other economic development programs or activities. In FY 1990, 24 research and development programs were administered by State entities in the Economic Development and Education Secretariats.

In FY 1990, these programs received total funding of approximately \$19.8 million, approximately \$3.4 million of which was from the State. The rest was received primarily from the federal government. For example, the Virginia Employment Commission conducts industrial development research that is used to maintain, improve, and expand economic development. In FY 1990, this research program received \$1.3 million in federal funds and approximately \$761,000 in State funds.

Tourism Promotion Programs

State entities administered 26 tourism promotion programs in FY 1990. Entities within the Economic Development, Education, Natural Resources, and Transportation Secretariats administered the programs.

Total funding for tourism promotion by State entities was approximately \$15 million. State funding provided approximately \$14.4 million, and approximately \$600,000 in other funds was received for these programs.

While the Department of Economic Development's tourism advertising program is the major marketing program for Virginia, other programs promote a particular attraction or area of the State. For example, the Virginia Military Institute promotes the New Market Battlefield. Chippokes Plantation Farm Foundation spends funds to promote the museum at the plantation.

The Department of Transportation administers five tourism promotion programs. Three programs are directed at road access and improvement for State- or federally-owned tourism attractions around Virginia.

III. Non-State Organizations and Programs

In addition to State structures and programs, more than 500 non-State organizations conducted economic development initiatives in FY 1989. During that year, these organizations reported spending approximately \$279 million on economic development, of which approximately \$31.6 million was State funds (Table 4). The total funding for non-State economic development initiatives during FY 1989 is a conservative figure because it excludes staff salaries and other operational costs. Further, it includes only the initiatives of non-State organizations which responded to the JLARC survey. The major activities funded by these groups included tourism promotion, business attraction, business assistance, and community assistance.

Regional Economic Development Organizations

Groups of localities have formed regional organizations to help achieve various economic development objectives. Several of these organizations implement economic development activities. These include planning district commissions (PDCs), industrial development corporations, and economic development authorities. These organizations promote cooperation on a regional level and reduce fragmentation of economic development efforts by localities. Further, regional efforts can result in the more efficient and effective use of limited resources.

Planning District Commissions. Section 15.1-1400 et. seq. of the *Code of Virginia* defines a planning district commission as a public body. The *Code* further defines the purpose of PDCs as being to "promote the orderly and efficient development of the physical, social, and economic elements of the district by planning, encouraging, and assisting government subdivisions to plan for the future...."

PDCs reported varying levels and types of involvement in economic development activities throughout the State. One of the 22 PDCs in the State did not respond to the JLARC survey. However, the other 21 PDCs reported varying levels of involvement in economic development activities during FY 1989. PDCs reported spending \$1.6 million on economic development activities in FY 1989.

While the types of activities undertaken vary, most PDCs are involved in community assistance activities. Many of the PDCs provide information on certain economic conditions within the area for local government officials to use in presentations to prospective industries. Other PDCs have developed written economic development plans for the localities within their regions. Still other PDCs are more directly involved in preparing communities for industry recruitment. For example, the Accomack-Northampton PDC was actively involved in the area's recent community certification effort.

Table 4

Economic Development Expenditures by Non-State Organizations, by Program

Program Type	Number of Organizations Conducting Type of Program	Fiscal Year 1989 Funding			Percent of Funding from State
		Non-state*	State**	Total	
Business Assistance	209	\$ 4,624,952	\$ 826,181	\$ 5,451,133	15.2%
Business Attraction	224	12,076,162	1,076,961	13,153,123	8.3
Community Assistance	142	14,513,004	9,870,719	24,383,723	40.5
Direct Product Promotion	14	458,661	125,000	583,661	21.4
Export Promotion	26	218,870	167,690	386,560	43.4
Financial Assistance ^o	81	188,666,609	4,612,850	193,279,459	2.4
Research & Development Support	42	771,911	11,617,391	12,389,302	93.8
Tourism Promotion	262	22,634,909	359,125	22,994,034	1.6
Other [□]	64	3,930,299	2,936,723	6,867,022	43.7
TOTAL[■]	508	\$247,895,377	\$31,592,640	\$279,488,017	11.3%

Note: Estimates were accepted; 1989 calendar year accepted for 1989 fiscal year.

Includes only program costs — no administrative costs.

Figures reflect the responses of only those organizations which returned the JLARC survey. Therefore, figures and percentages are extremely conservative estimates of actual economic development expenditures by non-State organizations.

* Non-State funds include local, private, and self-generated monies as well as direct federal grants or appropriations.

** State funds include federal funds which are administered by State agencies. Of the total State funding reported, \$15,414,565 was not accounted for by the JLARC Mail Survey of State Government Entities.

^o Financial assistance includes \$182,829,001 in industrial development bond issues.

[□] Other category includes education and information and renovation of historic tourism properties.

[■] Number of organizations conducting programs totals 508; most organizations conduct more than one type of program. Total funding levels include program dollars reported by two organizations which were not able to disaggregate funding to particular program categories.

Source: JLARC Mail Survey of Non-State Organizations, March - July 1990.

Industrial Development Corporations. Industrial development corporations are generally non-profit corporations established to represent local governments in a proximate area. Localities represented by the regional corporations contribute a proportionate share of the corporations' operating costs.

Section 13.983 of the *Code of Virginia* recognizes these regional entities and empowers them to stimulate business prosperity and economic welfare. Fourteen regional corporations operating in the State have been formed to represent a total of 57 communities (Figure 4). One of these corporations was not formally established until February 1990. However, the other 13 reported spending a total of \$3.8 million on economic development activities in FY 1989. These corporations were primarily involved in business attraction, business assistance, and financial assistance activities.

Economic Development Authorities. Only one regional economic development authority exists within the State. The Virginia Coalfield Economic Development Authority was created in 1988 by the General Assembly to enhance the economic base of the counties of Lee, Wise, Scott, Buchanan, Russell, Tazewell, and Dickenson and the city of Norton. The Authority reported \$2.2 million in funding for FY 1989.

Local Organizations

Often localities conduct their own economic development initiatives. Some local governments staff economic development offices in addition to belonging to regional economic development organizations.

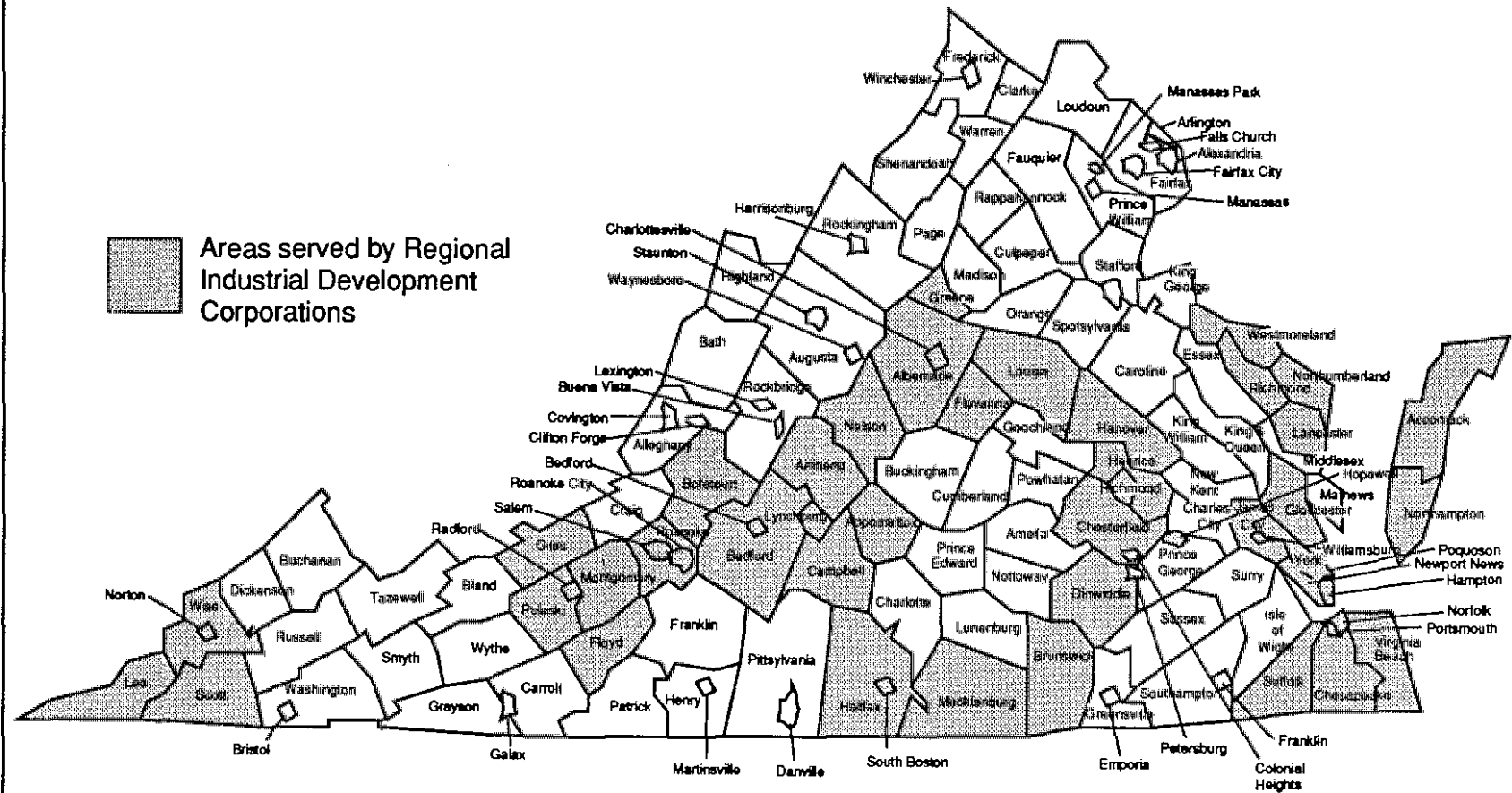
Local economic development organizations include industrial development authorities (IDAs) and local government offices. These offices may be staffed by volunteers or local government employees.

Industrial Development Authorities. Sections 15.1-1376 et. seq. of the *Code of Virginia* allow localities to establish industrial development authorities and convey to them the powers of political subdivisions. These statutory powers allow IDAs to issue bonds, lease and purchase properties, and borrow money. Many IDAs were initially established to provide financing for businesses and industries through industrial development bonds. The IDAs were able to cover their operational costs through application fees and annual charges associated with the bonds. However, due to the federal government abolishing the tax-exempt status of these bonds, few are now issued. As such, many IDAs have either become inactive or have refocused their activities.

Forty-eight IDAs reported active involvement in economic development during FY 1989. These IDAs spent approximately \$188.1 million on economic development activities. The activities reported by these IDAs varied. While some IDAs assist local governments in their industry recruitment and retention activities, others — such as the Halifax County IDA — handle all economic development activities for the

Figure 4

Regional Industrial Development Corporation Service Areas



Source: JLARC Mail Survey of Non-State Organizations, March-July 1990.

locality. Several localities, including Virginia Beach, Lynchburg, and Norfolk, have turned land over to their IDAs for development or sale. Many IDAs reported involvement in the development and promotion of industrial parks. Involvement of approximately one-fourth of the IDAs was limited to issuing industrial development bonds.

Local Government Offices. Local governments in 107 communities reported conducting their own economic development activities. These local governments spent a total of \$38.5 million on economic development initiatives in FY 1989. The amount of resources dedicated to economic development at the local level varies substantially.

Some localities have offices dedicated to economic development. For example, Chesterfield County has an Office of Economic Development with eight full-time staff. In addition, the office employs a consultant for economic development activity in Europe. These activities supplement membership in two regional industrial development corporations — the Metropolitan Economic Development Council and the Appomattox Basin Industrial Development Corporation.

Other localities or communities have single positions dedicated to economic development. Fifteen local governments each reported only one full-time position dedicated to economic development. These localities include the City of South Boston, Rappahannock County, and the Town of Gordonsville.

Still other local governments rely on individuals with other primary duties to conduct economic development activities on an *ad hoc* basis. Eleven reported that the only staffing for their economic development activities was provided by one person on a part-time basis. Examples of such localities include Orange County, the City of Colonial Heights, and Richmond County.

Quasi-Public and Private Organizations

Several other economic development organizations exist in the State. These include one quasi-public organization and numerous private groups. Private groups include local industrial development corporations; chambers of commerce; statewide associations; banks, utilities, and railroads; business incubators; private industry councils; tourism attractions; and organizations dedicated to promoting tourism for more than one attraction or area of the State.

Center for Innovative Technology. The Center for Innovative Technology (CIT), was chartered by the General Assembly in 1984. The CIT is a quasi-public organization created to enhance and exploit scientific strengths available in Virginia universities and apply them to technology-based industry. As such, the CIT is primarily involved in developing new or advanced technologies through research. However, the Center for Innovative Technology is also involved in assisting businesses within Virginia. The objective of this business assistance is to help companies implement technologies which are new to them.

Industrial Development Corporations. Local industrial development corporations are typically for-profit corporations but may also be established as non-profit corporations. Thirty-one local industrial development corporations reported that they operated in Virginia during FY 1989 and spent \$3.4 million on economic development activities. Non-profit corporations are often funded by, and function as the economic development office of, local government. For-profit corporations often help to enhance local industrial development through purchase of land, facility construction, and negotiation of lease-purchase agreements. These corporations are generally organized by citizens and businessmen of a particular locality to help promote its economic growth.

Chambers of Commerce. Chambers of commerce are private non-profit corporations. Seventy-six chambers of commerce in Virginia reported involvement in economic development activities, spending \$1.4 million on those activities in FY 1989. Across the State, chambers function to provide information for prospective businesses and tourists. However, some chambers have a more active role in economic development.

In some instances, the chamber is the primary economic development organization in a locality. For example, the chamber in Alexandria functions as the local government office for economic development, with the exception of tourism promotion activities, which are handled by the city. This chamber is primarily funded by the City of Alexandria.

More than 80 percent of all chambers reported involvement in business assistance efforts. For example, the Greater Lynchburg and the Galax-Carroll-Grayson chambers both sponsor industrial call programs aimed at addressing needs and concerns of local businesses. Others, such as the Charlottesville-Albemarle County chamber and the Roanoke Regional chamber, are involved in small business development efforts.

Three-fourths of the chambers reported some type of involvement in tourism promotion. Many of these chambers are involved in printing and distributing promotional materials. Others, such as the Waynesboro-East Augusta chamber, operate local or regional visitor information centers.

Statewide Associations. Twenty-five statewide associations reported spending a total of approximately \$2.9 million on economic development activities during FY 1989. These associations generally promoted tourism statewide or provided business assistance and product development assistance to members.

Banks, Utilities, and Railroads. A total of 21 banks, utilities, and railroads reported involvement in economic development and spending of \$3 million in FY 1989. While every bank, utility, and railroad responding reported involvement in business attraction activities, many also reported community assistance and business assistance activities. Business attraction efforts were primarily undertaken to support efforts of other non-State organizations. Community assistance was often provided in

the form of grants to localities and other organizations involved in economic development.

Business Incubators. Business incubators, which can be publicly or privately owned and operated, are innovation centers or multi-tenant buildings designed to assist small businesses. This assistance is typically provided through affordable, start-up office space for new businesses. Businesses are co-located, usually in one building, and share professional services. Three incubators, located in Richmond, Charlottesville, and Hopewell, responded to the survey. These incubators reported spending more than \$179,000 in FY 1989. In addition, one locality — Lynchburg — reported operating an incubator.

Private Industry Councils. Private industry councils (PICs) are formed by employers, educators, and labor and community leaders to plan workforce training and, in some cases, to administer the Job Training Partnership Act. Although much of the staffing for PICs is comprised of volunteers, PICs are private organizations with employees who receive salaries.

One of the objectives of PICs is to incorporate private sector expertise in the design and implementation of job training strategies for communities. This objective is achieved in widely different ways throughout the State.

Four private industry councils reported involvement in a variety of economic development initiatives and total spending on economic development initiatives of approximately \$650,000. The South Central Employment and Training PIC is especially active. This PIC helped fund a tourism promotion piece on Plantation Country, and its job training services are usually offered to prospective industries as part of the localities' marketing package.

Tourism Attractions. In addition to efforts conducted by State tourism programs, numerous tourism attractions in the State conduct their own advertising. As such, they bring visitors into the State and contribute to the State's economic development. During FY 1989, 113 attractions reported spending a total of \$17.4 million on tourism promotion.

Organizations Promoting More Than One Tourism Attraction or Destination. Tourism promotion was also undertaken by 14 other non-State organizations during FY 1989. These organizations included loosely-defined regional groups and independent convention and visitors bureaus. These organizations spent a total of \$1.7 million on tourism promotion activities, including restoration of historic properties.

Other Organizations. Thirty additional organizations reported active involvement in economic development with a total spending level of \$2.0 million during FY 1989. These groups were involved in a variety of activities including business attraction, tourism promotion, business assistance, and community assistance. Many of these groups were formed to promote downtown revitalization or to promote a specific area of a locality.

Appendixes

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Appendix A

STUDY MANDATE

HOUSE JOINT RESOLUTION NO. 262

Requesting the Joint Legislative Audit and Review Commission to study the Commonwealth's economic development policies and the organization, management, operations and performance of the Department of Economic Development.

Agreed to by the House of Delegates, February 6, 1989

Agreed to by the Senate, February 23, 1989

WHEREAS, the Commonwealth, through its policies, encourages, stimulates and supports industrial development and the expansion of the Commonwealth's economy; and

WHEREAS, the Commonwealth, through its policies, also supports small business programs which enhance the growth of small businesses throughout the Commonwealth; and

WHEREAS, it is the policy of the Commonwealth to promote small industry, improve management development and labor productivity, and to identify, encourage and coordinate new approaches to economic development in rural communities of the Commonwealth; and

WHEREAS, the Commonwealth, through its policies, encourages, stimulates and supports tourism and travel in the Commonwealth; and

WHEREAS, it is the policy of the Commonwealth to promote and develop, through the Virginia Salt Water Sport Fishing Tournament, its salt water angling resources for recreational and economic benefits; and

WHEREAS, the Department of Economic Development, with advice from its affiliated advisory boards, is one of the agencies responsible for administering and executing these policies; and

WHEREAS, since 1982, the Department has experienced significant changes in organization and growth in resources resulting in increased economic activity and employment in the Commonwealth; and

WHEREAS, the General Assembly of Virginia desires to continue Virginia's outstanding economic development performance as a leading state in creating jobs and improving the standard of living for its citizens; and

WHEREAS, the functional area of resource and economic development is among those scheduled for review by the Joint Legislative Audit and Review Commission pursuant to the Legislative Program Review and Evaluation Act (§ 30-64 et seq. of the Code of Virginia) through Senate Joint Resolution No. 18 passed during the 1988 Session of the General Assembly; now, therefore, be it

RESOLVED by the House of Delegates, the Senate concurring, That the Joint Legislative Audit and Review Commission review the Commonwealth's economic development policies and the organization, management, operations and performance of the Department of Economic Development. The Commission's study shall include a review of the planning, budgeting, staffing, procurement, mission, and policy and program functions of the Department.

The Joint Legislative Audit and Review Commission shall complete its work in time to submit its final findings and recommendations to the Governor and to the 1991 Session of the General Assembly. Interim reports shall be provided to the 1990 Session of the General Assembly; and, be it

RESOLVED FURTHER, that in carrying out this review, the Department of Economic Development shall cooperate as requested and make available all records and information necessary for the completion of work by the Commission and its staff.

Appendix B

STATE GOVERNMENT ENTITIES INVOLVED IN ECONOMIC DEVELOPMENT

Agency -----	Economic Development Activity -----
Belmont, Gari Melchers Memorial Gallery	Tourism Promotion
Blue Ridge Community College	Workforce Development
Central Virginia Community College	Business Technical Assistance Workforce Development
Chippokes Plantation Farm Foundation	Tourism Promotion
Christopher Newport College	Business Technical Assistance Small Business Technical Assistance
Clinch Valley College	Small Business Technical Assistance
College of William & Mary	Technical Assistance for Start-up Companies
Corn Board	Direct Product Promotion Import/Export Promotion Research & Development
Dabney S. Lancaster Community College	Workforce Development
Danville Community College	Business Technical Assistance
Department of Agriculture & Consumer Services	Agricultural Product Promotion Financial Assistance for Agricultural Diversification
Department of Conservation & Recreation	Conservation & Development of Public Beaches & Outdoor Recreation Facilities State Park Promotion
Department of Economic Development	Building and Site Inventory Community Certification Film Development Marketing Industrial Call Industrial Development Marketing Industrial Training Quarterly Training Seminars Regional Offices Shell Building Small Business Development Centers Tourism Community Development Tourism Domestic Advertising Tourism International Marketing Tourism Public Relations Virginia Economic Development Corporation Virginia Small Business Financing Authority

Agency -----	Economic Development Activity -----
Department of Forestry	Business Financial Assistance Forestry Product Promotion Industrial Recruitment
Department of Historic Resources	Financial Assistance for Tourism Attraction Restoration
Department of Housing & Community Development	Business Financial Assistance Community Financial Assistance
Department of Labor & Industry	Workforce Development
Department of Minority Business Enterprise	Business Technical Assistance
Department of World Trade	Business Technical Assistance Export Research & Development Import/Export Promotion
Frontier Culture Museum of Virginia	Tourism Promotion
George Mason University	Business Relocation Promotion Business Technical Assistance Small Business Technical Assistance
Germanna Community College	Business Technical Assistance
Governor's Employment & Training Department	Business Financial Assistance Community Financial Assistance Community Technical Assistance
Gunston Hall	Tourism Promotion
J. Sargeant Reynolds Community College	Business Technical Assistance
James Madison University	Small Business Technical Assistance
Jamestown-Yorktown Foundation	Tourism Promotion
John Tyler Community College	Small Business Technical Assistance Workforce Development
Longwood College	Small Business Technical Assistance
Lord Fairfax Community College	Small Business Technical Assistance Workforce Development
Milk Commission	Regulation
Mountain Empire Community College	Business Technical Assistance Community Technical Assistance Tourism Promotion Workforce Development

Agency -----	Economic Development Activity -----
New River Community College	Business Technical Assistance Community Technical Assistance Research and Development Technology Transfer Tourism Promotion Workforce Development
Norfolk State University	Small Business Technical Assistance
Northern Virginia Community College	Business Technical Assistance Small Business Technical Assistance Technology Transfer
Old Dominion University	Business Technical Assistance Community Technical Assistance Technical Assistance for Start-up Companies
Patrick Henry Community College	Industrial Recruitment Technology Transfer Workforce Development
Paul D. Camp Community College	Technology Transfer Workforce Development
Piedmont Virginia Community College	Small Business Technical Assistance
Radford University	Import/Export Promotion Research & Development Small Business Technical Assistance
Rappahannock Community College	Small Business Technical Assistance
Science Museum of Virginia	Tourism Promotion
Southside Virginia Community College	Workforce Development
Southwest Virginia Community College	Business Technical Assistance Research & Development Technology Transfer
Soybean Board	Direct Product Promotion Import/Export Promotion Research & Development
Sweet Potato Board	Direct Product Promotion Research & Development
Thomas Nelson Community College	Community Technical Assistance Small Business Technical Assistance Technology Transfer Workforce Development

Agency -----	Economic Development Activity -----
Tidewater Community College	Technology Transfer Workforce Development
University of Virginia	Community Technical Assistance Film Attraction Import/Export Promotion
Virginia Cattle Industry Board	Direct Product Promotion Research & Development
Virginia Commission for the Arts	Business Financial Assistance
Virginia Commonwealth University	Business Technical Assistance Small Business Technical Assistance
Virginia Department of Transportation	Community Financial Assistance Tourism Promotion
Virginia Egg Board	Direct Product Promotion Research & Development
Virginia Employment Commission	Research & Development Workforce Development
Virginia Highlands Community College	Workforce Development
Virginia Institute of Marine Science	Business Technical Assistance Research & Development
Virginia Marine Products Board	Direct Product Promotion Import/Export Promotion Research & Development
Virginia Military Institute	Tourism Promotion
Virginia Museum of Fine Arts	Tourism Promotion
Virginia Peanut Board	Import/Export Promotion
Virginia Polytechnic Institute & State University	Business Technical Assistance Community Technical Assistance Import/Export Promotion Research & Development Small Business Technical Assistance Tourism Promotion
Virginia Pork Industry Board	Direct Product Promotion Research & Development
Virginia Port Authority	VPA National & International Trade
Virginia Retirement System	Community Financial Assistance

Agency -----	Economic Development Activity -----
Virginia State Apple Board	Direct Product Promotion Research & Development
Virginia State University	Business Technical Assistance Research & Development Small Business Technical Assistance
Virginia Western Community College	Workforce Development
Virginia Winegrowers Advisory Board	Business Technical Assistance Direct Product Promotion Research & Development Tourism Promotion
Wytheville Community College	Business Technical Assistance Industrial Recruitment Technology Transfer Workforce Development

Appendix C

NON-STATE ORGANIZATIONS CONDUCTING ECONOMIC DEVELOPMENT ACTIVITIES

Planning District Commission 1

City of Norton
City Hall
P.O. Box 618
Norton, VA 24273
(703)679-1160
Contact: Mr. E.W. Ward
City Manager

County of Lee
P.O. Box 367
Jonesville, VA 24263
(703)346-7714
Contact: Mr. Neal Evans
County Administrator

County of Scott
112 Water Street, Suite 1
Gate City, VA 24251
(703)386-6521
Contact: Mr. Patrick L. Loggans
Coordinator of Planning & Economic Development

Duffield Development Authority
P.O. Box 366
U.S. 58 - 421 West
Duffield, VA 24244
Contact: Mr. Bruce K. Robinette
General Manager

Dungannon Development Commission, Inc.
P.O. Box 393
Dungannon, VA 24245
(703)467-2665
Contact: Ms. Nancy L. Robinson
Economic Development Director

Lee County Area Chamber of Commerce
717 E. Morgan Ave.
Pennington Gap, VA 24277
(703)346-3217
Contact: Mr. Charles L. Allen
President

Lee County Industrial Development Authority
P. O. Box 845
Jonesville, VA 24263
(703)346-7766
Contact: Mr. C.B. Slomp
Chairman

LENOWISCO Planning District Commission
P.O. Box 366
U.S. 58 - 421 West
Duffield, VA 24244
Contact: Mr. Bruce K. Robinette
Executive Director

Powell Valley Electric Cooperative
P. O. Box 308
Jonesville, VA 24263
(703)346-6001
Contact: Mr. Ralph B. Miner
General Manager

Town of Big Stone Gap
Office of Housing and Community Development
505 E. Fifth Street, South
Big Stone Gap, VA 24219
(703)523-4788
Contact: Mr. Charles E. Miller
Director

Wise County
Office of Economic Development
P.O. Box 570
Wise, VA 24293
(703)328-2321
Contact: Ms. Bonnie Elosser
Director of Economic Development

Wise County Chamber of Commerce
P.O. Box 226
Norton, VA 24273
(804)679-0961
Contact: Mrs. Joyce M. Payne
Executive Vice President

Wise County Redevelopment and Housing Authority
Drawer W
Coeburn, VA 24230
(703)395-6104
Contact: Mr. Charles C. McConnell
Executive Director

Planning District Commission 2
Buchanan County
Department of Economic Development
Grundy, VA 24614
Contact: Mr. Craig Horn
Director

Buchanan County Chamber of Commerce
P.O. Box 672
Grundy, VA 24614
(703)935-4147
Contact: Mrs. Mary M. McClanahan
Executive Secretary

Buchanan County Industrial Development Authority
P.O. Box 722
Grundy, VA 24614
(703)259-7444
Contact: Mr. Jay Rife
Chairman

County of Tazewell
315 School Street, Box 2
Tazewell, VA 24651
(703)988-7541
Contact: Mr. R.E. Widener, Sr.
Economic Development Director

Cumberland Plateau Planning District Commission
P.O. Box 548
Lebanon, VA 24266
(703)889-1778
Contact: Mr. Andrew Chafin
Executive Director

Dickenson County
P.O. Box 1098
Clintwood, VA 24228
(703)926-1676
Contact: Mr. Henry A. Vanover
Administrative Assistant

Historic Crab Orchard Museum and Pioneer Park, Inc.
P. O. Box 12
Tazewell, VA 24651
(703)988-6755
Contact: Ms. Nellie White Bundy
Director

Richlands Area Chamber of Commerce
1413 Front Street
Richlands, VA 24641
(703)963-3385
Contact: Ms. Ginger H. Branton
Executive Director

Russell County Chamber of Commerce
126 Mill Street
Lebanon, VA 24266
(804)889-8041
Contact: Ms. Kathleen Kelly
Executive Secretary

Russell County Industrial Development Authority
Route 1, Box 119
Lebanon, VA 24266
(703)889-4252
Contact: Mr. David Leonard
Chairman

St. Paul Chamber of Commerce
P.O. Box 68
St. Paul, VA 24283
(703)762-5551
Contact: Mr. Richard Hughes
President

Town of Tazewell
Tazewell, VA 24651
(703)988-2501
Contact: Mr. Doyle W. Frye
Town Manager

Planning District Commission 3

Barter Theatre
P. O. Box 867
Abingdon, VA 24210
(703)628-2281
Contact: Ms. Pearl Hayter
Business Manager

Carroll County
P.O. Box 1296
Hillsville, VA 24343
(703)728-3331
Contact: Mr. William E. Mitchell, Jr.
Assistant County Administrator

Carroll County Land Development Corp.
P.O. Box 606
Hillsville, VA 24343
(703)728-9505
Contact: Sebert Sisson
President

County of Smyth Industrial Development Authority
Wiley Drive
Saltville, VA 24370
(703)783-3298
Contact: Mr. Marvin R. Perry
Secretary

Galax-Carroll-Grayson Chamber of Commerce
405 North Main Street
Galax, VA 24333
(703)728-9127
Contact: Mr. Jim McAlister
Chairman, Economic Development Committee

Sidna Allen Home
Rt. 2, Box 269
Fancy Gap, VA 24328
(703)728-2594
Contact: Mr. H.S. Widener
Owner

Smyth County Chamber of Commerce
P.O. Box 924
132 W. Main Street
Marion, VA 24354
(703)783-3161
Contact: Mr. Hugh M. Jones
Executive Director

Town of Saltville
P.O. Box 730
Saltville, VA 24370
(703)496-5342
Contact: Ms. Kathryn A. Morse
Town Manager

Bristol Virginia Economic Development Committee
P.O. Box 798
601 State Street
Bristol, VA 24201
(703)466-2131
Contact: Mr. Dale W. Gordon
Executive Director

Carroll County Industrial Development Authority
P.O. Box 515
Hillsville, VA 24343
(703)728-3331
Contact: Mr. Roger Wilson
Chairman

City of Galax
105 East Center
Galax, VA 24333
(703)236-5773
Contact: Ms. Kim A. Cox
Assistant City Manager

Dixie Pottery
RFD 2
Abingdon, VA 24210
(703)628-5572
Contact: Mr. Edward D. Yates
Manager

Mount Rogers Planning District Commission
1021 Terrace Drive
Marion, VA 24354
(703)783-5103
Contact: Mr. Thomas G. Taylor
Executive Director

Smyth County
P.O. Box 188
Marion, VA 24354
Contact: Mr. Marvin R. Perry
County Administrator

Thomas J. Boyd Museum
P. O. Box 721
Wytheville, VA 24382
(703)228-2482
Contact: Mr. Carter W. Beamer
President

Town of Wytheville
P.O. Box 533
Wytheville, VA 24382
(703)228-3111
Contact: Mr. Brad Corcoran
Asst. Town Manager

United Cities Gas Company
816 Shelby Street
Bristol, TN
(615)764-3151
Contact: Mr. Dale Collins
Manager

Washington County
205 Academy Drive
Abingdon, VA 24210
(703)628-7500
Contact: Mr. Kenneth H. Stargardt
Director of Economic Development

Washington County Chamber of Commerce
179 East Main Street
Abingdon, VA 24210
(703)628-8141
Contact: Ms. Suzanne G. Lay
Executive Vice President

Wythe County
108 County Office Building
275 South Fourth Street
Wytheville, VA 24382
(703)228-5457
Contact: Mr. J.C. Higginbotham
Assistant County Administrator

Wytheville-Wythe-Bland Chamber of Commerce
P.O. Box 563
(George Wythe Bldg., 1st and Main Streets)
Wytheville, VA 24382
(703)228-3211
Contact: Ms. Jenny A. Whiticar
Administrative Director

Planning District Commission 4

Booker T. Washington National Monument
Rt. 1, Box 195
Hardy, VA 24101
(703)721-2094
Contact: Mr. Joseph H. Finan
Acting Superintendent

Christiansburg-Montgomery County Chamber of Commerce
P.O. Box 418
Christiansburg, VA 24073
(703)382-4251
Contact: Ms. Kathy Mantz
Executive Director

City of Radford
619 Second Street
Radford, VA 24141
(703)731-3623
Contact: Mr. David Ridpath
Economic Development Director

City of Radford Industrial Development Authority
27 Fieldale Drive
Radford, VA 24141
(703)731-3623
Contact: Mr. George A. Williams, Jr.
Chairman

County of Floyd
P.O. Box 21B
Floyd, VA 24091
Contact: Mr. Randal E. Arno
County Administrator

County of Giles Industrial Development Authority
410 Lawndale Avenue
Pearisburg, VA 24134
(703)921-1324
Contact: Mr. Harold E. Chafin
Chairman

County of Pulaski
143 Third Street, N.W.
Pulaski, VA 24301
(703)980-8888
Contact: Mr. Peter M. Huber
Assistant County Administrator for Development

County of Pulaski Industrial Development Authority
616 Cardinal Drive
Pulaski, VA 24301
(703)980-6676
Contact: Mr. James D. Miller
Chairman

Giles County
P.O. Box 578
120 North Main Street
Pearisburg, VA 24134
(703)921-2525
Contact: Mr. Kenneth S. Weaver
County Administrator

Greater Blacksburg Chamber of Commerce
141 Jackson Street
Blacksburg, VA 24060
(703)552-6567
Contact: Mr. Arnold Sarri
Executive Director

Montgomery County
Department of Economic Development
P.O. Box 806
Christiansburg, VA 24073
(703)382-5732
Contact: Mr. Terry Smarr
Administrative Assistant

New River Valley Development Corporation
1612 Wadsworth Street
P.O. Box 3726
Radford, VA 24143
(703)639-9314
Contact: Mr. Michael E. Ewing
Small Business Coordinator

New River Valley Planning District Commission
P.O. Box 3726
Radford, VA 24143
Contact: Mr. David Rundgren
Executive Director

Radford Chamber of Commerce
1126 Norwood Street
Radford, VA 24141
(703)639-2202
Contact: Ms. Rosemary Middleton
Executive Director

The Long Way Home Drama
P.O. Box 711
Radford, VA 24141
(703)639-3619
Contact: Mr. Richard A. Buck
Chairman

Town of Blacksburg
Office of Economic Development
300 South Main Street
Blacksburg, VA 24060
(703)961-1812
Contact: Mr. Doug Eckel
Economic Development Coordinator

Town of Christiansburg
P.O. Box 599
Christiansburg, VA 24073
(703)382-6128
Contact: Mr. John Lemley
Town Manager

Town of Floyd
Floyd, VA 24901
(703)745-2565
Contact: Mr. Rick Lewis, Jr.
Town Manager

Town of Narrows
Narrows, VA 24124
(703)726-7020
Contact: Mr. Kurt O. Hodgen
Town Manager

Town of Pearisburg
112 Tazewell Street
Pearisburg, VA 24134
(703)921-1222
Contact: Mr. Kenneth Vittum
Town Manager

Wilderness Road Regional Museum
P. O. Box 373
Newbern, VA 24126
(703)674-4835
Contact: Ms. Ann S. Bailey
Museum Director

Planning District Commission 5

Botetourt County Chamber of Commerce, Inc.
P.O. Box 81
Fincastle, VA 24090
(703)473-8280
Contact: Ms. Donna L. Thompson
Executive Director

City of Roanoke
Municipal Building
Roanoke, VA 24011
(703)981-2715
Contact: Mr. Brian Wishneff
Chief, Economic Development

City of Roanoke Industrial Development Authority
201 Parkcrest Road, S.W.
Roanoke, VA 24014
(703)344-7616
Contact: Mr. Jack C. Smith
Chairman

City of Salem
Planning & Development Department
P.O. Box 869
Salem, VA 24153
(703)375-3007
Contact: Mr. Joseph E. Yates, Jr.
Director of Planning & Development

City of Salem Industrial Development Authority
1016 Stonegate Drive
Salem, VA 24153
(703)389-3169
Contact: Mr. Robert A. Craighead
Chairman

Clifton Forge Development Corporation
Briarcliffe #100
800 W. Ridgeway St.
Clifton Forge, VA 24422
(703)862-2461
Contact: Mrs. Lois Craft
Secretary & Asst. Treasurer

County of Botetourt
1 West Main Street-Box 1
Fincastle, VA 24090
(703)473-8220
Contact: Mr. Ned McElwaine
Asst. County Administrator for Econ Dev & Admin Servi

County of Craig
P.O. Box 206
New Castle, VA 24127
(703)864-5010
Contact: Mr. Jeff Johnson
County Administrator

County of Roanoke
P.O. Box 29800
Roanoke, VA 24018
(703)772-2069
Contact: Mr. Timothy W. Gubala
Director, Economic Development

Dixie Caverns
6020 Oriole Lane
Roanoke, VA 24018
(703)380-2085
Contact: Ms. Connie T. Hausman
President

Downtown Roanoke, Inc.
310 1st Street, S.W.
Roanoke, VA 24011
(703)342-2028
Contact: Mr. Franklin D. Kimbrough
Executive Director

Fifth Planning District Commission
P.O. Box 2569
Roanoke, VA 24010
(703)343-4417
Contact: Mr. Wayne Strickland
Executive Director

Greater Alleghany Economic Development Commission
P.O. Box 29
450 West Main Street
Covington, VA 24426
(703)962-7200
Contact: Ms. Loretta D. Reeves
Executive Director

Greater Alleghany Highlands Chamber of Commerce
241 West Main Street
Covington, VA 24426
(703)962-2178
Contact: Ms. Michele C. Wright
Executive Director

Mill Mountain Theatre
One Market Square
Center in the Square
Roanoke, VA 24011
(703)342-5730
Contact: Mr. James Ayers
Business Manager

Roanoke Regional Chamber of Commerce
P.O. Box 0700
Roanoke, VA 24004
(703)983-0700
Contact: Mr. C. Thom Robinson
Executive Vice President

Roanoke Valley Arts Council
Center in the Square
One Market Square
Roanoke, VA 24011
(703)342-5790
Contact: Ms. Susan Cole
Executive Director

Roanoke Valley Convention and Visitors Bureau
P. O. Box 1710
Roanoke, VA 24008
(703)342-6025
Contact: Ms. Martha Mackey
Executive Director

Salem-Roanoke County Chamber of Commerce
P.O. Box 832
Salem, VA 24153
(703)387-0267
Contact: Mr. Curtis W. Beach
Executive Vice President

Southwest Virginia Community Development Foundation
401 First Street, NW
Roanoke, VA 24016
(703)344-6624
Contact: Mr. Stanley R. Hale
President

Town of Vinton
Vinton, VA 24179
(703)984-0607
Contact: Mr. George W. Nestor
Town Manager

Vinton Chamber of Commerce
P.O. Box 83
Vinton, VA 24179
(703)343-1364
Contact: Ms. Ethel Noell
President

Virginia Museum of Transportation
303 Norfolk Ave., S.W.
Roanoke, VA 24011
(703)342-5670
Contact: Mr. Stanley T. Brosky
Executive Director

Planning District Commission 6

Bath County
Warm Springs, VA 24484
(703)468-2017
Contact: Mr. W.K. Marion
County Administrator

Bath County Chamber of Commerce
P.O. Box 718
Hot Springs, VA 24445
(703)839-5373
Contact: Mr. Dan Perkuchin
President

Bath County Industrial Development Authority
Route 1, Box 46
Millboro, VA 24460
(804)996-4152
Contact: Mr. James C. Tennant
Chairman

Broadway-Timberville Chamber of Commerce
P.O. Box 91
Broadway, VA 22815
(703)896-7413
Contact: Ms. Sandra R. Rathke
Executive Secretary

Buena Vista Chamber of Commerce
2202 Magnolia Avenue
Buena Vista, VA 24416
(804)261-2880
Contact: Ms. Marjorie H. Oyr
Executive Secretary

Central Shenandoah Planning District Commission
P.O. Box 1950
633 North Coalter Street
Staunton, VA 24401
(703)885-5174
Contact: Mr. William H. Strider
Executive Director

City of Buena Vista
2039 Sycamore Street
Buena Vista, VA 24416
(703)261-6121
Contact: Mr. B. Clayton Goodman, III
City Manager

City of Lexington
206 Paxton St.
Lexington, VA 24450
Contact: Mr. H.E. Derrick, Jr.
Mayor

City of Waynesboro
P.O. Box 1028
Waynesboro, VA 22980
(703)942-6600
Contact: Mr. Jerry L. Gwaltney
City Manager

City of Waynesboro Industrial Development Authority
LB & B Building
Waynesboro, VA 22980
(703)942-1101
Contact: Mr. John W. McNair
Chairman

George C. Marshall Museum & Library
P. O. Box 1600
Lexington, VA 24450
(703)463-6701
Contact: Mr. Gerald L. May
Secretary and CFO

Harrisonburg-Rockingham Chamber of Commerce
P. O. Box 1407
Harrisonburg, VA 22801
(703)434-3862
Contact: Ms. Angela G. LaVarway
Executive Vice President

Harrisonburg-Rockingham Historical Society
P.O. Box 716
Dayton, VA 22821
(703)433-0255
Contact: Mr. Darryl W. Nash

Highland County Chamber of Commerce
P.O. Box 223
Monterey, VA 24465
(703)396-6228
Contact: Mr. Donovan E. Hower
President

Historic Staunton Foundation
120 South Augusta Street
Staunton, VA 24401
(703)885-7676
Contact: Ms. Oeneen Oameron
Executive Director

Lexington Visitors Bureau
102 East Washington Street
Lexington, VA 24450
(703)463-3777
Contact: Ms. Martha M. Ooss
Director

Lexington-Rockbridge County Chamber of Commerce
312 S. Main Street
Lexington, VA 24450
(703)463-5375
Contact: Ms. Loraine Ennis
Executive Director

Massanutten Caverns
Box 39-A
Keezletown, VA 22832
(703)269-6555
Contact: Mr. Bradford Cobb
Owner

Natural Bridge of Virginia
U.S. 11 Hwy.
P.O. Box 57
Natural Bridge, VA 24578
(703)291-2121 or 800-533-1410
Contact: Mr. Winston B. Tolley
General Manager

Rockbridge Area Economic Development Commission
6 South Randolph Street
Lexington, VA 24450
(703)463-7346
Contact: Mr. Stuart Litvin
Executive Director

Rockingham County Fair
P. O. Box 501
Harzburg, VA 22801
(703)828-6619
Contact: Mr. Dennis L. Cupp
General Manager

Rockingham Development Corporation
162 South Main Street
Harrisonburg, VA 22801
(703)434-4270
Contact: Mr. Ted Byrd

Shenandoah Valley Art Center
P.O. Box 907
Waynesboro, VA 22980
(804)949-7662
Contact: Mr. Jerrold C. Spooner
President

Staunton-Augusta County Chamber of Commerce
30 North New Street
Staunton, VA 24401
(703)886-2351
Contact: Ms. Kristin L. Bakke
Executive Director

Stonewall Jackson House
8 E. Washington St.
Lexington, VA 24450
(703)463-2552
Contact: Ms. Rebecca C. Merchant
Administrative Secretary

The Homestead
Drawer J
U.S. 220
Hot Springs, VA 24445
(703)839-7594
Contact: Mr. John M. Gazzola, Jr.
Public Relations Director

Town of Dayton
P.O. Box 215
Dayton, VA 22821
(703)879-9538
Contact: Mr. Chandler
Town Superintendent

Upper Valley Regional Park Authority
P.O. Box 478
Grottoes, VA 24441
(703)249-5729
Contact: D.R. Leatherwood
Superintendent

Virginia Horse Center
P. O. Box 1051
Lexington, VA 24450
(703)463-2194
Contact: Mr. Robert M. Reel
Executive Director

Waynesboro-East Augusta Chamber of Commerce
301 W. Main Street
Waynesboro, VA 22980
(703)949-8203
Contact: Ms. Betsy M. Knott
President

Woodrow Wilson Birthplace
P. O. Box 24
Staunton, VA 24401
(703)885-0897
Contact: Ms. Katharine L. Brown
Executive Director

Planning District Commission 7

City of Winchester
5 North Kent Street
Winchester, VA 22601
Contact: Mr. Ed Daley
City Manager

Clarke County Industrial Development Authority
Route 3, Box 5850
Berryville, VA 22611
Contact: Mr. Edward D. Goloway
Chairman

County of Shenandoah Industrial Development Authority
908 Jonathan Street
Woodstock, VA 22664
(703)459-5522
Contact: Mr. William D. Hollar
Executive Director

Endless Caverns
P.O. Box 859
New Market, VA 22844
(703)896-CAVE or B00-544-CAVE
Contact: Mr. Gary C. Berdeaux
Promotion Director

Frederick County Parks and Recreation
Court Square
Winchester, VA 22601
(703)665-5678
Contact: Mr. James M. Doran
Director

Front Royal - Warren County Chamber of Commerce
P.O. Box 568
Front Royal, VA 22630
(703)635-3185
Contact: Ms. Pam Rissle
Acting Executive Director

Front Royal/Warren County Industrial Development
Authority
P. O. Box 1245
Front Royal, VA 22630
(703)635-2182
Contact: Mr. Brian Shull
Executive Director

Lord Fairfax Planning District Commission
103 East Sixth Street
Front Royal, VA 22630
(703)635-8800
Contact: Mr. Thomas J. Christoffel
Executive Director

Luray Caverns Corporation
P.O. Box 748
Luray, VA 22835
(703)743-6551
Contact: Mr. Robert P. Logan
Personnel Manager

Mt. Jackson Chamber of Commerce
P. O. Box 111
Mt. Jackson, VA 22842
Contact: Mr. Glenn Wood
President

New Market Area Chamber of Commerce
P.O. Box 57
New Market, VA 22844
(703)740-3212

Page Valley Economic Development Council
108 South Court Street
Luray, VA 22835
(703)743-4334
Contact: Mr. William P. Menefee
Executive Director

Shenandoah Apple Blossom Festival
5 North Cameron Street
Winchester, VA 22601
(703)662-3863
Contact: Mr. William S. Collins, Jr.
Executive Director

Shenandoah County Economic Development Council
P.O. Box 452
Woodstock, VA 22664
(703)459-5522
Contact: Mr. William D. Hollar
Executive Director

Shenandoah Gas Company
P. O. Box 2400
Winchester, VA 22601
(703)665-2038
Contact: Mr. Kenneth G. Behrens
Vice President - General Manager

Shenandoah Industrial Corporation
716 6th Street
Shenandoah, VA 22849
(703)652-8619
Contact: Mr. Jeffery W. Bryant
President

Shenandoah Vineyards, Inc.
Rt. 2, Box 323
Edinburg, VA 22824
(703)984-8699
Contact: Ms. Emma F. Randel
President

Skyline Group, Inc.
P.O. Box 193
Front Royal, VA 22630
(804)635-4545
Contact: Mr. Saul J. Robinson
President

Strasburg Museum
Rt. 1, Box 6
Strasburg, VA 22657
(703)465-3428
Contact: Ms. Virginia H. Cadden
Secretary

The Woodstock Museum of Shenandoah County
137 W. Court St.
Woodstock, VA 22664
(703)459-3567
Contact: Mr. John T. Fishburn
President

Town of Shenandoah Industrial Development Authority
711 Sixth Street
Shenandoah, VA 22849
(703)652-8318
Contact: Mr. U.S. Rinaca, Jr.
Chairman

Town of Strasburg
Strasburg, VA 22657
(703)465-9197
Contact: Mr. Kevin M. Fauber
Town Manager

Warren Heritage Society, Inc.
Belle Boyd Cottage
101 Chester
Front Royal, VA 22630
(703)636-1446
Contact: Ms. Judy Reynolds
Curator/Director

Wayside Theatre
P. O. Box 260
Middletown, VA 22645
(703)869-1776
Contact: Ms. Lori Anne Williams
Managing Director

Winchester-Frederick County Chamber of Commerce
1360 S. Pleasant Valley Road
Winchester, VA 22601
(703)662-4118
Contact: Mr. William Shendow
Executive Director

Winchester-Frederick County Economic Development
Commission
P.O. Box 601
Winchester, VA 22601
(703)665-0973
Contact: Mr. Richard Dick
Chairman

Winchester-Frederick County Historical Society
401 National Avenue
Winchester, VA 22601
(703)662-6550
Contact: Ms. Cissy Shull
Office Manager

Winchester-Frederick Industrial Development Corporation
1360 S. Pleasant Valley Rd
Winchester, VA 22601
(703)662-4118
Contact: Mr. William Shendow
Executive Secretary

Planning District Commission 8

Alexandria Chamber of Commerce
Alexandria Economic Development Program
801 N. Fairfax Street
Suite 402
Alexandria, VA 22314
Contact: Mr. Richard M. Flaherty
Executive Director

Central Fairfax Chamber of Commerce
10856 Main Street
Fairfax, VA 22030
(703)591-2450
Contact: Ms. Mary Hunter
Executive Vice President

City of Alexandria Industrial Development Authority
1321 Duke Street
Alexandria, VA 22314
(703)549-0130
Contact: Mr. Gregory Jennings
Chairman

City of Falls Church Industrial Development Authority
1006 N. Tuckahoe Street
Falls Church, VA 22046
Contact: Mr. Edward Saltzberg
Chairman

County of Arlington
#1 Courthouse Plaza, Suite 302
2100 Clarendon Boulevard
Arlington, VA 22201
(703)358-3561
Contact: Mr. Thomas C. Parker
Economic Development Division Chief

Fairfax County Council of the Arts
4022 Hummer Road
Annandale, VA 22003
(703)642-0862
Contact: Ms. Toni McMahon
President/CEO

George Washington Masonic National Memorial
101 Callahan Dr.
Alexandria, VA 22301
(703)683-2007
Contact: Mr. Michael J. McLaughlin, Jr.
Executive Secretary-Treasurer

Herndon Chamber of Commerce
P.O. Box 327
Herndon, VA 22070
(804)437-5556
Contact: Ms. Janet Miller Kreutter
Executive Director

Arlington Chamber of Commerce
2009 North 14th Street
Suite 214
Arlington, VA 22201
(703)525-2400
Contact: Mr. Robert A. Reade
Executive Vice President

City of Alexandria
301 King St., City Hall
P.O. Box 178
Alexandria, VA 22314
(703)838-4780
Contact: Ms. Vola Lawson
City Manager

City of Fairfax
10455 Armstrong Street
Fairfax, VA 22030
(703)385-7850
Contact: Ms. Vivian Baltz
Assistant to the City Manager

City of Manassas
P.O. Box 512
Manassas, VA 22110
(703)335-8261
Contact: Mr. Ollie G. Cramer
Economic Development Director

County of Loudoun Industrial Development Authority
P.O. Box 7
Leesburg, VA 22075
(703)777-1900
Contact: Mr. J. Lynn Cornwell, Jr.
Chairman

Fairfax County Economic Development Authority
8300 Boone Boulevard, St. 450
Vienna, VA 22180
(703)790-0600
Contact: Mr. Gerald L. Gordon
Executive Director

Greater Falls Church Chamber of Commerce
P.O. Box 491
Falls Church, VA 22040
(703)532-1050
Contact: Mr. Robert S. Day
Executive Director

Lazy Susan Dinner Theatre
Drawer Q
Woodbridge, VA 22194
(703)550-7384
Contact: Mr. Glenn Gates
General Manager

Lee-Fendall House
614 Oronoco St.
Alexandria, VA 22314
(703)548-1789
Contact: Ms. Marilyn W. Burke
Director

Loudoun County
Department of Economic Development
102 Heritage Way, NE, Ste 303
Leesburg, VA 22075
(703)777-0426
Contact: Mr. Terry F. Holzheimer
Director of Economic Development

Loudoun County Chamber of Commerce
102 Heritage Way, NE
Suite 100
Leesburg, VA 22075
(703)737-2176
Contact: Mr. Gary Lockowandt
Executive Director

Manassas Museum
9406 Main St.
Manassas, VA 22110
(703)368-1873
Contact: Mr. Douglas Harvey
Director

Meredyth Vineyards
P.O. Box 347
Rt. 628
Middleburg, VA 22117
(703)687-6277
Contact: Mr. A.M. Smith III
Vice-President

Mount Vernon Ladies' Association
Mount Vernon, VA 22121
(703)780-2000
Contact: Mr. James C. Rees
Associate Director

Northern Virginia Planning District Commission
7535 Little River Turnpike, 1st Floor
Annandale, VA 22003
(703)642-0700
Contact: Mr. Mark Gibb
Executive Director

Northern Virginia Regional Park Authority
5400 Ox Road
Fairfax Station, VA 22039
(703)352-5900
Contact: Ms. Carol Ann Cohen
Public Information Officer

Oatlands
Rt. 2, Box 352
Leesburg, VA 22075
(203)777-3174
Contact: Ms. Kaye H. Napolitano
Director

Potomac Mills
2700 Potomac Mills Circle
Ste. 307
Prince William, VA 22192
(703)643-1605
Contact: Ms. L. Kathy Pelino
Director Tour and Travel

Prince William County
1 County Complex Court
Prince William, VA 22192
(703)335-6680
Contact: Mr. John R. Gessaman
Director, Economic Development

Schooner Alexandria
Alexandria Seaport Foundation
1000 S. Lee Street
Alexandria, VA 22314
(703)549-7078
Contact: Ms. Mary Jane Malone
Executive Director

Southeast Fairfax Development Corporation
7704 Suite 202 Richmond Highway
P.O. Box 8587
Alexandria, VA 22306
(703)360-5008
Contact: Dr. Joseph Furber
Executive Director

Stabler Leadbeater Apothecary Museum
105-107 S. Fairfax St.
Alexandria, VA 22314
(703)836-3713
Contact: Mr. Michael R. Harris
Director

The Ballston Partnership
4200 N. 9th Street
Arlington, VA 22203
(703)528-3527
Contact: Mr. William P. Condo
Executive Director

The Clarendon Alliance
1137 N. Highland St
Arlington, VA 22201
(703)276-0228
Contact: Ms. Carla Taylor
Director

The Columbia Pike Revitalization Organization
3717 Columbia Pike, No. 309
Arlington, VA 22204
Contact: Ms. Lauren Adkins
Executive Director

The Lyceum Museum
201 S. Washington St.
Alexandria, VA 22314
(703)838-4994
Contact: Ms. Lynn Rozental
Director

The Washington Oulles Task Force
P. O. Box 17349
Washington, D.C. 20041
(703)661-8040
Contact: Mr. Leo J. Schefer
President

Torpedo Factory Art Center
105 N. Union St.
Alexandria, VA 22314
(703)838-4199
Contact: Ms. Mary Alyce Delaplane
Assistant Director

Town of Leesburg
Leesburg, VA 22075
(703)777-2420
Contact: Mr. Steven C. Brown
Asst. Town Manager

Town of Purcellville
Purcellville, VA 22132
(703)338-7421
Contact: Mr. Jerry Schirc
Town Manager

Weems-Botts Museum
Box 26
Dumfries, VA 22026
(703)221-3346
Contact: Mr. Alvin E. Hochmuth
President, Historic Dumfries VA, Inc.

Planning District Commission 9

Barboursville Vineyard and Winery
Mansion and Ruins of Governor Barbour
P.O. Box 136
Barboursville, VA 22923
(703)832-3824
Contact: Ms. Christine Koontz
Communications & Sales Coordinator

Burnley Vineyards and Winery
Rt. 1, Box 122
Barboursville, VA 22923
(703)832-2828
Contact: Mr. C.J. Reeder
President

County of Culpeper
135 West Cameron Street
Culpeper, VA 22701
(703)825-3035
Contact: Ms. Norma K. Dunwody
County Administrator

Culpeper County Chamber of Commerce
133 West Davis Street
Culpeper, VA 22701
(703)825-8628
Contact: Mr. James C. Witherspoon
Executive Director

Oominion Wine Cellar
c/o Virginia Winery Co-op
Number One Winery Ave.
Culpeper, VA 22701
(703)825-8772
Contact: Mr. Carl C. Hilscher
Vice-President

Fauquier County Chamber of Commerce
P.O. Box 127
Warrenton, VA 22186
(703)347-4414
Contact: Ms. Sally F. Murray
Executive Director

James Madison Museum
129 Caroline St.
Orange, VA 22960
(703)672-1776
Contact: Ms. Judith F. Ramsden
Administrator

Madison Chamber of Commerce
P.O. Box 373
Madison, VA 22727
(703)948-4110
Contact: Ms. Martha M. Brown
President

Madison Industrial Development Authority
P.O. Box 317
Madison, VA 22727
(703)948-4243
Contact: Mr. Brainard S. Charlton
Chairman

Montpelier
(National Trust for Historic Preservation)
P.O. Box 67
Montpelier Station, VA 22957
(703)672-2728
Contact: Mr. Christopher Scott
Executive Director

Naked Mountain Vineyard and Winery
P.O. Box 131
Markham, VA 22643
(703)364-1609
Contact: Mr. P.G. Harper
Co-owner

Orange County
P. O. Box 111
Orange, VA 22960
(703)672-3313
Contact: Mr. A. Terrell Baskerville
County Administrator

Orange County Economic Development Corporation
P.O. Box 870
Orange, VA 22960
(703)854-4612 or 672-0864
Contact: Mr. Thomas E. Lee
President

Prince Michel Vineyards
HCR 4, Box 77
Leon, VA 22725
(703)547-3707
Contact: Ms. Tammy J. Sims
Administrative Manager

Rapidan River Vineyard
Rt. 4, Box 199
Culpeper, VA 22701
(703)547-3707
Contact: Ms. Tammy J. Sims
Administrative Manager

Rappahannock-Rapidan Planning District Commission
215 Waters Place
Culpeper, VA 22701
(703)825-6140
Contact: Mr. Richard B. Stroemple
Executive Director

Rappahanock County
Drawer 519
Washington, VA 22747
(703)675-3342
Contact: Mr. John W. McCarthy
County Administrator

The Exchange Hotel
400 S. Main St.
Gordonsville, VA 22942
(703)832-2944
Contact: Ms. Faye W. Holland
President

Town of Gordonsville
P.O. Box 276
Gordonsville, VA 22942
(703)832-2233
Contact: Mr. David Bruckheimer
Deputy Superintendent

Town of Warrenton
P.O. Box 341
Warrenton, VA 22186
(703)347-1101
Contact: Mr. John A. Anzivino
Town Manager

Planning District Commission 10

Autumn Hill Vineyards
Rt. 1, Box 199C
Stanardsville, VA 22973
(804)985-6100
Contact: J. Arra Schwab
Secretary

Charlottesville/Albemarle Convention and Visitors
Bureau
P.O. Box 161, Rt. 20 S.
Charlottesville, VA 22902
(804)293-6789
Contact: Ms. Barbara Cochran
Director

City of Charlottesville Industrial Development
Authority
909 Chatham Court
Charlottesville, VA 22901
Contact: Mr. J. Sidney Rush, Jr.
Chairman

Greene County
Stanardsville, VA 22973
(804)985-5205
Contact: Mr. Terry Short
Assistant County Administrator

Louisa County Chamber of Commerce
P.O. Box 955
Louisa, VA 23093
(703)697-0368
Contact: Ms. Hilda Miller
President

Montdomaine Cellars, Inc.
Rt. 6, Box 188A
Charlottesville, VA 22901
(804)971-8947
Contact: Ms. Pamela Gutshall
Controller

Oakencroft Vineyard & Winery Corporation
Rt. 5, Hwy. 601
Charlottesville, VA 22901
(804)296-4188
Contact: Ms. Felicia Warburg Rogan
Owner & President

University Business Innovation Center
700 Harris Street
Charlottesville, VA 22901
(804)977-6917
Contact: Ms. Rebecca A. Adams
Executive Director

Charlottesville-Albemarle County Chamber of Commerce
P.O. Box 1564
Charlottesville, VA 22902
(804)295-3141
Contact: Ms. Mary Ann Elwood
President

City of Charlottesville
P.O. Box 911
Charlottesville, VA 22901
(804)971-3110
Contact: Ms. Marcie Oberndorf Kelso
Assistant Director Economic Development

County of Louisa
P.O. Box 160
Louisa, VA 23093
(703)967-0401
Contact: Mr. William C. Porter, Jr.
County Administrator

Industrial Development Authority of Louisa County
P.O. Box 27
Louisa, VA 23093
(703)894-5161
Contact: Mr. G. B. Duke
Chairman

Louisa County Industrial Development Corporation
P.O. Box 467
Louisa, VA 23093
(703)967-0466
Contact: Mr. J. Allison Perkins
President

Monticello-Home of Thomas Jefferson
Public Programs
P.O. Box 316
Charlottesville, VA 22902
(804)977-7380
Contact: Ms. Jacquelin Crebbs
Director of Development & Public Affairs

Thomas Jefferson Planning District Commission
413 E. Market St., Suite 102
Charlottesville, VA 22901
(804)972-1720
Contact: Ms. Nancy K. O'Brien
Executive Director

Virginia Economic Development Corporation
413 E. Market Street
Suite 102
Charlottesville, VA 22901
(804)972-1720
Contact: Ms. Nancy O'Brien

Wintergreen Resort Hotel
Highway 151 South
Wintergreen, VA 22958
(804)325-2200
Contact: Mr. Ginter Muller
Resort General Manager

Planning District Commission 11

Amherst County
P.O. Box 390
Amherst, VA 24521
(804)929-9400
Contact: Mr. S. Grant Massie
Director of Planning & Economic Development

Amherst County Chamber of Commerce
P.O. Box 510
Amherst, VA 24521
(804)946-5595
Contact: Ms. Phyllis C. Mays
Manager

Amherst County Historical Museum
P. O. Box 741
Amherst, VA 24521
(804)946-9348
Contact: Mr. Thomas D. Mackie, Jr
Director

Appomattox Court House National Historical Park/Mclean
House
P. O. Box 218
Appomattox, VA 24522
Contact: Historian

Bedford Area Chamber of Commerce
305 E. Main Street
Bedford, VA 24523
(703)586-9401
Contact: Ms. Barbara H. Ring
Executive Director

Bedford Main Street, Inc.
108 E. Main Street
P.O. Box 405
Bedford, VA 24523
(703)586-2148
Contact: Ms. Linda Kochendarfer
Director

Brookneal Chamber of Commerce
P.O. Box 387
Brookneal, VA 24528
Contact: Dr. William Drake
President

Campbell County
P.O. Box 100
Rustburg, VA 24588
(804)847-0961
Contact: Mr. James Noffsinger
County Administrator

Central Virginia Economic Development Corporation
P.O. Box 2526
2316 Atherholt Road
Lynchburg, VA 24501
(804)845-3493
Contact: Ms. Denise Bellenger
Administrator

Central Virginia Planning District Commission
P.O. Box 2526
2316 Atherholt Road
Lynchburg, VA 24501
(804)845-3491
Contact: Mr. Kevin Landergan
Executive Director

City of Bedford
P.O. Box 807
Bedford, VA 24523
(703)586-7123
Contact: Mr. Jimmy A. English
Director, Community & Economic Development

City of Lynchburg
P.O. Box 60
Lynchburg, VA 24505
(804)847-1443
Contact: Mr. E. Allen Culverhouse
City Manager

City of Lynchburg Industrial Development Authority
2131 Burnt Bridge Road
Lynchburg, VA 24503
(804)522-4801
Contact: Mr. J. Robert Davenport
Chairman

County of Appomattox
Appomattox, VA 24522
(804)352-2637
Contact: Mr. Dennis E. Cragg
County Administrator

County of Bedford
P.O. Box 332
Bedford, VA 24523
(703)586-7601
Contact: Mr. William C. Rolfe
County Administrator

Greater Lynchburg Chamber of Commerce
P. O. Box 2027
Lynchburg, VA 24501
(804)845-5966
Contact: Mr. C. Parker Hardy, III
Executive Vice President

Lynchburg Community Action Group, Inc.
901 Main Street
Lynchburg, VA 24504
(804)846-2778
Contact: Mr. Junius Haskins, Jr.
Assistant Director

Peaks of Otter Lodge
P.O. Box 489
Bedford, VA 24523
(703)586-9263
Contact: Mr. Donald Humphreys
General Manager

Red Hill-Patrick Henry National Memorial
Rt. 2, Box 127
Brookneal, VA 24528
(804)376-2044
Contact: Mr. James M. Elson
Executive Director

Region 2000
P.O. Box 60
Lynchburg, VA 24505
(804)845-2000
Contact: Mr. V. Lee Cobb
Marketing Director

Smith Mountain Lake Partnership
2 Bridgewater Plaza
Smith Mountain Lake
Moneta, VA 24121
(703)721-1203
Contact: Mr. Ronald Pasmore
Executive Director

Stonewall Vineyards
Rt. 2, Box 107A
Concord, VA 24538
(804)993-2185
Contact: Mr. G.H. Bryan
Custodian & General Partner

The Bedford City/County Museum
201 E. Main St.
Bedford, VA 24523
(703)586-4520
Contact: Ms. Abby Endres
Managing Director

Thomas Jefferson's Poplar Forest
P.O. Box 419
Forest, VA 24551
(804)525-1806
Contact: Ms. Beverly F. Mann
Administrative Assistant

Town of Brookneal
Brookneal, VA 24528
(804)376-3124
Contact: Mr. James R. Marstin
Public Works Director

Planning District Commission 12

Chateau Morrisette Winery
P.O. Box 766
Meadows of Dan, VA 24120
(703)593-2865
Contact: Mr. Davin Welch Armstead Morrisette
President

City of Danville
P.O. Box 3300
Danville, VA 24541
(804)799-5100
Contact: Mr. Charles F. Church
City Manager

City of Danville Industrial Development Authority

424 Hughes Street
Danville, VA 24541
(804)792-3994
Contact: Mr. Bennie K. Hayden
Chairman

Danville Area Chamber of Commerce

P.O. Box 1538
675 Main Street
Danville, VA 24541
(804)793-5422
Contact: Ms. Debra Oodson
Asst. Director

Danville Development Council

P. O. Box 299
Danville, VA 24543
(804)793-1753
Contact: Mr. H. Gregory Reid
Executive Director

Franklin County

V. H. Goode Building, Rm. 302
108 East Court Street
Rocky Mount, VA 24151
Contact: Mr. Richard E. Huff, II
County Administrator

Franklin County Chamber of Commerce

124 East Court Street
Rocky Mount, VA 24151
(703)483-9542
Contact: Mr. Russ Merritt
Executive Director

Franklin-Southampton Area Chamber of Commerce

108 W. Third Avenue
Franklin, VA 23851
(804)562-4900
Contact: Ms. Donna C. McCullough
Executive Director

Martinsville-Henry County Chamber of Commerce

P.O. Box 709
Martinsville, VA 24114
(703)632-6401
Contact: Mr. A. L. Aydlett, Jr.
Executive Vice President

Martinsville-Henry County Economic Development

Corporation
208 Starling Avenue
Martinsville, VA 24112
(703)632-8188
Contact: Mr. Joseph W. Gero
Executive Director

Patrick County Economic Development Corporation

P.O. Box 466
Stuart, VA 24171
(703)694-6094
Contact: Mr. G.E. Stone
Special Projects Director

Patrick County Industrial Development Authority

402 Oakhurst Drive
Stuart, VA 24171
(703)694-3259
Contact: Mr. Glenn W. Gunter, Jr.
Chairman

Pittsylvania County Chamber of Commerce

P. O. Box 933
Chatham, VA 24531
(804)432-1650
Contact: Ms. Laurie S. Moran
Executive Director

Pittsylvania Economic Development Organization, Inc.

P.O. Box 1122
Chatham, VA 24531
(804)432-1669
Contact: Ms. Audrey F. Millner
Executive Director

Pittsylvania Industrial Development, Inc.

P. O. Box 1069
Chatham, VA 24531
(804)432-0211
Contact: Mr. Ben Davenport, Jr.
President

West Piedmont Planning District Commission

P.O. Box 1191
One Starling Avenue
Martinsville, VA 24114
(703)638-3987
Contact: Mr. Robert W. Dowd, AICP
Executive Director

Planning District Commission 13

Brunswick Chamber of Commerce
400 North Main Street
Lawrenceville, VA 23868
(804)848-3155
Contact: Mr. Henry W. Roehrich
Economic Development Coordinator

City of South Boston
P.O. Box 417
South Boston, VA 24592
(804)572-3621
Contact: Mr. Gary F. Christie
City Manager

City of South Boston Industrial Development Authority
P.O. Box 423
South Boston, VA 24592
(804)572-3621
Contact: Mr. Ben E. Fincher
Chairman

Clarksville Chamber of Commerce
P.O. Box 1017
Clarksville, VA 23927
Contact: Mr. H. Allen Elliott
President

County of Brunswick
P.O. Box 399
Lawrenceville, VA 23868
(804)848-3107
Contact: Ms. Marilyn H. Brammer
Interim County Administrator

County of Mecklenburg Industrial Development Authority
101 S. Mecklenburg Avenue
South Hill, VA 23970
(804)738-6191
Contact: Mr. Charles S. O'Toole
Executive Director

Halifax County Chamber of Commerce
P.O. Box 399
South Boston, VA 24592
(804)572-3085
Contact: Ms. Nancy L. Pool
Executive Director

Industrial Development Authority of Halifax County
P.O. Box 1281
South Boston, VA 24592
Contact: Mr. William E. Confroy
Executive Director

Lake Country Development Corporation
123 South Mecklenburg Avenue
South Hill, VA 23970
(804)447-7101
Contact: Ms. Joyce French
Corporate Administrator

Prestwold Plantation
P.O. Box 872
Clarksville, VA 23927
(804)374-8672
Contact: Mr. Julian D. Hudson
Chairman of Development

South Hill Chamber of Commerce
201 South Mecklenburg Avenue
South Hill, VA 23970
(804)447-4547
Contact: Ms. Dorothy A. Thomas
Executive Director

South Hill Community Development Association
123 South Mecklenburg Avenue
South Hill, VA 23970
(804)447-4547
Contact: Ms. Dorothy A. Thomas
Assistant Director

South Hill Industrial Development Corporation
c/o First Virginia Bank
P.O. Box 30
South Hill, VA 23970
(804)447-7141
Contact: Mr. James H. Wells
President

Southside Planning District Commission
Post Office Box 150
123 South Mecklenburg Avenue
South Hill, VA 23970
(804)447-7101
Contact: Ms. Joyce L. French
Executive Director

Town of Chase City
319 North Main Street
Chase City, VA 23924
(804)372-5136
Contact: Mr. Rickey Reese
Town Manager

Town of Clarksville Industrial Development Authority
P.O. Box 994
Clarksville, VA 23927
(804)374-8177
Contact: Mr. H. Allen Elliott
Chairman

Town of South Hill
117 West Atlantic Street
South Hill, VA 23970
(804)447-3191
Contact: Mr. G. Morris Wells, Jr.
Town Manager

Planning District Commission 14

Blackstone Industrial Development, Inc.
P. O. Box 307
Blackstone, VA 23824
(804)292-7283
Contact: Mr. J.M.H. Irby
President

County of Amelia
P.O. Box A
Amelia Courthouse, VA 23001
(804)561-3111
Contact: Mr. Waverly E. Copley
Economic Development Director

County of Amelia Industrial Development Authority
Mannboro, VA 23105
(804)561-2634
Contact: Mr. Waverly E. Copley
Director of Economic Development

County of Charlotte
P.O. Box 206
Charlotte Courthouse, VA 23923
(804)542-5117
Contact: Mr. Russell B. Clark, Jr.
County Administrator

County of Prince Edward
P.O. Box 382
Farmville, VA 23901
(804)392-8837
Contact: Ms. Mildred B. Hampton
County Administrator

Kenbridge Chamber of Commerce
P.O. Box 906
Kenbridge, VA 23944
(804)676-8444
Contact: Ms. Valerie A. Warner
President

Lunenburg County
Lunenburg Courthouse
Lunenburg, VA 23952
(804)696-2142
Contact: Mr. C. L. Wentz
County Administrator

Nottoway County Economic Development Commission
P.O. Box 41
Nottoway, VA 23955
(804)645-9197
Contact: Col. Maynard A. Austin
Executive Director

Piedmont Planning District Commission
102 1/2 High Street
Farmville, VA 23901
(804)392-6104
Contact: Mr. Jack E. Houghton
Executive Director

Rose Bower Vineyard & Winery
P.O. Box 126
Hampden-Sydney, VA 23943
(804)223-8209
Contact: Mr. Tom O'Grady
Owner

South Central Industrial Development Foundation, Inc.
P.O. Box 308
Charlotte Court House, VA 23923
(804)542-5546
Contact: Ms. Audry Cobb
Vice President

Town of Oillwyn
Oillwyn, VA 23936
(804)938-2076
Contact: Ms. Deborah B. Herndon
Clerk/Treasurer

Town of Farmville Industrial Development Authority
106 North Main Street, P.O. Box 567
Farmville, VA 23901
(804)392-4172
Contact: Mr. James M. Watson
Chairman

Town of Victoria
P.O. Box V
Victoria, VA 23974
Contact: Mr. Gordon F. Erby
Town Manager

Victoria Chamber of Commerce
P.O. Box 949
Victoria, VA 23974
(804)736-8484
Contact: Mr. Earl C. Currin Sr.
President

Planning District Commission 15

Agecroft Hall
4305 Sulgrave Road
Richmond, VA 23221
(804)353-4291
Contact: Mr. Dennis Halloran
Director

Central Richmond Association
700 Center
7th & Franklin St., Suite 810
Richmond, VA 23219
(804)643-2824
Contact: Ms. Virginia H. Ritchie
President

Chesterfield County
Department of Economic Development
10109 Krause Road
Chesterfield, VA 23832
(804)748-3963
Contact: Mr. Gary McLaren
Director

County of Charles City Industrial Development Authority
Route 3, Box 665
Charles City, VA 23030
(804)755-1016
Contact: Mr. Arthur B. Glenn
Chairman

County of Goochland Industrial Development Authority
784 Three Chopt Road
Manakin-Sabot, VA 23103
Contact: Mr. M.R. Butler
Chairman

County of Henrico Industrial Development Authority
P.O. Box 27032
Richmond, VA 23273
Contact: Mr. Frederick T. Agostino
Executive Director

Evelynton Plantation
Rt. 2, Box 145
Charles City, VA 23030
(804)829-5075
Contact: Ms. Elizabeth R. Harrison
Director

Kings Dominion
Box 166
Doswell, VA 23047
(804)876-5222
Contact: Mr. Wilson H. Flohr, Jr.
Vice President and General Manager

Capital Area Training Consortium
5410 Williamsburg Rd.
Sandston, VA 23150
(804)226-1941
Contact: Ms. Rosalyn Key
Director

Charles City County
P.O. Box 128
Charles City, VA 23030
(804)829-9201
Contact: Mr. Fred A. Garden
County Administrator

City of Richmond
City Hall
Richmond, VA 23219
(804)780-5633
Contact: Mr. George H. Williams
Deputy City Manager

County of Goochland
P.O. Box 103
Goochland, VA 23063
(804)556-5315
Contact: Mr. Robert A. Hammond
Assistant County Administrator

County of Hanover
Hanover Courthouse, VA 23069
(804)550-3550
Contact: Mr. John W. Fairburn
Director, Economic Development

Edgar Allan Poe Museum
Old Stone House
1914-16 E. Main St.
Richmond, VA 23223
(804)648-5523
Contact: Dr. Bruce V. English
President

Greater Ashland Chamber of Commerce
112 North Railroad Avenue
Ashland, VA 23005
(804)798-1722
Contact: Mr. Robert P. Nelson
Executive Director

Metropolitan Economic Development Council
201 East Franklin Street
Richmond, VA 23219
(804)643-3227
Contact: Mr. Wood
Executive Director

Metropolitan Richmond Chamber of Commerce
201 East Franklin Street
Richmond, VA 23219
(804)783-9306
Contact: Mr. Richard E. Nordenson
Senior Vice President

Metropolitan Richmond Convention and Visitors Bureau
300 East Main Street
Richmond, VA 23219
(804)782-2777
Contact: Mr. Bob Watts
Acting Director

New Kent Chamber of Commerce
P.O. Box 119
Providence Forge, VA 23140
(804)932-4063
Contact: Ms. Thelma Crump Wilson
President

Port of Richmond Commission
5000 Deepwater Terminal Road
Richmond, VA 23234
(804)743-7678
Contact: Ms. Joan B. Studds
Principal Administrative Analyst

Richmond Regional Planning District Commission
2104 W. Laburnum Avenue
Suite 101
Richmond, VA 23227
(804)358-3684
Contact: Mr. John P. Kidd
Executive Director

Richmond Technology and Enterprise Center
18 South 22nd Street
Richmond, VA 23223
(804)648-7832
Contact: Mr. Carl Johnson
Assistant Acting Director

Scotchtown, Home of Patrick Henry
Rt. 2, Box 168
Beaverdam, VA 23015
Contact: Director

Sherwood Forest Plantation
Rt. 5, Box 8
Charles City, VA 23030
(804)829-5377
Contact: Mrs. Harrison Tyler
President

Shirley Plantation
St. Rt. 5, Box 635
Charles City, VA 23030
(804)795-2385
Contact: Mr. Hill Carter
Owner

St. John's Church
2401 E. Broad Street
Richmond, VA 23223
(804)648-5015
Contact: Ms. Pat Atherholt
Director

The Museum and White House of the Confederacy
1201 E. Clay St.
Richmond, VA 23219
(804)649-1861
Contact: Ms. Edith Whiteman
Director/Development & Public Relations

Town of Ashland
Ashland, VA 23005
(804)798-9219
Contact: Mr. David W. Reynal
Town Manager

Tuckahoe Plantation
12601 River Road
Richmond, VA 23233
(804)784-5736
Contact: Ms. Addison B. Thompson
Resident Manager

Virginia Historical Society
Virginia House and Battle Abbey
P.O. Box 7311
Richmond, VA 23221
(804)358-4901
Contact: Mr. Robert F. Strohm
Associate Director

Virginia Thanksgiving Festival, Inc.
P.O. Box 5132
Richmond, VA 23220
(804)367-6620
Contact: Mr. John T. Hanna
Member, Exec Committee & Board of Directors

Westover
Rt. 2, Box 445
Charles City, VA 23030
(804)829-2882
Contact: Mr. Frederick S. Fisher
Manager

Wilton
P. O. Box 8225
Richmond, VA 23226
(804)282-5936
Contact: Ms. Karen Steele
Administrator/Curator

Planning District Commission 16
Caroline County Chamber of Commerce
P.O. Box 69
Bowling Green, VA 22427
(804)633-6131
Contact: Mr. Frank L. Senser
Vice President

Chatham Manor
120 Chatham Lane
Fredericksburg, VA 22405
(703)373-4461
Contact: Mr. George O. Church
Asst. Superintendent

City of Fredericksburg
706 Caroline Street
Fredericksburg, VA 22401
(703)373-1776 or 800-678-4748
Contact: Mrs. Jo Love Willis
Director of Tourism

City of Fredericksburg Industrial Development Autho
333 Brayehead Drive
Fredericksburg, VA 22401
(703)898-5170
Contact: Mr. Allen C. Erkert
Chairman

County of Caroline Industrial Development Authority
P.O. Box 25
Milford, VA 22514
(804)633-6800
Contact: Mr. Emerson M. Gray
Chairman

County of Spotsylvania
P.O. Box 99
Spotsylvania, VA 22553
(703)582-7132
Contact: Mr. J. Andrew Hagy
Director of Economic Development

County of Stafford Industrial Development Authority
1 Fleming Place
Fredericksburg, VA 22401
(804)373-1821
Contact: Mr. Donald H. Newlin
Chairman

Fredericksburg Center for Creative Arts
813 Sophia Street
Fredericksburg, VA 22401
(703)786-7010
Contact: Ms. Phyllis Viva Whitley
President

Fredericksburg-Stafford-Spotsylvania Chamber of
Commerce
P.O. Box 7476
Fredericksburg, VA 22404
(704)786-7080
Contact: Mr. Donald C. Cherry, Jr.
President

King George County Chamber of Commerce
Route 2, Box 538
King George, VA 22485
(703)663-2155
Contact: Ms. Betty Pearson
President

Mary Washington House
1200 Charles St.
Fredericksburg, VA 22401
(804)373-6209
Contact: Ms. Gail Braxton
Director

Rappahannock Electric Cooperative
P. O. Box 7388
Fredericksburg, VA 22401
(703)898-8500
Contact: Mr. Cecil E. Viverette, Jr
Executive VP & General Manager

Stafford County
P.O. Box 339
Stafford, VA 22554
(804)659-8681
Contact: Mr. Robert Carter
Senior Economic Developer

Planning District Commission 17

Colonial Beach Chamber of Commerce
2 Boundary Street
Colonial Beach, VA 22443
(804)224-9531
Contact: Ms. Frances L. Karn
Secretary-Treasurer

County of Lancaster Industrial Development Authority
Box 716
White Stone, VA 22578
(804)435-2024
Contact: Mr. Joseph B. Withers, Jr.
Chairman

County of Richmond
P.O. Box 1000
Warsaw, VA 22572
(804)333-3415
Contact: Mr. Stephen K. Whiteway
County Administrator

County of Richmond Industrial Development Authority
Warsaw, VA 22572
(804)333-4066
Contact: Mr. E. Peyton Motley
Chairman

George Washington's Birthplace National Monument
RR 1, Box 717
Washington Birthplace, VA 22443
(804)224-1732
Contact: Mr. Paul Carson
Interpretive Specialist

Greater Montross Chamber of Commerce
P.O. Box 114
Montross, VA 22520
(804)493-8955
Contact: Mr. Bryan Chandler
President

Kilmarnock Chamber of Commerce
P.O. Box 1357
Kilmarnock, VA 22482
(804)435-1302
Contact: Mr. Fred Burke, Jr.
President

Northern Neck Development Coalition
10 Court Street, P.D. Box 219
Warsaw, VA 22572
(804)333-3919
Contact: Mrs. Grace Sannino
Executive Director

Northern Neck Planning District Commission
P. O. Drawer H
Callao, VA 22435
Contact: Mr. Frederick L. Bates, III
Executive Director

Northumberland County Chamber of Commerce
P.O. Box 147
Heathsville, VA 22473
(804)580-2828
Contact: Ms. Gayle L. Riley
Executive Secretary

Robert E. Lee Memorial Association
Stratford Hall Plantation
Stratford, VA 22558
(804)493-8030
Contact: Lt. General John F. Wall
Executive Director

Town of Colonial Beach
Colonial Beach, VA 22443
(804)224-7181
Contact: Mr. Bill Bruton
Town Manager

Town of Kilmarnock
Box 1357, 201 School Street
Kilmarnock, VA 22482
(804)435-1552
Contact: Mr. E.L. Faisen
Town Manager

Westmoreland County
P.O. Box 467
Montross, VA 22520
(804)493-8911
Contact: Mr. Eston E. Burge
County Administrator

Westmoreland County Industrial Corporation
P.O. Box 98
Montross, VA 22520
(804)493-8061
Contact: Mr. J. T. Robertson
President

Westmoreland County Visitors Information Center
P. O. Box 996
Courthouse Square
Montross, VA 22520
(804)493-9669
Contact: Mr. Harold M. Gouldman, Jr.
Treasurer

Planning District Commission 18

County of Essex
P.O. Box 1079
Tappahannock, VA 22560
Contact: Mr. James Moore
County Administrator

County of Gloucester
P.O. Box 945
Gloucester, VA 23061
(804)693-9670
Contact: Mr. Douglas S. Meredith
Director of Economic Development

County of King William
P.O. Box 215
King William, VA 23086
(804)769-4927
Contact: Mr. David Whitlow
County Administrator

County of Middlesex
P.O. Box 428
Saluda, VA 23149
(804)758-4330
Contact: Mr. Phill Gay, Jr.
County Administrator

Mathews County Chamber of Commerce
P.O. Box 1126
Mathews, VA 23109
(804)725-7272
Contact: Mr. Peter Preston
President

Middle Peninsula Planning District Commission
P. O. Box 286
Saluda, VA 23149
(804)758-2311
Contact: Mr. Dan Kavanagh
Executive Director

Town of Urbanna
Urbanna, VA 23175
(804)758-2613
Contact: Mr. Carl Classen
Town Administrator

Town of West Point
West Point, VA 23181
(804)843-3330
Contact: Mr. Watson M. Allen, Jr.
Town Manager

Urbanna Chamber of Commerce
P.O. Box C
Urbanna, VA 23175
(804)758-3745
Contact: Mr. E. W. Barr
Immediate Past President

Planning District Commission 19

City of Colonial Heights
1507 Boulevard
Colonial Heights, VA 23834
(804)520-9275
Contact: Ms. Vicki B. Minetree
Director of Planning & Community Development

City of Emporia Industrial Development Authority
616 Peachtree Street
Emporia, VA 23847
(804)634-5832
Contact: Mr. D. J. Burnette
Chairman

City of Hopewell
300 North Main Street
Hopewell, VA 23860
(804)541-2220
Contact: Mr. Milton Martin
Director of Development

County of Dinwiddie
P.O. Drawer 70
Dinwiddie, VA 23841
(804)469-4500
Contact: Mr. Leonard K. Ponder
Director of Planning

Crater Planning District Commission
P.O. Box 1808
1964 Wakefield Street
Petersburg, VA 23805
(804)732-8971
Contact: Mr. Dennis K. Morris
Executive Director

Emporia Downtown Revitalization
336 South Main St.
Emporia, VA 23847
Contact: Mr. William Armbruster
Director

Emporia-Greensville Chamber of Commerce
425-H South Main Street
Emporia, VA 23847
(804)634-9441
Contact: Ms. Carolyn Jean Willoughby
Executive Director

Emporia-Greensville Industrial Development Corporation
425-H South Main Street
Emporia, VA 23847
(804)634-9400
Contact: Ms. Elizabeth Johnson
Executive Director

Hopewell Area-Prince George Chamber of Commerce
P.O. Drawer 1297
Hopewell, VA 23860
(804)458-5536
Contact: Mr. Malcolm B. Eubank
Executive Vice President

Hopewell Technology Enterprise Center, Inc.
15 Terminal Street
Hopewell, VA 23860
(804)452-1000
Contact: Ms. Nada Dance
Center Manager

Main Street
19 Bollingbrook Street
Petersburg, VA 23803
(804)733-4615
Contact: Mr. William Martin
Project Manager

Petersburg Chamber of Commerce
P.O. Box 928
Petersburg, VA 23804
(804)733-8131
Contact: Ms. Gwen J. Moore
Executive Vice President

Petersburg Economic Action Corporation
P.O. Box 415
Petersburg, VA 23803
Contact: Mr. Roland Specter
President

Prince George County Industrial Development Authority
5714 Courthouse Road
Prince George, VA 23875
Contact: Mr. Herbert F. Scott, Jr.
Chairman

Smith's Fort Plantation
Box 88
Surry, VA 23883
(804)834-3732
Contact: Mr. Morris W. Clements
Director

Swift Creek Mill Playhouse, Inc.
P. O. Box 41
Colonial Heights, VA 23834
(804)748-5203
Contact: Mr. Chip McCoull
President

U.S. Slo-Pitch Softball Hall of Fame
P.O. Box 2047
Petersburg, VA 23803
(804)732-4206
Contact: Mr. Al Ramsey
Executive Director

Planning District Commission 20

Chesapeake Port Authority
411 Cedar Road, Suite 3
Chesapeake, VA 23320
(804)436-4121
Contact: Mr. M. Barry Owens
Executive Director

City of Chesapeake
Economic Development Department
860 Greenbrier Circle
Greenbrier Tower I, Suite 304
Chesapeake, VA 23320
(804)523-1100
Contact: Mr. Donald Z. Goldberg
Director

City of Norfolk
1101 City Hall
Norfolk, VA 23510
(804)441-2941
Contact: Mr. Robert B. Smithwick
Director

City of Portsmouth
Department of Economic Development
801 Crawford Street
P.O. Box 820
Portsmouth, VA 23705
(804)393-8804
Contact: Mr. Gerald A. Burgess
Director

City of Suffolk
Department of Economic Development
P. O. Box 1612
Suffolk, VA 23434
(804)923-2303
Contact: Mr. Thomas N. Waller
Director

City of Virginia Beach Industrial Development Authority
1304 Taylor Point Road
Virginia Beach, VA 23454
(804)431-1500
Contact: Mr. Van H. Cunningham
Chairman

Forward Hampton Roads
1214 First Virginia Bank Tower
101 St. Paul's Boulevard
Norfolk, VA 23510
(804)627-2315
Contact: Mr. Gregory H. Wingfield
President

Isle of Wight - Smithfield Chamber of Commerce
P.O. Box 38
130 Main Street
Smithfield, VA 23430
Contact: Ms. Jo Ann Wood
President

Chrysler Museum
Department of Historic Houses
Olney Road & Mowbray Arch
Norfolk, VA 23510
(804)622-1211
Contact: Mr. Roger D. Clisby
Deputy Director/Chief Curator

City of Franklin Industrial Development Authority
1412 Clay street
Franklin, VA 23851
(804)562-3177
Contact: Mr. William M. Birdsong, Jr.
Chairman

City of Norfolk Industrial Development Authority
210 E. 22nd Street
Norfolk, VA 23517
(804)622-5733
Contact: Mr. Ewin A. Ottinger
Member

City of Portsmouth Industrial Development Authority
P.O. Box 62545
Virginia Beach, VA 23462
Contact: Mr. Benjamin Levy
Chairman

City of Virginia Beach
Municipal Center
Virginia Beach, VA 23456
(804)427-4721
Contact: Mr. Robert R. Matthias
Intergovernmental Relations Coordinator

Community Electric Cooperative
52 W. Windsor Boulevard
P.O. Box 267
Windsor, VA 23487
(804)242-6181
Contact: Mr. James M. Reynolds
General Manager

Franklin/Southampton Economic Development Commission
P.O. Box 554
Franklin, VA 23851
(804)562-2999
Contact: Mr. Jim Bradshaw
Executive Director

Norfolk Airport Authority
Air Cargo Development
Norfolk International Airport
Norfolk, VA 23518
(804)857-3327
Contact: Mr. Robert Barringer
Manager

Norfolk Botanical Gardens
Norfolk, VA 23518
(804)441-5831
Contact: Mr. Peter G. Frederick
Superintendent

Norfolk Convention and Visitors Bureau
236 East Plume Street
Norfolk, VA 23510
(804)441-5266
Contact: Mr. William L. Lindley
Executive Director

Portsmouth Partnership
P. D. Box 70
Portsmouth, VA 23704
(804)397-1278
Contact: Ms. Betty Jo Gwaltney
Program Manager

Southeastern Virginia Planning District Commission
723 Woodlake Drive
Chesapeake, VA 23320
(804)420-8300
Contact: Mr. Arthur L. Collins
Executive Director/Secretary

The Francis Land House
3131 Virginia Beach Blvd.
Virginia Beach, VA 23451
(804)340-1732
Contact: Mr. Mark A. Reed
Administrator

The General Douglas MacArthur Memorial
City Hall Ave. and Bank Street
Norfolk, VA 23510
(804)441-2965
Contact: Mr. Edward M. Condra III
Director

Virginia Beach Arts Center
1711 Arctic Avenue
Virginia Beach, VA 23451
(804)425-0000
Contact: Mr. Michael Marks
Executive Director

Virginia Beach Hotel and Motel Association
968 S. Oriole Drive, Ste. 100
Virginia Beach, VA 23451
(804)428-8015
Contact: Ms. Florence McDaniel
Executive Director

Virginia Beach Maritime Historical Museum
P.D. Box 24
Virginia Beach, VA 23458
(804)422-1587
Contact: Ms. Julie J. Pouliot
Administrator

Virginia Marine Science Museum
717 General Booth Blvd.
Virginia Beach, VA 23451
(804)425-3476
Contact: Mr. C. Mac Rawls
Director

Virginia Opera
c/o Norfolk Center Theatre
P.D. Box 625
Norfolk, VA 23501
(804)627-9545
Contact: Mr. Kenneth D. Freeman
Director of Finance & Administration

Virginia Symphony
P.D. Box 26
Norfolk, VA 23501
(804)623-8590
Contact: Ms. Susan Slayton
Director of Development

Wild Water Rapids
849 General Booth Blvd.
Virginia Beach, VA 23451
(804)340-1616
Contact: Ms. Andrea Kilmer
Treasurer

Planning District Commission 21
City of Hampton
710 Settlers Landing Road
Hampton, VA 23669
(804)727-6237
Contact: Mr. Donald L. Maxwell
Director, Conventions and Tourism

City of Newport News
Department of Planning and Development
2400 Washington Street
Newport News, VA 23607
(804)247-2389
Contact: Mr. Paul F. Miller
Director

City of Williamsburg Industrial Development Authority
149 Hunting Cove
Williamsburg, VA 23185
(804)229-2113
Contact: Mr. Rudolph Bares, Jr.
Chairman

Colonial Williamsburg Foundation
P.O. Box C
Williamsburg, VA 23187
Contact: Mr. Randall Foskey
Director of Marketing

Industrial Development Authority of York County
P. O. Box 612
Yorktown, VA 23690
(804)898-0200
Contact: Mr. Lamont Myers
Executive Director

James City County
Office of Economic Development
Williamsburg, VA 23185
(804)253-6607
Contact: Mr. Keith A. Taylor
Economic Development Coordinator

Peninsula Airport Commission
Patrick Henry Airport
Newport News, VA 23602
(804)877-0221
Contact: Mr. Peter Daikos
Executive Director

Peninsula Fine Arts Center
P. O. Box 6438
Newport News, VA 23606
(804)596-8175
Contact: Taylor C. Wells
Executive Director

Peninsula Planning District Commission
2017 Cunningham Drive
Hampton, VA 23666
Contact: Mr. Henry M. Cochran
Executive Director

The Mariners' Museum
100 Museum Drive
Newport News, VA 23606
(804)595-0638
Contact: Ms. Karen B. Wible
Director of Public Affairs

U.S. Army Transportation Museum
Bldg. 300, Washington Blvd.
Ft. Eustis, VA 23604
(804)878-1182
Contact: Ms. Barbara Bower
Museum Director

Virginia Living Museum
524 J. Clyde Morris Blvd.
Newport News, VA 23601
(804)595-1900
Contact: Mr. James Rollings
Development Director

Virginia Peninsula Chamber of Commerce
P.O. Box 7269
Hampton, VA 23666
Contact: Mr. Alvin A. Tompkins
President & CEO

Virginia Peninsula Tourism and Conference Bureau
8 San Jose Drive, Suite 3-8
Newport News, VA 23606
(804)873-0092
Contact: Ms. Julie Heizer Rhodes
Executive Director

Water Country USA
P. O. Box 3088
Williamsburg, VA 23187
(804)229-9300
Contact: Mr. David M. Potter
Marketing Manager

Watermen's Museum
P. O. Box 531
45 Water St.
Yorktown, VA 23690
(804)642-0400
Contact: Mr. Richard C. Niess
Co-Chairman, Development Committee

Williamsburg Area Chamber of Commerce
P.O. Box HQ
Williamsburg, VA 23185
(804)229-6511
Contact: Mr. Robert Hershberger
Executive Vice President

Williamsburg Hotel/Motel Association
P.O. Box 1515
Williamsburg, VA 23187
(804)220-3330
Contact: Ms. Mary Beth Heine
Executive Director

Williamsburg Pottery Factory, Inc.
(5 miles West of Williamsburg)
Lightfoot, VA 23090
(804)564-3326
Contact: Ms. Sharon Maloney
Comptroller

Planning District Commission 22

A&N Electric Cooperative
P. O. Box 1128
Parksley, VA 23421
(804)665-5116
Contact: Mr. Vernon W. Brinkley
Manager

Accomack Vineyards
P.O. Box 38
Painter, VA 23430
(804)442-2110
Contact: Mr. James D. Keyes
General Manager

Accomack-Norhampton Planning District Commission

P.O. Box 417
Accomack, VA 23301
(804)787-2936
Contact: Mr. Paul Berge
Executive Director

Chincoteague Chamber of Commerce

P.O. Box 258
Chincoteague, VA 23336
(804)336-6236
Contact: Ms. Kelly Conkin
President

County of Accomack Industrial Development Authority

P.O. Box 378
Parksley, VA 23421
(804)665-5144
Contact: Mr. D. Brooke Layton
Chairman

Delmarva Power and Light Company

800 King Street
Wilmington, DE 19899
(302)429-3160
Contact: Mr. Paul J. Hockersmith
Manager, Economic Development

Eastern Shore of VA Economic Development Commission

P.O. Box 417
Accomack, VA 23301
(804)787-2936
Contact: Ms. Betsy B. Jenkins
Director of Economic Development

NASA Wallops Visitor Center Flight Facility

P. O. Box 98
Wallops Island, VA 23337
(804)824-2298
Contact: Mr. Keith Koehler
Manager

Oyster Museum of Chincoteague

P. O. Box 4
Chincoteague, VA 23336
(804)336-6117
Contact: Ms. Nicki L. West
Director

Town of Chincoteague

403 South Main St
Chincoteague, VA 23336
(804)336-6519
Contact: Mr. J.W. Jeffries
Town Manager

Region Served Broader Than One Planning District Commission

Appalachian Power Company
P.O. Box 2021
Roanoke, VA 24022
(703)985-2620
Contact: Mr. J.H. Vipperman
President

Bay Consortium Private Industry Council, Inc.
Box 1119
Warsaw, VA 22572
(804)333-4048
Contact: Mr. Thomas E. Allen
Vice President-Business Development

Dominion Bankshares Corporation
P. O. Box 13327
Roanoke, VA 24040
(703)563-7578
Contact: Mr. T. Fitzpatrick, Jr.
Vice President of Economic Development

Jeffersonian Wine Grape Growers Society
Number 2, Boars Head Lane
Charlottesville, VA 22901
(804)296-4188
Contact: Ms. Felicia Rogan
President

Mecklenburg Electric Cooperative
Caller 2451
Highway 92W
Chase City, VA 23924
Contact: Mr. W. Sam Perry
Director of Member and Public Relations

Old Dominion Power Company
P. O. Box 658
Norton, VA 24273
(703)679-1171
Contact: Mr. Harold E. Armsey
General Manager

Shenandoah Valley Travel Association
P. O. Box 1040
New Market, VA 22844
(703)740-3132
Contact: Mrs. Barbra Knupp
Director of Operations

The Regional Partnership of Roanoke Valley, Inc.
111 Franklin Plaza, Ste 333
Roanoke, VA 24011
(703)343-1550
Contact: Mr. Mark Heath
Executive Director

Appomattox Basin Industrial Development Corporation
P. O. Box 1808
1964 Wakefield Street
Petersburg, VA 23805
(804)732-8971
Contact: Mr. Dennis K. Morris
Executive Director

Central Piedmont Employment Consortium
P.O. Box 1009
Rocky Mount, VA 24151
(703)334-2781
Contact: Ms. Kristen E. Shores
Executive Director

Foothills Travel Association of Virginia
c/o Claudia Trinca
P.O. Box 249
Sperryville, VA 22740
Contact: Mrs. Polly Powell
President

Lingerfelt Development Corporation
P.O. Box 8570
Richmond, VA 23226
(804)644-9111
Contact: Mr. Alan T. Lingerfelt
Chairman & CEO

Northern Neck Travel Council
Rt. 3, Box 1150
Warsaw, VA 22572
(804)394-4901
Contact: Mrs. Francene K. Barber
President

Richmond, Fredericksburg, and Potomac Railway Company
2134 West Laburnum Avenue
Richmond, VA 23230
(804)259-3286
Contact: Mr. Charles M. Louthan
Director - Real Estate

South Central Employment and Training PIC
Drawer S
Farmville, VA 23901
(804)392-9409
Contact: Ms. Betty Lou Weaver
Executive Director

Virginia Coalfield Economic Development Authority
Southwest Virginia Promise
P.O. Box 1060
Lebanon, VA 24266
(703)889-0381
Contact: Mr. Charles S. Yates
Executive Director

Virginia Peanut Growers Association
P.O. Box 149
Capron, VA 23829
(804)658-4573
Contact: Mr. Russell C. Schools
Executive Secretary

Virginia Peninsula Economic Development Council
P.O. Box 12227
825 Diligence Drive, Ste. 114
Newport News, VA 23606
(804)873-0000
Contact: Mr. Julius A. Denton, III
President

Virginia Plantation Country
P.O. Box 1382
Hopewell, VA 23860
(804)541-2206
Contact: Ms. Mary Calos
President

Virginia Power
P.O. Box 26666
Richmond, VA 23261
(804)771-3406
Contact: Mr. William Stafford
Director of Economic Development

Virginia Turfgrass Association
Waynesboro Country Club
Meadowbrook Road
Waynesboro, VA 22980
(703)943-2797
Contact: Mr. David K. Geiger
President

Virginia's Potomac Gateway Travel Center
P.O. Box 169
King George, VA 22485
(703)775-9181
Contact: Mr. L. Eldon James, Jr.
Chairman, Executive Board

Virginia's Southwest Blue Ridge Highlands, Inc.
c/o Ramada Inn
P.O. Box 260
Ouffield, VA 24244
(703)228-3111
Contact: Ms. James B. Whiten
President

Washington Gas Light Company
6801 Industrial Road
Springfield, VA 22151
(703)750-4466
Contact: Mr. David A. Edwards
Manager, Marketing Area Development

WJ Vakos & Co
904 Princess Anne Street
Fredericksburg, VA 22401
(703)373-8853
Contact: Mr. Steve B. Jones
Vice President

Fairfax County Park Authority
Division of Historic Preservation
3701 Pender Drive
Fairfax, VA 22030
(703)437-1794
Contact: Ms. Carol McDonnell
Assistant Administrator

First National Bank of Maryland
P.O. Box 1596
Baltimore, MD 21203
(301)280/5758
Contact: Mr. George F. Corman, Jr.
Senior Vice President

Metropolitan Washington Council of Governments
Planning and Analysis
777 North Capitol Street, NE
Suite 300
Washington, DC 20002
Contact: Mr. Jay Langford
Chief

The Greater Washington Board of Trade
Business Development Bureau
1129 20th Street, Suite 200
1129 20th Street, Suite 200
Washington, DC 20036
(202)857-5966
Contact: Mr. Alan R. Gesser
Manager, Business Development

Washington/Baltimore Regional Association
111 South Calvert Street
Suite 2230
Baltimore, MD 21202
(202)857-5980
Contact: Mr. Garry R. Curtis
Executive Director

Blue Ridge Parkway Association
P.O. Box 453
Asheville, NC 28802
(704)627-3419
Contact: Mr. Thomas Hardy
Executive Director

Potomac-Edison Company
Downsville Pike
Hagerstown, MD 21740
800-344-7816
Contact: Mr. Robert McLaughlin
Supervisor, Economic Development

Planning District Commission Statewide

Association for the Preservation of Virginia
Antiquities
2300 E. Grace Street
Richmond, VA 23223
(804)648-1889
Contact: Mr. Louis J. Malon
Business Manager

CSX Transportation
8006 Discovery Drive
Richmond, VA 23228
(804)226-7425
Contact: Mr. Emanuel Spunt
Manager-Industrial Development

HANCOCK INTERNATIONAL
Global Investments & Exports
P.O. Box 35541
Richmond, VA 23235
(804)794-2608
Contact: Dr. Samuel Lee Hancock
President

Preservation Alliance of Virginia
P.O. Box 295
Charlottesville, VA 22902
(804)979-3899
Contact: Mr. David J. Brown
Executive Director

Signet Bank
Economic Development Department
P. O. Box 25339
Richmond, VA 23260
(804)771-7854
Contact: Ms. Donna Marie Joy
Vice President

The Japan-Virginia Society
830 East Main Street
Suite 304
Richmond, VA 23219
(804)783-0740
Contact: Mr. Robert W. Busch
Treasurer

Virginia Beef Cattle Improvement Association
Rt. 1, Box 108A
Vernon Hill, VA 24597
(703)231-9151
Contact: Mr. Mike McDowell
President

Virginia Campground Association
300 W. Franklin St. Suite 102E
Richmond, VA 23220
(804)648-4895
Contact: Ms. Denise M. Morgan
Director/Member Services

Center for Innovative Technology
CIT Building, Suite 600
2214 Rock Hill Road
Herndon, VA 22070
Contact: The Honorable Linwood Holton
President

Dairy and Food Nutrition Council of The Southeast, Inc
Virginia Division
2300 W. Meadowview Road #106
Greensboro, NC 27407
(919)294-4005
Contact: Dr. Sheron Sumner
Regional Vice President

Norfolk Southern Corporation
Industrial Development Department
8 North Jefferson Street
Roanoke, VA 24042
(703)981-4582
Contact: Mr. Robert A. Bowling
Industrial Development Manager

Seaboard Coast Line Railway Company
500 Water Street
Jacksonville, FL 32202
(904)359-3996
Contact: Mr. S.W. Hemphill
Assistant Vice President, Industrial Dev.

Sovran Bank, N.A.
P.O. Box 27025
Richmond, VA 23261
(804)788-2765
Contact: Mr. Frank F. Mountcastle, Jr.
Senior Vice-President & Director of Economic De

Virginia Association of Convention & Visitor Bureaus
P.O. Box 136
Virginia Beach, VA 23458
(804)428-8000
Contact: Mr. Hugh C. Barton
Secretary-Treasurer

Virginia Brown Swiss Association
Roxeby Farms
Upperville, VA 22176
(703)592-3559
Contact: Ms. Tammy Bassler
Secretary/Treasurer

Virginia Cattlemen's Association
P.O. Box 176
Daleville, VA 24083
(703)992-1009
Contact: Mr. Reginald B. Reynold
Executive Secretary

Virginia Crop Improvement Association
8619 Mayland Dr.
Richmond, VA 23229
(804)270-9678
Contact: Mr. R.P. Keithly, Jr.
Executive Secretary-Treasurer

Virginia Economic Developers Association
P.O. Box 4002
Suffolk, VA 23434
(703)772-2069
Contact: Mr. Timothy Gubala
President

Virginia Federation of Dairy Herd Improvement
Association
284 Animal Science Bldg.
VPI & SU
Blacksburg, VA 24061
(703)552-2541
Contact: Mr. Sam Chafin
General Manager

Virginia Forestry Association
1205 East Main St.
Richmond, VA 23219
Contact: Mr. Charles Finley, Jr.
Executive Vice President

Virginia Holstein Association, Inc.
P.O. Box 340
Warrenton, VA 22186
(703)347-9591
Contact: Ms. Margie Ann Dick
Secretary-Treasurer

Virginia Horse Council
P.O. Box 72
Riner, VA 24149
(703)977-5707
Contact: Ms. Bette L. Branson
President

Virginia Hotel and Motel Association
300 W. Franklin St.
Richmond, VA 23220
(804)648-4895
Contact: Mr. Robert Ramsey
Executive Vice President

Virginia Nurseyemen's Association
Rt. 4, Box 356
Christiansburg, VA 24073
(703)382-0943
Contact: Mr. Jeff Miller
Executive Director

Virginia Poultry Breeders Association
P.O. Box 823
Franklin, VA 23851
(804)747-6726
Contact: Mr. Herbert E. Kennedy
Editor of News Bulletin

Virginia Restaurant Association
2101 Libbie Ave.
Richmond, VA 23230
(804)288-3065
Contact: Mr. Herbert J. Clegg
Executive Vice President

Virginia State Chamber of Commerce
9 South Fifth Street
Richmond, VA 23219
(804)644-1607
Contact: Mr. Le Frazier
Director of Economic Development

Virginia State Dairymen's Association
The Oeyerle Building
P.O. Box 866
Harrisonburg, VA 22801-0866
(703)434-6722
Contact: Mr. John L. Miller
Executive Secretary-Treasurer

Virginia Travel Council
P.O. Box 15067
Richmond, VA 23227
(804)266-0444
Contact: Mr. Jon Richardson
Executive Vice President

Virginia Turfgrass Council
P.O. Box 9528
Virginia Beach, VA 23450
(804)232-6791
Contact: Mr. Gus G. Constantino
President

Virginia Vineyards Association
Glendower Vineyard
Route 1, Box 309
Covesville, VA 22931
(804)296-2604
Contact: Mr. Christopher O. Hill
President

Virginia-Maryland-Delaware Association of Electric
Cooperatives
4201 Dominion Boulevard
Glen Allen, VA 23060
(804)-346-3344
Contact: Mr. M.O. Brown, Jr.
Governmental Liaison

Appendix D

TYPES OF ECONOMIC DEVELOPMENT ACTIVITIES CONDUCTED BY NON-STATE ORGANIZATIONS

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NON-STATE ORGANIZATIONS CONDUCTING BUSINESS ASSISTANCE ACTIVITIES

PDC 1

Dungannon Development Commission, Inc.
LENOWISCO Planning District Commission
Wise County, Office of Economic Development
Wise County Chamber of Commerce

PDC 2

Buchanan County, Department of Economic Development
Buchanan County Chamber of Commerce
County of Tazewell
Cumberland Plateau Planning District Commission
Richlands Area Chamber of Commerce
Russell County Chamber of Commerce
St. Paul Chamber of Commerce
Town of Tazewell

PDC 3

Carroll County Industrial Development Authority
Galax-Carroll-Grayson Chamber of Commerce
Smyth County Chamber of Commerce
Town of Saltville
Town of Wytheville
Washington County
Washington County Chamber of Commerce

PDC 4

Christiansburg-Montgomery County Chamber of Commerce
City of Radford
County of Floyd
County of Giles Industrial Development Authority
Greater Blacksburg Chamber of Commerce
Montgomery County, Department of Economic Development
New River Valley Development Corporation
New River Valley Planning District Commission
Radford Chamber of Commerce
Town of Blacksburg, Office of Economic Development
Town of Christiansburg
Town of Floyd
Town of Narrows
Town of Pearisburg

PDC 5

Botetourt County Chamber of Commerce, Inc.
City of Roanoke
City of Salem, Planning & Development Department
Downtown Roanoke, Inc.
Fifth Planning District Commission
Greater Alleghany Economic Development Commission
Greater Alleghany Highlands Chamber of Commerce
Roanoke Regional Chamber of Commerce
Salem-Roanoke County Chamber of Commerce
Southwest Virginia Community Development Foundation
Vinton Chamber of Commerce

PDC 6

Broadway-Timberville Chamber of Commerce
Buena Vista Chamber of Commerce
City of Waynesboro
Harrisonburg-Rockingham Chamber of Commerce
Highland County Chamber of Commerce
Lexington-Rockbridge County Chamber of Commerce
Rockbridge Area Economic Development Commission
Rockingham Development Corporation
Staunton-Augusta County Chamber of Commerce
Town of Dayton
Waynesboro-East Augusta Chamber of Commerce

PDC 7

Front Royal - Warren County Chamber of Commerce
Front Royal/Warren County Industrial Development Authority
Lord Fairfax Planning District Commission
New Market Area Chamber of Commerce
Page Valley Economic Development Council

Shenandoah County Economic Development Council
Shenandoah Industrial Corporation
Winchester-Frederick County Chamber of Commerce
Winchester-Frederick County Economic Development Commission

PDC 8

Alexandria Chamber of Commerce, Alexandria Economic Development Program
Arlington Chamber of Commerce
Central Fairfax Chamber of Commerce
County of Arlington
Fairfax County Economic Development Authority
Greater Falls Church Chamber of Commerce
Loudoun County, Department of Economic Development
Loudoun County Chamber of Commerce
Prince William County
Southeast Fairfax Development Corporation
The Clarendon Alliance
The Columbia Pike Revitalization Organization

PDC 9

County of Culpeper
Culpeper County Chamber of Commerce
Fauquier County Chamber of Commerce
Madison Chamber of Commerce
Rappahannock-Rapidan Planning District Commission
Rappahannock County
Town of Gordonsville
Town of Warrenton

PDC 10

Charlottesville-Albemarle County Chamber of Commerce
City of Charlottesville
Industrial Development Authority of Louisa County
Louisa County Chamber of Commerce
Thomas Jefferson Planning District Commission
University Business Innovation Center

PDC 11

Amherst County
Amherst County Chamber of Commerce
Bedford Area Chamber of Commerce
Bedford Main Street, Inc.
City of Bedford
City of Lynchburg
County of Bedford
Greater Lynchburg Chamber of Commerce
Lynchburg Community Action Group, Inc.
Region 2000
Smith Mountain Lake Partnership

PDC 12

Danville Area Chamber of Commerce
Danville Development Council
Franklin County
Franklin County Chamber of Commerce
Franklin-Southampton Area Chamber of Commerce
Martinsville-Henry County Chamber of Commerce
Martinsville-Henry County Economic Development Corporation
Pittsylvania County Chamber of Commerce
Pittsylvania Economic Development Organization, Inc.

PDC 13

Brunswick Chamber of Commerce
City of South Boston
County of Brunswick
Halifax County Chamber of Commerce
South Hill Chamber of Commerce
South Hill Community Development Association
South Hill Industrial Development Corporation
Town of Chase City
Town of South Hill

PDC 14

County of Amelia
County of Amelia Industrial Development Authority
County of Prince Edward

Kenbridge Chamber of Commerce
Piedmont Planning District Commission
Victoria Chamber of Commerce
PDC 15

Capital Area Training Consortium
Charles City County
Chesterfield County, Department of Economic Development
County of Hanover
County of Henrico Industrial Development Authority
Greater Ashland Chamber of Commerce
Metropolitan Richmond Chamber of Commerce
New Kent Chamber of Commerce
Richmond Technology and Enterprise Center
PDC 16

Caroline County Chamber of Commerce
County of Caroline Industrial Development Authority
County of Spotsylvania
Fredericksburg-Stafford-Spotsylvania Chamber of Commerce
Stafford County
PDC 17

County of Richmond
County of Richmond Industrial Development Authority
Greater Montross Chamber of Commerce
Kilmarnock Chamber of Commerce
Northern Neck Planning District Commission
PDC 18

County of Gloucester
County of Middlesex
Middle Peninsula Planning District Commission
Urbanna Chamber of Commerce
PDC 19

City of Hopewell
County of Dinwiddie
Crater Planning District Commission
Emporia Downtown Revitalization
Emporia-Greenville Industrial Development Corporation
Hopewell Area-Prince George Chamber of Commerce
Hopewell Technology Enterprise Center, Inc.
Main Street
Petersburg Chamber of Commerce
Petersburg Economic Action Corporation
PDC 20

Chesapeake Port Authority
City of Chesapeake, Economic Development Department
City of Norfolk
City of Norfolk Industrial Development Authority
City of Portsmouth, Department of Economic Development
City of Portsmouth Industrial Development Authority
City of Suffolk, Department of Economic Development
City of Virginia Beach
Franklin/Southampton Economic Development Commission
Isle of Wight - Smithfield Chamber of Commerce
Norfolk Airport Authority, Air Cargo Development
Southeastern Virginia Planning District Commission
Virginia Beach Hotel and Motel Association
PDC 21

City of Hampton
City of Newport News, Department of Planning and Development
Industrial Development Authority of York County
James City County, Office of Economic Development
Virginia Peninsula Chamber of Commerce
Williamsburg Area Chamber of Commerce
PDC 22

County of Accomack Industrial Development Authority
Eastern Shore of VA Economic Development Commission
Other

Appalachian Power Company

Appomattox Basin Industrial Development Corporation
 Bay Consortium Private Industry Council, Inc.
 Center for Innovative Technology
 Central Piedmont Employment Consortium
 CSX Transportation
 HANCOCK INTERNATIONAL, Global Investments & Exports
 Norfolk Southern Corporation, Industrial Development Department
 Old Dominion Power Company
 Potomac-Edison Company
 Preservation Alliance of Virginia
 South Central Employment and Training PIC
 The Japan-Virginia Society
 The Regional Partnership of Roanoke Valley, Inc.
 Virginia Beef Cattle Improvement Association
 Virginia Coalfield Economic Development Authority, Southwest Virginia Promise
 Virginia Crop Improvement Association
 Virginia Federation of Dairy Herd Improvement Association
 Virginia Forestry Association
 Virginia Holstein Association, Inc.
 Virginia Nurseyemen's Association
 Virginia Peninsula Economic Development Council
 Virginia Poultry Breeders Association
 Virginia Power
 Virginia Restaurant Association
 Virginia State Chamber of Commerce
 Virginia State Dairymen's Association
 Virginia Turfgrass Association
 Virginia Vineyards Association, Glendower Vineyard
 Virginia-Maryland-Delaware Association of Electric Cooperatives

NON-STATE ORGANIZATIONS CONDUCTING BUSINESS ATTRACTION ACTIVITIES

PDC 1

 City of Norton
 County of Lee
 Dungannon Development Commission, Inc.
 Lee County Industrial Development Authority
 Powell Valley Electric Cooperative
 Wise County, Office of Economic Development
 Wise County Chamber of Commerce
 Wise County Redevelopment and Housing Authority

PDC 2

 Buchanan County, Department of Economic Development
 Buchanan County Industrial Development Authority
 County of Tazewell
 Cumberland Plateau Planning District Commission
 Dickenson County
 Russell County Industrial Development Authority
 St. Paul Chamber of Commerce
 Town of Tazewell

PDC 3

 Bristol Virginia Economic Development Committee
 Carroll County Industrial Development Authority
 City of Galax
 Mount Rogers Planning District Commission
 Smyth County Chamber of Commerce
 Town of Saltville
 Town of Wytheville
 United Cities Gas Company
 Washington County
 Washington County Chamber of Commerce
 Wythe County

PDC 4

 City of Radford
 City of Radford Industrial Development Authority
 County of Floyd
 County of Giles Industrial Development Authority
 County of Pulaski
 Giles County
 Montgomery County, Department of Economic Development
 New River Valley Development Corporation
 New River Valley Planning District Commission
 Town of Blacksburg, Office of Economic Development
 Town of Floyd
 Town of Narrows
 Town of Pearisburg

PDC 5

 Botetourt County Chamber of Commerce, Inc.
 City of Roanoke
 City of Salem, Planning & Development Department
 Clifton Forge Development Corporation
 County of Botetourt
 County of Roanoke
 Downtown Roanoke, Inc.
 Fifth Planning District Commission
 Greater Alleghany Economic Development Commission
 Greater Alleghany Highlands Chamber of Commerce
 Salem-Roanoke County Chamber of Commerce
 Southwest Virginia Community Development Foundation
 Town of Vinton

PDC 6

 Bath County
 Bath County Industrial Development Authority
 City of Waynesboro
 Historic Staunton Foundation
 Rockbridge Area Economic Development Commission
 Rockingham Development Corporation
 Staunton-Augusta County Chamber of Commerce

PDC 7

Front Royal - Warren County Chamber of Commerce
 Front Royal/Warren County Industrial Development Authority
 Lord Fairfax Planning District Commission
 Mt. Jackson Chamber of Commerce
 New Market Area Chamber of Commerce
 Page Valley Economic Development Council
 Shenandoah County Economic Development Council
 Shenandoah Gas Company
 Shenandoah Industrial Corporation
 Winchester-Frederick County Chamber of Commerce
 Winchester-Frederick County Economic Development Commission
 Winchester-Frederick Industrial Development Corporation

PDC 8

Alexandria Chamber of Commerce, Alexandria Economic Development Program
 City of Fairfax
 City of Manassas
 County of Arlington
 Fairfax County Economic Development Authority
 Herndon Chamber of Commerce
 Loudoun County, Department of Economic Development
 Prince William County
 Schuler Alexandria, Alexandria Seaport Foundation
 Southeast Fairfax Development Corporation
 The Ballston Partnership
 The Clarendon Alliance
 The Columbia Pike Revitalization Organization
 Town of Leesburg

PDC 9

Culpeper County Chamber of Commerce
 Orange County
 Orange County Economic Development Corporation
 Town of Gordonsville
 Town of Warrenton

PDC 10

Charlottesville-Albemarle County Chamber of Commerce
 City of Charlottesville
 County of Louisa
 Industrial Development Authority of Louisa County
 University Business Innovation Center

PDC 11

Bedford Main Street, Inc.
 Campbell County
 City of Bedford
 City of Lynchburg
 County of Appomattox
 County of Bedford
 Region 2000
 Town of Brookneal

PDC 12

Danville Development Council
 Franklin County
 Franklin-Southampton Area Chamber of Commerce
 Martinsville-Henry County Chamber of Commerce
 Patrick County Economic Development Corporation
 Patrick County Industrial Development Authority
 Pittsylvania Economic Development Organization, Inc.
 West Piedmont Planning District Commission

PDC 13

Brunswick Chamber of Commerce
 City of South Boston
 City of South Boston Industrial Development Authority
 County of Brunswick
 County of Mecklenburg Industrial Development Authority
 Halifax County Chamber of Commerce
 Industrial Development Authority of Halifax County
 South Hill Community Development Association
 South Hill Industrial Development Corporation
 Southside Planning District Commission
 Town of Chase City
 Town of South Hill

PDC 14

Blackstone Industrial Development, Inc.
County of Amelia
County of Amelia Industrial Development Authority
County of Prince Edward
Lunenburg County
Nottoway County Economic Development Commission
South Central Industrial Development Foundation, Inc.

PDC 15

Central Richmond Association
Charles City County
Chesterfield County, Department of Economic Development
City of Richmond
County of Charles City Industrial Development Authority
County of Goochland
County of Goochland Industrial Development Authority
County of Hanover
County of Henrico Industrial Development Authority
Greater Ashland Chamber of Commerce
Metropolitan Economic Development Council
Metropolitan Richmond Chamber of Commerce

PDC 16

City of Fredericksburg
City of Fredericksburg Industrial Development Authority
County of Caroline Industrial Development Authority
County of Spotsylvania
County of Stafford Industrial Development Authority
Fredericksburg-Stafford-Spotsylvania Chamber of Commerce
Rappahannock Electric Cooperative
Stafford County

PDC 17

County of Richmond Industrial Development Authority
Northern Neck Planning District Commission
Town of Colonial Beach
Westmoreland County Industrial Corporation

PDC 18

County of Essex
County of Gloucester
County of King William
Middle Peninsula Planning District Commission
Town of Urbanna
Town of West Point

PDC 19

City of Colonial Heights
City of Hopewell
County of Dinwiddie
Emporia Downtown Revitalization
Emporia-Greenville Chamber of Commerce
Emporia-Greenville Industrial Development Corporation
Hopewell Area-Prince George Chamber of Commerce
Hopewell Technology Enterprise Center, Inc.
Main Street
Petersburg Chamber of Commerce
Petersburg Economic Action Corporation
Prince George County Industrial Development Authority

PDC 20

Chesapeake Port Authority
City of Chesapeake, Economic Development Department
City of Norfolk
City of Norfolk Industrial Development Authority
City of Portsmouth, Department of Economic Development
City of Portsmouth Industrial Development Authority
City of Suffolk, Department of Economic Development
City of Virginia Beach
City of Virginia Beach Industrial Development Authority
Community Electric Cooperative
Forward Hampton Roads
Franklin/Southampton Economic Development Commission
Isle of Wight - Smithfield Chamber of Commerce

Norfolk Airport Authority, Air Cargo Development
Portsmouth Partnership
Southeastern Virginia Planning District Commission
Virginia Symphony

PDC 21

City of Hampton
City of Newport News, Department of Planning and Development
Industrial Development Authority of York County
James City County, Office of Economic Development
Peninsula Planning District Commission

PDC 22

Accomack-Norhampton Planning District Commission
Delmarva Power and Light Company
Eastern Shore of VA Economic Development Commission

Other

Appalachian Power Company
Appomattox Basin Industrial Development Corporation
Central Piedmont Employment Consortium
CSX Transportation
Dominion Bankshares Corporation
First National Bank of Maryland
HANCOCK INTERNATIONAL, Global Investments & Exports
Lingerfelt Development Corporation
Mecklenburg Electric Cooperative
Norfolk Southern Corporation, Industrial Development Department
Old Dominion Power Company
Potomac-Edison Company
Richmond, Fredericksburg, and Potomac Railway Company
Seaboard Coast Line Railway Company
Signet Bank, Economic Development Department
South Central Employment and Training PIC
Sovran Bank, N.A.
The Greater Washington Board of Trade, Business Development Bureau
The Regional Partnership of Roanoke Valley, Inc.
Virginia Coalfield Economic Development Authority, Southwest Virginia Promise
Virginia Peninsula Economic Development Council
Virginia Power
Virginia State Chamber of Commerce
Washington Gas Light Company
Washington/Baltimore Regional Association
WJ Vakos & Co

NON-STATE ORGANIZATIONS CONDUCTING COMMUNITY ASSISTANCE ACTIVITIES

PDC 1

City of Norton
Dungannon Development Commission, Inc.
LENOWISCO Planning District Commission
Powell Valley Electric Cooperative
Town of Big Stone Gap, Office of Housing and Community Development
Wise County, Office of Economic Development
Wise County Chamber of Commerce
Wise County Redevelopment and Housing Authority

PDC 2

Buchanan County, Department of Economic Development
Buchanan County Industrial Development Authority
County of Tazewell
Cumberland Plateau Planning District Commission
Dickenson County
Russell County Industrial Development Authority

PDC 3

County of Smyth Industrial Development Authority
Mount Rogers Planning District Commission
Smyth County
Smyth County Chamber of Commerce
Washington County

PDC 4

City of Radford
County of Pulaski
Greater Blacksburg Chamber of Commerce
Montgomery County, Department of Economic Development
New River Valley Planning District Commission
Town of Blacksburg, Office of Economic Development
Town of Christiansburg
Town of Narrows
Town of Pearisburg

PDC 5

County of Botetourt
County of Roanoke
Fifth Planning District Commission
Greater Alleghany Economic Development Commission
Greater Alleghany Highlands Chamber of Commerce
Southwest Virginia Community Development Foundation
Town of Vinton

PDC 6

Bath County
Central Shenandoah Planning District Commission
City of Buena Vista
City of Lexington
City of Waynesboro
Historic Staunton Foundation
Staunton-Augusta County Chamber of Commerce

PDC 7

Lord Fairfax Planning District Commission
Mt. Jackson Chamber of Commerce
Shenandoah County Economic Development Council
Shenandoah Gas Company
Shenandoah Industrial Corporation
Winchester-Frederick County Chamber of Commerce
Winchester-Frederick County Economic Development Commission

PDC 8

City of Falls Church Industrial Development Authority
City of Manassas
Northern Virginia Planning District Commission
Schooner Alexandria, Alexandria Seaport Foundation
Southeast Fairfax Development Corporation
The Clarendon Alliance
The Columbia Pike Revitalization Organization
The Washington Oulles Task Force
Town of Purcellville

PDC 9

Culpeper County Chamber of Commerce
Fauquier County Chamber of Commerce
Rappahannock-Rapidan Planning District Commission

PDC 10

County of Louisa
Greene County
Thomas Jefferson Planning District Commission
University Business Innovation Center

PDC 11

Campbell County
City of Bedford
Smith Mountain Lake Partnership

PDC 12

City of Danville
Martinsville-Henry County Chamber of Commerce
Martinsville-Henry County Economic Development Corporation
Pittsylvania Economic Development Organization, Inc.
West Piedmont Planning District Commission

PDC 13

City of South Boston
Halifax County Chamber of Commerce
South Hill Community Development Association
Southside Planning District Commission
Town of Chase City

PDC 14

County of Amelia
County of Prince Edward
Kenbridge Chamber of Commerce
Lunenburg County
Nottoway County Economic Development Commission
Piedmont Planning District Commission
South Central Industrial Development Foundation, Inc.
Town of Dillwyn

PDC 15

City of Richmond
Greater Ashland Chamber of Commerce
Richmond Regional Planning District Commission

PDC 17

Greater Montross Chamber of Commerce
Northern Neck Development Coalition
Town of Colonial Beach

PDC 18

County of Middlesex
Mathews County Chamber of Commerce
Middle Peninsula Planning District Commission

PDC 19

Crater Planning District Commission
Emporia-Greenville Chamber of Commerce
Emporia-Greenville Industrial Development Corporation

PDC 20

Chesapeake Port Authority
City of Suffolk, Department of Economic Development
Community Electric Cooperative
Portsmouth Partnership

PDC 21

City of Newport News, Department of Planning and Development
Industrial Development Authority of York County
Williamsburg Area Chamber of Commerce

PDC 22

Eastern Shore of VA Economic Development Commission

Dther

Appalachian Power Company
CSX Transportation
Dominion Bankshares Corporation
HANCOCK INTERNATIONAL, Global Investments & Exports
Mecklenburg Electric Cooperative
Metropolitan Washington Council of Governments, Planning and Analysis
Norfolk Southern Corporation, Industrial Development Department
Old Dominion Power Company
Potomac-Edison Company
Preservation Alliance of Virginia
Signet Bank, Economic Development Department
Virginia Power
Virginia State Chamber of Commerce
Virginia-Maryland-Delaware Association of Electric Cooperatives
Washington Gas Light Company
Washington/Baltimore Regional Association

NON-STATE ORGANIZATIONS CONDUCTING DIRECT PRODUCT PROMOTION ACTIVITIES

PDC 4

City of Radford

PDC 6

Harrisonburg-Rockingham Chamber of Commerce

Rockingham County Fair

Rockingham Development Corporation

PDC 12

Franklin-Southampton Area Chamber of Commerce

PDC 20

City of Chesapeake, Economic Development Department

City of Suffolk, Department of Economic Development

Other

Dairy and Food Nutrition Council of The Southeast, Inc, Virginia Division

Virginia Brown Swiss Association

Virginia Cattlemen's Association

Virginia Holstein Association, Inc.

Virginia Horse Council

Virginia Nurseyemen's Association

Virginia Peanut Growers Association

NON-STATE ORGANIZATIONS CONDUCTING EXPORT PROMOTION ACTIVITIES

PDC 1

Wise County, Office of Economic Development

PDC 3

Washington County

PDC 6

Harrisonburg-Rockingham Chamber of Commerce
Rockingham Development Corporation
Waynesboro-East Augusta Chamber of Commerce

PDC 7

Winchester-Frederick County Economic Development Commission

PDC 8

Schooner Alexandria, Alexandria Seaport Foundation
The Columbia Pike Revitalization Organization

PDC 9

Culpeper County Chamber of Commerce

PDC 11

Greater Lynchburg Chamber of Commerce

PDC 12

Danville Development Council
Martinsville-Henry County Economic Development Corporation
Pittsylvania Economic Development Organization, Inc.

PDC 15

Metropolitan Richmond Chamber of Commerce
Port of Richmond Commission

PDC 20

City of Chesapeake, Economic Development Department
City of Suffolk, Department of Economic Development

PDC 21

City of Newport News, Department of Planning and Development

Other

HANCOCK INTERNATIONAL, Global Investments & Exports
Norfolk Southern Corporation, Industrial Development Department
Signet Bank, Economic Development Department
The Greater Washington Board of Trade, Business Development Bureau
Virginia Forestry Association
Virginia Peanut Growers Association
Virginia Peninsula Economic Development Council
Virginia State Chamber of Commerce

NON-STATE ORGANIZATIONS CONDUCTING FINANCIAL ASSISTANCE ACTIVITIES

POC 1

City of Norton
County of Scott
Oungannon Development Commission, Inc.

POC 2

Cumberland Plateau Planning District Commission

POC 3

County of Smyth Industrial Development Authority
Mount Rogers Planning District Commission
United Cities Gas Company
Washington County

POC 4

City of Radford
City of Radford Industrial Development Authority
County of Giles Industrial Development Authority
County of Pulaski Industrial Development Authority
New River Valley Development Corporation
New River Valley Planning District Commission
Town of Floyd

POC 5

Fifth Planning District Commission
Salem-Roanoke County Chamber of Commerce
Southwest Virginia Community Development Foundation
Town of Vinton

POC 6

Central Shenandoah Planning District Commission

POC 7

Town of Shenandoah Industrial Development Authority
Winchester-Frederick County Economic Development Commission

POC 8

The Columbia Pike Revitalization Organization

POC 9

Town of Gordonsville

POC 10

Thomas Jefferson Planning District Commission
Virginia Economic Development Corporation

POC 11

Campbell County
Central Virginia Economic Development Corporation

POC 12

Martinsville-Henry County Economic Development Corporation
Patrick County Economic Development Corporation

POC 13

Lake Country Development Corporation

POC 14

Blackstone Industrial Development, Inc.
County of Amelia
County of Prince Edward
Town of Farmville Industrial Development Authority

POC 15

City of Richmond
Metropolitan Richmond Chamber of Commerce

POC 19

Crater Planning District Commission
Emporia Downtown Revitalization
Emporia-Greenville Industrial Development Corporation
Main Street

POC 20

City of Portsmouth, Department of Economic Development
Forward Hampton Roads
PDC 21

City of Hampton
City of Newport News, Department of Planning and Development
PDC 22

A&N Electric Cooperative
Other

Central Piedmont Employment Consortium
CSX Transportation
First National Bank of Maryland
Signet Bank, Economic Development Department
Virginia-Maryland-Delaware Association of Electric Cooperatives

NDN-STATE ORGANIZATIONS CONDUCTING RESEARCH AND DEVELOPMENT SUPPORT ACTIVITIES

PDC 1

Wise County, Office of Economic Development

PDC 4

New River Valley Planning District Commission

PDC 5

Fifth Planning District Commission
Greater Alleghany Highlands Chamber of Commerce
Roanoke Regional Chamber of Commerce
Southwest Virginia Community Development Foundation

PDC 6

Central Shenandoah Planning District Commission
Harrisonburg-Rockingham Chamber of Commerce

PDC 7

Lord Fairfax Planning District Commission

PDC 8

County of Arlington
Loudoun County, Department of Economic Development
The Clarendon Alliance

PDC 9

Fauquier County Chamber of Commerce

PDC 11

Central Virginia Planning District Commission

PDC 12

Franklin-Southampton Area Chamber of Commerce
Pittsylvania Economic Development Organization, Inc.
West Piedmont Planning District Commission

PDC 14

County of Prince Edward

PDC 15

Metropolitan Richmond Chamber of Commerce

PDC 20

City of Chesapeake, Economic Development Department
City of Suffolk, Department of Economic Development
Portsmouth Partnership
Southeastern Virginia Planning District Commission

PDC 21

City of Newport News, Department of Planning and Development
Peninsula Planning District Commission

Other

Center for Innovative Technology
Central Piedmont Employment Consortium
HANCDOCK INTERNATIONAL, Global Investments & Exports
Metropolitan Washington Council of Governments, Planning and Analysis
Potomac-Edison Company
Signet Bank, Economic Development Department
South Central Employment and Training PIC
The Regional Partnership of Roanoke Valley, Inc.
Virginia Cattlemen's Association
Virginia Crop Improvement Association
Virginia Nurseyemen's Association
Virginia Peanut Growers Association
Virginia Peninsula Economic Development Council
Virginia Turfgrass Association
Virginia Turfgrass Council
Washington Gas Light Company
Washington/Baltimore Regional Association

NON-STATE ORGANIZATIONS CONDUCTING TOURISM PROMOTION ACTIVITIES

PDC 1

Lee County Area Chamber of Commerce
LENOWISCO Planning District Commission
Powell Valley Electric Cooperative
Wise County Chamber of Commerce

PDC 2

Buchanan County Chamber of Commerce
County of Tazewell
Historic Crab Orchard Museum and Pioneer Park, Inc.
Richlands Area Chamber of Commerce

PDC 3

Barter Theatre
Carroll County
Dixie Pottery
Galax-Carroll-Grayson Chamber of Commerce
Sidna Allen Home
Smyth County Chamber of Commerce
Thomas J. Boyd Museum
Town of Wytheville
Washington County Chamber of Commerce
Wytheville-Wythe-Bland Chamber of Commerce

PDC 4

Booker T. Washington National Monument
Christiansburg-Montgomery County Chamber of Commerce
City of Radford
County of Floyd
Greater Blacksburg Chamber of Commerce
Montgomery County, Department of Economic Development
New River Valley Planning District Commission
The Long Way Home Drama
Town of Blacksburg, Office of Economic Development
Town of Floyd
Town of Narrows
Town of Pearisburg
Wilderness Road Regional Museum

PDC 5

Botetourt County Chamber of Commerce, Inc.
County of Craig
Dixie Caverns
Downtown Roanoke, Inc.
Greater Alleghany Economic Development Commission
Greater Alleghany Highlands Chamber of Commerce
Mill Mountain Theatre
Roanoke Valley Arts Council
Roanoke Valley Convention and Visitors Bureau
Salem-Roanoke County Chamber of Commerce
Vinton Chamber of Commerce
Virginia Museum of Transportation

PDC 6

Bath County Chamber of Commerce
Broadway-Timberville Chamber of Commerce
George C. Marshall Museum & Library
Harrisonburg-Rockingham Chamber of Commerce
Harrisonburg-Rockingham Historical Society
Highland County Chamber of Commerce
Historic Staunton Foundation
Lexington Visitors Bureau
Massanutten Caverns
Natural Bridge of Virginia
Rockingham County Fair
Shenandoah Valley Art Center
Staunton-Augusta County Chamber of Commerce
Stonewall Jackson House
The Homestead
Upper Valley Regional Park Authority
Virginia Horse Center
Waynesboro-East Augusta Chamber of Commerce
Woodrow Wilson Birthplace

PDC 7

City of Winchester
Endless Caverns
Frederick County Parks and Recreation
Front Royal - Warren County Chamber of Commerce
Luray Caverns Corporation
Mt. Jackson Chamber of Commerce
New Market Area Chamber of Commerce
Shenandoah Apple Blossom Festival
Shenandoah County Economic Development Council
Shenandoah Vineyards, Inc.
Skyline Group, Inc.
Strasburg Museum
The Woodstock Museum of Shenandoah County
Town of Strasburg
Warren Heritage Society, Inc., Belle Boyd Cottage
Wayside Theatre
Winchester-Frederick County Chamber of Commerce
Winchester-Frederick County Historical Society

PDC 8

City of Alexandria
County of Arlington
Fairfax County Council of the Arts
Fairfax County Economic Development Authority
George Washington Masonic National Memorial
Lazy Susan Dinner Theatre
Lee-Fendall House
Loudoun County, Department of Economic Development
Loudoun County Chamber of Commerce
Manassas Museum
Meredyth Vineyards
Mount Vernon Ladies' Association
Northern Virginia Regional Park Authority
Oatlands
Potomac Mills
Prince William County
Schooner Alexandria, Alexandria Seaport Foundation
Southeast Fairfax Development Corporation
Stabler Leadbeater Apothecary Museum
The Clarendon Alliance
The Columbia Pike Revitalization Organization
The Lyceum Museum
The Washington Dulles Task Force
Torpedo Factory Art Center
Town of Leesburg
Weems-Botts Museum

PDC 9

Barboursville Vineyard and Winery, Mansion and Ruins of Governor Barbour
Burnley Vineyards and Winery
Culpeper County Chamber of Commerce
Dominion Wine Cellar
Fauquier County Chamber of Commerce
James Madison Museum
Madison Chamber of Commerce
Montpelier, (National Trust for Historic Preservation)
Naked Mountain Vineyard and Winery
Prince Michel Vineyards
Rapidan River Vineyard
Rappahannock-Rapidan Planning District Commission
The Exchange Hotel

PDC 10

Autumn Hill Vineyards
Charlottesville/Albemarle Convention and Visitors Bureau
Louisa County Chamber of Commerce
Montdomaine Cellars, Inc.
Monticello-Home of Thomas Jefferson, Public Programs
Oakencroft Vineyard & Winery Corporation
Wintergreen Resort Hotel

PDC 11

Amherst County Chamber of Commerce
Amherst County Historical Museum

Appomattox Court House National Historical Park/McLean House
Bedford Area Chamber of Commerce
Brookneal Chamber of Commerce
City of Lynchburg
County of Bedford
Greater Lynchburg Chamber of Commerce
Peaks of Otter Lodge
Red Hill-Patrick Henry National Memorial
Smith Mountain Lake Partnership
Stonewall Vineyards
The Bedford City/County Museum
Thomas Jefferson's Poplar Forest

PDC 12

Chateau Morrisette Winery
Danville Area Chamber of Commerce
Franklin County Chamber of Commerce
Martinsville-Henry County Chamber of Commerce
Pittsylvania County Chamber of Commerce

PDC 13

Clarksville Chamber of Commerce
Halifax County Chamber of Commerce
Prestwold Plantation
South Hill Chamber of Commerce
Southside Planning District Commission
Town of Clarksville Industrial Development Authority

PDC 14

County of Prince Edward
Kenbridge Chamber of Commerce
Rose Bower Vineyard & Winery
Town of Victoria
Victoria Chamber of Commerce

PDC 15

Agecroft Hall
Charles City County
City of Richmond
County of Hanover
Edgar Allan Poe Museum
Evelynton Plantation
Greater Ashland Chamber of Commerce
Kings Dominion
Metropolitan Richmond Convention and Visitors Bureau
New Kent Chamber of Commerce
Scotchtown, Home of Patrick Henry
Sherwood Forest Plantation
Shirley Plantation
St. John's Church
The Museum and White House of the Confederacy
Town of Ashland
Tuckahoe Plantation
Virginia Historical Society, Virginia House and Battle Abbey
Virginia Thanksgiving Festival, Inc.
Westover
Wilton

PDC 16

Chatham Manor
City of Fredericksburg
County of Spotsylvania
Fredericksburg Center for Creative Arts
Fredericksburg-Stafford-Spotsylvania Chamber of Commerce
King George County Chamber of Commerce
Mary Washington House
Stafford County

PDC 17

Colonial Beach Chamber of Commerce
George Washington's Birthplace National Monument
Greater Montross Chamber of Commerce
Northern Neck Planning District Commission
Northumberland County Chamber of Commerce
Robert E. Lee Memorial Association
Town of Colonial Beach

Westmoreland County
Westmoreland County Visitors Information Center
PDC 18

County of King William
Mathews County Chamber of Commerce
Town of West Point
Urbanna Chamber of Commerce

PDC 19

City of Hopewell
Emporia-Greenville Chamber of Commerce
Hopewell Area-Prince George Chamber of Commerce
Petersburg Economic Action Corporation
Smith's Fort Plantation
Swift Creek Mill Playhouse, Inc.
U.S. Slo-Pitch Softball Hall of Fame

PDC 20

Chrysler Museum, Department of Historic Houses
City of Portsmouth, Department of Economic Development
City of Suffolk, Department of Economic Development
City of Virginia Beach
Isle of Wight - Smithfield Chamber of Commerce
Norfolk Airport Authority, Air Cargo Development
Norfolk Botanical Gardens
Norfolk Convention and Visitors Bureau
Portsmouth Partnership
The Francis Land House
The General Douglas MacArthur Memorial
Virginia Beach Arts Center
Virginia Beach Hotel and Motel Association
Virginia Beach Maritime Historical Museum
Virginia Marine Science Museum
Virginia Opera
Virginia Symphony
Wild Water Rapids

PDC 21

City of Hampton
Colonial Williamsburg Foundation
Peninsula Airport Commission
Peninsula Fine Arts Center
The Mariners' Museum
U.S. Army Transportation Museum
Virginia Living Museum
Virginia Peninsula Tourism and Conference Bureau
Water Country USA
Watermen's Museum
Williamsburg Area Chamber of Commerce
Williamsburg Hotel/Motel Association
Williamsburg Pottery Factory, Inc.

PDC 22

Accomack Vineyards
Chincoteague Chamber of Commerce
NASA Wallops Visitor Center Flight Facility
Oyster Museum of Chincoteague
Town of Chincoteague

Other

Association for the Preservation of Virginia Antiquities
Blue Ridge Parkway Association
Central Piedmont Employment Consortium
Fairfax County Park Authority, Division of Historic Preservation
Foothills Travel Association of Virginia
HANCOCK INTERNATIONAL, Global Investments & Exports
Jeffersonian Wine Grape Growers Society
Northern Neck Travel Council
Shenandoah Valley Travel Association
Signet Bank, Economic Development Department
Virginia Association of Convention & Visitor Bureaus
Virginia Campground Association
Virginia Horse Council
Virginia Hotel and Motel Association
Virginia Plantation Country

Virginia Poultry Breeders Association
Virginia State Chamber of Commerce
Virginia Travel Council
Virginia's Potomac Gateway Travel Center
Virginia's Southwest Blue Ridge Highlands, Inc.
Washington Gas Light Company

NON-STATE ORGANIZATIONS CONDUCTING OTHER ECONOMIC DEVELOPMENT ACTIVITIES*

PDC 1

County of Scott
Duffield Development Authority
Lee County Industrial Development Authority

PDC 2

Buchanan County Industrial Development Authority
Russell County Industrial Development Authority

PDC 3

Carroll County
Carroll County Industrial Development Authority
City of Galax
County of Smyth Industrial Development Authority
Smyth County
Town of Saltville

PDC 4

City of Radford
City of Radford Industrial Development Authority
County of Giles Industrial Development Authority
County of Pulaski
County of Pulaski Industrial Development Authority
Montgomery County, Department of Economic Development
New River Valley Planning District Commission

PDC 5

City of Roanoke Industrial Development Authority
City of Salem, Planning & Development Department
City of Salem Industrial Development Authority
Clifton Forge Development Corporation
County of Roanoke
Greater Alleghany Economic Development Commission
Greater Alleghany Highlands Chamber of Commerce

PDC 6

Bath County Industrial Development Authority
City of Buena Vista
City of Waynesboro Industrial Development Authority
Harrisonburg-Rockingham Chamber of Commerce
Lexington-Rockbridge County Chamber of Commerce
Rockingham County Fair
Staunton-Augusta County Chamber of Commerce
Waynesboro-East Augusta Chamber of Commerce

PDC 7

City of Winchester
County of Shenandoah Industrial Development Authority
Front Royal/Warren County Industrial Development Authority
Town of Shenandoah Industrial Development Authority
Warren Heritage Society, Inc., Belle Boyd Cottage

PDC 8

City of Alexandria Industrial Development Authority
City of Falls Church Industrial Development Authority
County of Loudoun Industrial Development Authority
The Clarendon Alliance
The Columbia Pike Revitalization Organization

PDC 9

Madison Industrial Development Authority
Montpelier, (National Trust for Historic Preservation)

PDC 10

City of Charlottesville
City of Charlottesville Industrial Development Authority
Industrial Development Authority of Louisa County
Louisa County Industrial Development Corporation
University Business Innovation Center

PDC 11

Bedford Main Street, Inc.
City of Lynchburg

City of Lynchburg Industrial Development Authority
 Thomas Jefferson's Poplar Forest
 PDC 12

 City of Danville
 City of Danville Industrial Development Authority
 Danville Area Chamber of Commerce
 Danville Development Council
 Franklin County
 Franklin County Chamber of Commerce
 Martinsville-Henry County Economic Development Corporation
 Patrick County Industrial Development Authority
 Pittsylvania Economic Development Organization, Inc.
 Pittsylvania Industrial Development, Inc.
 PDC 13

 City of South Boston Industrial Development Authority
 County of Mecklenburg Industrial Development Authority
 Industrial Development Authority of Halifax County
 Prestwoud Plantation
 Town of Clarksville Industrial Development Authority
 PDC 14

 County of Amelia
 County of Charlotte
 Town of Farmville Industrial Development Authority
 Town of Victoria
 PDC 15

 Capital Area Training Consortium
 Central Richmond Association
 City of Richmond
 County of Charles City Industrial Development Authority
 County of Goochland Industrial Development Authority
 Scotchtown, Home of Patrick Henry
 The Museum and White House of the Confederacy
 Tuckahoe Plantation
 PDC 16

 Caroline County Chamber of Commerce
 City of Fredericksburg Industrial Development Authority
 County of Caroline Industrial Development Authority
 County of Spotsylvania
 Mary Washington House
 PDC 17

 County of Lancaster Industrial Development Authority
 County of Richmond Industrial Development Authority
 Town of Kilmarnock
 PDC 18

 Middle Peninsula Planning District Commission
 PDC 19

 City of Emporia Industrial Development Authority
 Hopewell Technology Enterprise Center, Inc.
 Prince George County Industrial Development Authority
 Smith's Fort Plantation
 PDC 20

 City of Chesapeake, Economic Development Department
 City of Franklin Industrial Development Authority
 City of Norfolk
 City of Norfolk Industrial Development Authority
 City of Suffolk, Department of Economic Development
 City of Virginia Beach Industrial Development Authority
 Portsmouth Partnership
 Southeastern Virginia Planning District Commission
 PDC 21

 City of Williamsburg Industrial Development Authority
 Industrial Development Authority of York County
 Virginia Peninsula Chamber of Commerce
 PDC 22

 County of Accomack Industrial Development Authority

Other

Appalachian Power Company
Association for the Preservation of Virginia Antiquities
Dairy and Food Nutrition Council of The Southeast, Inc, Virginia Division
Fairfax County Park Authority, Division of Historic Preservation
HANCOCK INTERNATIONAL, Global Investments & Exports
Mecklenburg Electric Cooperative
Signet Bank, Economic Development Department
South Central Employment and Training PLC
Virginia Cattlemen's Association
Virginia Crop Improvement Association
Virginia Economic Developers Association
Virginia Nurseriesmen's Association
Virginia Peanut Growers Association
Virginia Restaurant Association
Virginia Turfgrass Council
Washington Gas Light Company

* Other category includes education and information; renovation of historic tourism properties; industrial development bond issues; and acquisition, development, and marketing of industrial buildings and sites.

NON-STATE ORGANIZATIONS INVOLVED BY FUNDING ANOTHER ORGANIZATION

Alleghany County
City of Bristol
City of Clifton Forge
City of Covington
City of Emporia
City of Martinsville
City of Williamsburg
County of Albemarle
County of Fairfax
County of Greensville
County of Halifax
County of Mecklenburg
County of Page
County of Pittsylvania
County of Prince George
County of Russell
County of Shenandoah
Frederick County
Henrico County
Nottoway County
Patrick County
Rockbridge County
Town of Altavista
Town of Ashland Industrial Development Authority
Town of Blackstone
Town of Chilhowie
Town of Culpepper
Town of Farmville
Town of Rural Retreat
Town of Shenandoah
Town of Stanley
York County

NON-STATE ORGANIZATIONS INVOLVED BUT NOT DURING FISCAL YEAR 1989

Berryville-Clarke County Chamber of Commerce, Inc.
Cultural Alliance of Greater Hampton Roads
Joint Industrial Development Authority of Wythe County, Wytheville & Rural Retreat
Lady Astor Preservation Trust
RASBDC
Smith Mountain Lake Chamber of Commerce
The New River Valley Economic Development Alliance
Woodstock Chamber of Commerce

Appendix E

NON-STATE ORGANIZATIONS, IDENTIFIED AS BEING INVOLVED IN ECONOMIC DEVELOPMENT, WHICH DID NOT RESPOND TO THE JLARC SURVEY

Al Hartz Poquoson Charter Boat
127 E. River Road
Poquoson, VA 23662

Alexandria Convention and Visitors Bureau
The Ramsay House Visitors Center
221 King Street
Alexandria, VA 22314

Alliance for the Chesapeake Bay
903 9th Street Office Building
Richmond, VA 23219

Altavista Chamber of Commerce
P.O. Box 606
Altavista, VA 24517

American Agriculture Movement of Virginia
RFD 2, Box 404
Marshall, VA 22115

American Dairy Association of Virginia, Inc.
2300 W. Meadowview Road
Suite 106, Wrightsville Bldg.
Greensboro, NC 27407

American Rover Sailing Tour
P. O. Box 31125
Norfolk, VA 23514

American Work Horse Museum
P.O. Box 88
Paeonian Springs, VA 22129

Amherst Industrial Commission
Route 1, Box 334-C
Madison Heights, VA 24572

Amherst Industrial Development Corporation
P.O. Box 160
Amherst, VA 24521

Annandale Chamber of Commerce
7263 Maple Place, #200
Annandale, VA 22003

Appalachian Mushroom Growers Association
P.O. Box 10
Madison, VA 22727

Appomattox County Chamber of Commerce
P.O. Box 704
Court Street
Appomattox, VA 24522

Appomattox County Development Corporation
Triangle Plaza
Appomattox, VA 24522

Arlington Employment Center
2050 15th Street, North
Suite 117
Arlington, VA 22201

Assateague Island National Seashore
P.O. Box 38
Tom's Cove Visitor Center
Chincoteague, VA 23336

Association of Virginia Potato & Vegetable Growers
Rt. 1, Box 61-B
Accomac, VA 23301

Augusta County
P.O. Box 448
Room 163, County Office Building
Staunton, VA 24401

Bacon's Castle
P. O. Box 158
Surry, VA 23883

Barnstormers Airshows Eagle Balloons
Hanover County Airport
Ashland, VA 23005

Bed & Breakfast Association of Virginia
c/o Ravenswood Inn
P.O. Box 250
Mathews, VA 23109

Bedrooms of America Museum and Pottery
P. O. Box 977
New Market, VA 22844

Belle Air Plantation
c/o Mrs. W. O. Major
Rt. 1, Box 2
Charles City, VA 23030

Belle Grove Plantation
P. O. Box 137
Middletown, VA 22645

Berkeley Plantation
Rt. 2, Box 390
Charles City, VA 23030

Big Walker Lookout
Star Route
Wytheville, VA 24382

Bland County
P.O. Box 276
Bland, VA 24315

Blue Ridge Region of Virginia
3959 Electric Road
Roanoke, VA 24018

Boyhood Home of Robert E. Lee
607 Oronoco St.
Alexandria, VA 22314

Brandon Plantation
23105 Brandon Road
Spring Grove, VA 23881

Bristol Visitors and Convention Council
P.O. Box 519
Bristol, VA 24203

Brunswick County Industrial Development Authority
P.O. Box 8
Lawrenceville, VA 23868

Buckingham County
P.O. Box 252
Buckingham, VA 23921

Buckingham County Industrial Development Corporation
Route 3, Box 79
Dillwyn, VA 23936

Busch Gardens, The Old Country
P. O. Drawer F.C.
Rt. 60 East
Williamsburg, VA 23187

Cape Charles-Northampton County Chamber of Commerce
P.O. Box 87
Cape Charles, VA 23310

Carlyle House
121 N. Fairfax St.
Alexandria, VA 22314

Caroline County
P.O. Box 507
1088 Courthouse Lane
Bowling Green, VA 22427

Caverns of Natural Bridge
P. O. Box 57
Natural Bridge, VA 24578

Charles City County Tourism Board
c/o Shirley Plantation
Rt. 2, Box 635
Charles City, VA 23030

Charter Cruises, Inc.
Rt. 1, Box 450
Quinton, VA 23141

Chase City Chamber of Commerce
P.O. Box 356
Chase City, VA 23924

Chateau Natural Vineyard
Rt. 4, Box 1535
Rocky Mount, VA 24151

Chermont Winery, Inc.
Rt. 1, Box 59
Esmont, VA 22937

Chesapeake Charter Service of VA, Ltd.
519 Bridge Street
Hampton, VA 23669

Chesapeake Wildlife Designs
P. O. Box 128
Onley, VA 23418

Chincoteague Miniature Pony Farm
Deep Hole Road
Chincoteague, VA 23336

City of Bedford Industrial Development Authority
1403 Oakwood Street
Bedford, VA 24523

City of Colonial Heights Industrial Development
Authority
1507 Boulevard
Colonial Heights, VA 23834

City of Fairfax Industrial Development Authority
10513 Cedar Avenue
Fairfax, VA 22030

City of Falls Church
City Hall
300 Park Avenue
Falls Church, VA 22046

City of Hampton Industrial Development Authority
2600 Washington Avenue
Hampton, VA 23669

City of Harrisonburg
345 South Main Street
Harrisonburg, VA 22801

City of Manassas Industrial Development Authority
9108 Park Avenue
Manassas, VA 22110

City of Martinsville Industrial Development Authority
P.O. Box 4911
Martinsville, VA 24115

City of Norton Industrial Development Authority
P.O. Box 506
Norton, VA 24273

City of Petersburg
Union and Tabb Streets
Petersburg, VA 23803

City of Poquoson
830 Poquoson Avenue
Poquoson, VA 23662

City of Staunton
P.O. Box 58
Staunton, VA 24401

City of Staunton Industrial Development Authority
204 Foxhill Place
Staunton, VA 24401

City of Suffolk Industrial Development Authority
204 Nansemond Parkway
Suffolk, VA 23434

Colonial Gas Company
P.O. Box 1590
Pulaski, VA 24301

Colonial Heights Chamber of Commerce
P.O. Box 129
Colonial Heights, VA 23834

Columbia Gas of Virginia, Inc.
P.O. Box 750
Staunton, VA 24401

Commonwealth Gas Services
P.O. Box 35800
Richmond, VA 23235

County of Buckingham Industrial Development Authority
P.O. Box 117
Arvonia, VA 23004

County of Campbell Industrial Development Authority
P.O. Box 4800
Lynchburg, VA 24505

County of Chesterfield Industrial Development Authority
201 Conte Drive
Midlothian, VA 23113

County of Dickenson Industrial Development Authority
P.O. Box 400
Clintwood, VA 24228

County of Dinwiddie Industrial Development Authority
P.O. Box 151
Dinwiddie, VA 23841

County of Fairfax Industrial Development Authority
7915 Jones Branch Drive
McLean, VA 22102

County of Fauquier
40 Culpeper Street
Warrenton, VA 22186

County of Fluvanna Industrial Development Authority
Route 1, Box 94
Palmyra, VA 22963

County of Franklin Industrial Development Authority
Route 6
Rocky Mount, VA 24151

County of Gloucester Industrial Development Authority
Dutton, VA 23050

County of Grayson
Box 217
Independence, VA 24349

County of Grayson Industrial Development Authority
Rt.1, Box 12-A
Independence, VA 24326

County of Hanover Industrial Development Authority
Box 956
Ashland, VA 23005

County of King and Queen Industrial Development
Authority
Plain View, VA 23137

County of Montgomery Industrial Development Authority
Rt. 1
Shawsville, VA 24162

County of Nelson Industrial Development Authority
P.O. Box 203
Lovington, VA 22949

County of Powhatan
P.O. Box 219
Powhatan, VA 23139

County of Rockbridge Industrial Development Authority
Route 2
Lexington, VA 24450

County of Scott Industrial Development Authority
P.O. Box 339
Gate City, VA 24251

County of Southampton Industrial Development Authority
Boykins, VA 23827

County of Spotsylvania Industrial Development Authority
11D Broadfield Lane
Spotsylvania, VA 22553

County of Surry Industrial Development Authority
P.O. Box 67
Surry, VA 23883

County of Washington Industrial Development Authority
5012 Lee Highway
Bristol, VA 24210

County of Westmoreland Industrial Development Authority
Hutt & Robertson Law Offices
Montross, VA 22520

County of Wise Industrial Development Authority
P.O. Box 188
Wytheville, VA 24273

Crewe-Burkeville Chamber of Commerce
P.O. Box 305
Crewe, VA 23930

Cumberland County
Cumberland, VA 23040

Dairy Council of Greater Metropolitan Washington
7315 Wisconsin Ave.
Room 812-E
Bethesda, MD 20814

Dairymen, Inc - Old Dominion Division
P.O. Box 27522
Richmond, VA 23261

Danville Museum of Fine Arts and History
The Sutherlin Mansion
975 Main Street
Danville, VA 24541

Dinosaur Land
R.F.D. 1
Box 63-A
White Post, VA 22663

Oollhouse Museum
201 Church St.
Blackstone, VA 23824

Orakes Branch Chamber of Commerce
P.O. Box 191
Orakes Branch, VA 23937

Eastern Shore of Virginia Chamber of Commerce
P.O. Box 147
Accomac, VA 23301

Eastern Shore of Virginia Tourism Commission
P.O. Box 147
Accomac, VA 23301

Edgewood Plantation
Rt. 2, Box 490
Charles City, VA 23030

Edinburg Area Chamber of Commerce
P.O. Box 85
206 Printz Street
Edinburg, VA 22824

Elizabeth River Ferry
P. O. Box 2096
Norfolk, VA 23510

Evans Smith Island and Chesapeake Bay Crusie
Rt. 1, Box 289-R
Reedville, VA 22539

Fairfax County Chamber of Commerce
8391 Old Courthouse Road
Suite 300
Vienna, VA 22180

Farmville Chamber of Commerce
P.O. Box 361
116 North Main Street
Farmville, VA 23901

Fauquier National Bank of Warrenton
Warrenton, VA 22186

First American Bank of Virginia
2165 South Wayne Avenue
Waynesboro, VA 22980

First American Bank of Virginia
Winchester, VA 22601

First Virginia Bank-Colonial
700 East Main Street
Richmond, VA 23219

Floyd County Industrial Development Authority
Route 3, Box 52
Floyd, VA 24091

Fluvanna County Chamber of Commerce
P.O. Box 59
Palmyra, VA 22963

Fluvanna County Industrial Development Authority
Route 1, Box 94
Palmyra, VA 22963

Fort Ward Museum & Historic Site
4301 W. Braddock Rd.
Alexandria, VA 22304

Fredericksburg and Spotsylvania National
Military Park
P.O. Box 679
Fredericksburg, VA 22404

Fredericksburg Area Hospitality Council
c/o The Comfort Inn-North
557 Warrenton Road
Fredericksburg, VA 22405

Gadsby's Tavern Museum
134 N. Royal St.
Alexandria, VA 22314

Galax Development Corporation
P.O. Box 230
Galax, VA 24333

Gallagher Community Arts Center in the
Old John Kerr Building
201 South Cameron St.
Winchester, VA 22601

Gate City Chamber of Commerce
P.O. Box 577
Gate City, VA 24251

Giles County Chamber of Commerce
P.O. Box 666
102 N. Main Street
Pearisburg, VA 24134

Gloucester County Chamber of Commerce
P.O. Box 296
Gloucester, VA 23061

Goochland County Chamber of Commerce
P.O. Box 123
Goochland, VA 23063

Gordonsville Chamber of Commerce
P.O. Box 354
Gordonsville, VA 22942

Greater Bluefield Chamber of Commerce
P.O. Box 4098
Bluefield, WV 24701

Greater Charlottesville Area Development Corporation
P.O. Box 1293
Charlottesville, VA 22902

Greater Vienna Chamber of Commerce
402 Maple Avenue, West
Vienna, VA 22180

Greene County Chamber of Commerce
P.O. Box 442
Stanardsville, VA 22973

Guild Gallery
501 State St.
Bristol, VA 24201

Guilford Ridge Vineyard
Rt. 2, Box 117
Luray, VA 22835

Halifax-South Boston Industrial Commission
605 Arbroath Road
South Boston, VA 24592

Hampton Redevelopment and Housing Authority
22 Lincoln Street
Hampton, VA 23669

Hampton Roads Maritime Association
236 E. Plume Street
Norfolk, VA 23510

Hampton Roads Shipping Association
236 E. Plume Street
Norfolk, VA 23510

Hampton University Museum
Hampton, VA 23669

Harbor Tours
6436 Otis Circle
Norfolk, VA 23509

Harbor Tours/Carrie B
The End of Bay St.
Portsmouth, VA 23704

Harmon's Museum
Highway 58 W., P. O. Box 113
Woodlawn, VA 24381

Harry Meador, Jr., Coal Museum
Big Stone Gap Parks and Recreation
505 East 5th Street, South
Big Stone Gap, VA 24219

Hayloft Dinner Theatre
10501 Ballsford Road
Manassas, VA 22110

Henry County
P.O. Box 7
Martinsville, VA 24112

Hermitage Foundation Museum
7637 N. Shore Rd.
Norfolk, VA 23505

Highland Maple Museum
P.O. Box 223
Monterey, VA 24465

Highlands Gateway Visitor Center
1625 West Lee Highway
Wytheville, VA 24382

Historic Appomattox Revitalization Committee
P.O. Box 2005
Appomattox, VA 24522

Historic Fredericksburg
30 Woodlawn Terrace
Fredericksburg, VA 22405

Historic Occoquan, Inc.
P.O. Box 65
Occoquan, VA 22125

Historic St. Luke's Shrine
Rt. 4, Box 220
Smithfield, VA 23430

Holy Land, U.S.A.
224 S. Bridge St.
Bedford, VA 24523

Industrial Development Authority of Bland County
Rt. 1, Box 31A
Rocky Gap, VA 24366

Ingleside Plantation Vineyards and Winery
P.O. Box 1038
Rt. 638
Oak Grove, VA 22443

Ingleside Resort
P.O. Box 1018
Staunton, VA 24401

Irvington Chamber of Commerce and Citizens Association
P.O. Box 282
Irvington, VA 22480

Island Cruises, Inc., Wildlife Tours
P. O. Box 83
Chincoteague, VA 23336

Isle of Wight County
Isle of Wight, VA 23397

Isle of Wight County Industrial Development Authority
P.O. Box 484
338 Grace Street
Smithfield, VA 23430

Jefferson Bank
P. O. Box 26363
Richmond, VA 23260

Jefferson National Bank
P. O. Box 711
Charlottesville, VA 22902

Job & Training Asst. Programs
East End Social Service Center
701 North 25th Street, 2nd Fl.
Richmond, VA 23223

Job Training Services
P.O. Box 7489
Hampton, VA 23666

John Fox, Jr., Museum
Box 1975
117 Shawnee Ave., E.
Big Stone Gap, VA 24219

June Tolliver House
P.O. Box 285
Big Stone Gap, VA 24219

Kerr Place
P. O. Box 193, 69 Market St.
Onancock, VA 23417

King George County
King George C.H., VA 22485

Lexington Downtown Development Association
P.O. Box 1078
101 South Main Street
Lexington, VA 24450

Lime Kiln Arts/Theater at the Kiln
P.O. Box 663
27 West Washington St.
Lexington, VA 24450

Loudoun Museum
16 Loudoun Street, S.W.
Leesburg, VA 22075

Lumber Manufacturers Association
220 East Williamsburg Rd
P.O. Box U
Sandston, VA 23150

Lunenburg County Industrial Development Authority
Drawer 5
Kenbridge, VA 23944

Luray Reptile Center and Dinosaur Park
Rt. 1, Box 481
Luray, VA 22835

Madigan's Movie Museum
16 S. Loudoun St.
Winchester, VA 23219

Madison County
P.O. Box 368
Madison, VA 22727

Maggie Walker National Historical Site
c/o National Park Service
3215 E. Broad Street
Richmond, VA 23223

Marion Chamber of Commerce
200 E. Main St.
Marion, VA 24354

Martha Washington Inn
P.O. Box 1037
Abingdon, VA 24210

Maryland & Virginia Milk Producers Cooperative
P.O. Box 9154
Rosslyn Station
Arlington, VA 22209

Massanutten Vocational Technical Center
325 Pleasant Valley Road
Harrisonburg, VA 22801

Mathews County
Mathews, VA 23109

Mathews Development Corporation
Gwynn Island, VA 23066

Mattaponi Indian Museum
Minnie Ha Ha Educational Trading Post
Rt. 2, Box 255
West Point, VA 23181

Meadow Farm Museum Crump Memorial Park
P. O. Box 27032
Richmond, VA 23273

Middlesex County Industrial Development Authority
Saluda, VA 23149

Middlesex County Museum
Box 135
Saluda, VA 23149

Miles B. Carpenter Folk Art Museum
P. O. Box 126
Waverly, VA 23890

Mill Mountain Zoological Park
P. O. Box 13484
Roanoke, VA 24034

Montgomery County Economic Development Commission
P.O. Box 806
Christiansburg, VA 24073

Morven Park
Rt. 3, Box 50
Leesburg, VA 22075

Mount Trashmore Park Information Center
300 Edwin Drive
Virginia Beach, VA 23451

Mountain Heritage Association
P. O. Box 375
Jonesboro, TN 37659

Mountain National Bank of Clifton Forge
P.O. Box 540
Clifton Forge, VA 24422

Narrows Chamber of Commerce
c/o Western Auto Co.
Narrows, VA 24124

NASA Langley Visitor Center
Langley Research Center
Mail Stop 480
Hampton, VA 23665

National Association of Industrial and Office Parks
1215 Jefferson Davis Highway, Suite 100
Arlington, VA 22202

National Inventors Hall of Fame
2021 Jefferson Davis Hwy.
Arlington, VA 22202

Natural Bridge Wax Museum
P. O. Box 85
Natural Bridge, VA 24578

Natural Bridge Zoological Park
P. O. Box 88
Natural Bridge, VA 24578

Natural Chimneys
Rt. 1, Box 286
Mt. Solon, VA 22843

Nelson County Chamber of Commerce
P.O. Box 182
Lovingston, VA 22949

New Spirit at Waterside
501 Front St.
Norfolk, VA 23510

Northampton County
P.O. Box 66
Eastville, VA 23347

Northern Virginia Manpower Consortium
11216 Waples Mill Road
Fairfax, VA 22030

Northumberland County
Heathsville, VA 22473

Oakland Heights Farms Horse Sports
Gordonsville, VA 22942

Oceanfront Cruise
200 Winston-Salem Drive
Virginia Beach, VA 23451

Old Dominion Arabian Horse Association
6325 Lorelea Drive
Mechanicsville, VA 23111

Old Dominion Llama Breeders & Owners Association
Rt. 1, Box 57
Rixeyville, VA 22737

Olive Mill Visitor Center
Banco, VA 22711

Orange County Chamber of Commerce
205 Caroline Street
Orange, VA 22960

Overall Economic Development Program Committee
Shacklefords, VA 23156

Page County Chamber of Commerce
46 East Main Street
Luray, VA 22835

Pamunkey Indian Museum
Rt. 1, Box 800
King William, VA 23086

Patrick County Chamber of Commerce
P.O. Box 557
Stuart, VA 24171

Peanut Growers Cooperative Marketing Association
P.O. Box 59
Franklin, VA 23851

Peninsula Ports Industrial Development Authority
P.O. Drawer D
Hampton, VA 23669

Pet Farm, Inc.
1228 Hunter Mill Road
Vienna, VA 22180

Petersburg National Battlefield
P. O. Box 549
Petersburg, VA 23804

Petersburg-Dinwiddie County Airport and Industrial
Authority
1248 Northampton Road
Petersburg, VA 23803

Piedmont Job Training Administration
400 Preston Ave, Suite 301
Charlottesville, VA 22901

Piedmont Trust Bank
P.O. Box 4751
Martinsville, VA 24112

Piedmont Vineyards and Winery
P.O. Box 286
Rt. 626, The Plains Road
Middleburg, VA 22117

Pony Tails
P. O. Box 66
Chincoteague, VA 23336

Portsmouth Children's Museum
1846 Courthouse, 400 High St.
Portsmouth, VA 23705

Portsmouth Lightship Museum
P. O. Box 248
Portsmouth, VA 23705

Portsmouth Naval Shipyard Museum
P. O. Box 248, 2 High Street
Portsmouth, VA 23705

Portsmouth Redevelopment & Housing Authority
4116 Swannoa Drive
Portsmouth, VA 23703

Potomac Riverboat Co.
The Cherry Blossom
205 The Strand
Alexandria, VA 22314

Powhatan County Industrial Development Authority
Macon, VA 23101

Prince George Electric Cooperative
P.O. Box 168
Waverly, VA 23890

Prince William County Chamber of Commerce
4320 Ridgewood Center Drive
Prince William, VA 22192

Prince William County-Greater Manassas Chamber of
Commerce
P.O. Box 495
Manassas, VA 22110

Prince William/Manassas Conference and Visitors Bureau
4349 Ridgewood Center Drive
Prince William, VA 22192

Pulaski County Chamber of Commerce
P.O. Box 169
Pulaski, VA 24301

RADCO Planning District Commission
P.O. Box 863
904 Princess Anne Street
Fredericksburg, VA 22404

Randolph Macon Academy
Front Royal, VA 22630

Randolph-Macon Women's College
Maier Museum of Art
Lynchburg, VA 24503

Rappahannock River Cruises
Box 36
Warsaw, VA 22572

Refuge Waterfowl Museum
P. O. Box 272
Chincoteague, VA 23336

Retrospect - Loudoun Artisans, Inc.
14 Loudoun St., S.W.
Leesburg, VA 22075

Richmond Children's Museum
740 N. Sixth Street
Richmond, VA 23219

Richmond on the James
1805 E. Broad Street
Richmond, VA 23223

Rowe Development Company
5041 Corporate Woods Drive
Suite 190
Virginia Beach, VA 23462

Saltville Industrial Development Corporation
Saltville, VA 24370

Scott County Chamber of Commerce
P.O. Box 609
Gate City, VA 24251

Scottsville Chamber of Commerce
P.O. Box 111
Scottsville, VA 24590

Shenandoah Caverns
Box #1
Shenandoah Caverns, VA 22847

Shenandoah County Travel Council
Box 1, Caverns Road
Shenandoah Caverns, VA 22847

Shenandoah Valley PIC
P.O. Box 869
Harrisonburg, VA 22801

Small Business Development Center
P. O. Box 9023
Charlottesville, VA 22906

Smith Island Cruise
Island and Bay Cruises, Inc.
Rt. 1, Box 289R
Reedville, VA 22539

Smith Mountain Lake Cruises
Bluewater Cruise Company
Rt. 3
Moneta, VA 24121

Smithfield Plantation
Blacksburg, VA 24060

Southeast Red & White Dairy Cattle Association
HCR 61, Box 269
Summerduck, VA 22742

Southwest Virginia Museum
10 West First St. & Wood Ave.
Big Stone Gap, VA 24219

Stanley Community Chamber of Commerce
P.O. Box 7
Stanley, VA 22851

Stoneleigh of Ferrum College
P. O. Box 401
Stanleytown, VA 24168

Stonewall Jackson Shrine
P. O. Box 679
Fredericksburg, VA 22404

Strasburg Chamber of Commerce
P.O. Box 42
Strasburg, VA 22657

Surry County
Surry, VA 23883

Surry County Industrial Commission
P.O. Box 62
Surry, VA 23883

SVJTA
Circle East Office Building
Suite 223
Norfolk, VA 23502

Tangier & Chesapeake Cruises
Box 36
Warsaw, VA 22572

Tangier Island Cruises
P. O. Box 27
Tangier Island, VA 23440

Tappahannock-Essex County Chamber of Commerce
P.O. Box 156
Tappahannock, VA 22560

Tazewell Area Chamber of Commerce
Tazewell Mall, Box 6
Tazewell, VA 24651

Tennessee Virginia Energy Corporation
P.O. Box 571
Abingdon, VA 24210

The Arts Council of Richmond, Inc.
1001 E. Clay Street
Richmond, VA 23219

The Bank of Charlotte County
Phenix, VA 23959

The Chessie System
One Charles Center
Baltimore, MO 21201

The Dandy (Potomac Party Cruises)
Zero Prince St.
Alexandria, VA 22314

The Decoy Factory
Stoney Point Decoys, Ltd.
P.O. Box 220
Oak Hall, VA 23416

The Greenwood Partnership
P.O. Box 617
Lynchburg, VA 24505

The Highlands Association
RD 6, Box 407A
Abingdon, VA 24210

The Hill House
221 North St.
Portsmouth, VA 23704

The Inn at Montross
P.O. Box 908
Montross, VA 22520

The New River Travel Association of Virginia
P.O. Box 3726
Radford, VA 24143

The Virginia Discovery Museum
400 Ackley Lane
P.O. Box 5783
Charlottesville, VA 22905

The Virginia Thoroughbred
38 Garrett At.
Warrenton, VA 22186

Theatre Virginia
Boulevard & Grove Ave.
Richmond, VA 23221

Tidewater Dinner Theatre
6270 Northampton Blvd.
Norfolk, VA 23502

Tidewater SBI Corporation
P.O. Box 1776
Chesapeake, VA 23320

Tourist and Information Center
P.O. Box 236
Big Stone Gap, VA 24219

Town of Boykins
Boykins, VA 23827

Town of Crewe
Crewe, VA 23930

Town of Damascus
Damascus, VA 24236

Town of Elkton
173 West Spotswood Avenue
Elkton, VA 22827

Town of Gretna
Gretna, VA 24557

Town of Haysi
Haysi, VA 24256

Town of Herndon
P.O. Box 427
Herndon, VA 22070

Town of Independence
Independence, VA 24348

Town of Independence Industrial Development Authority
P.O. Box 99
Independence, VA 24348

Town of Keysville
P.O. Box 42
Keysville, VA 23947

Town of LaCrosse
LaCrosse, VA 23950

Town of Lebanon
Lebanon, VA 24266

Town of Louisa
Louisa, VA 23093

Town of Luray Industrial Development Authority
9 Linden Avenue
Luray, VA 22835

Town of Marion
P.O. Box 1005
Marion, VA 24354

Town of Mount Jackson
Mount Jackson, VA 22842

Town of New Market
New Market, VA 22844

Town of Onancock
Onancock, VA 23417

Town of Orange Industrial Development Authority
111 Landon Lane
Orange, VA 22960

Town of Pulaski Industrial Development Authority
120 Oakland Drive
Pulaski, VA 24301

Town of Saxis
P.O. Box 388
Accomack, VA 23301

Town of Smithfield
Smithfield, VA 23430

Town of South Hill Industrial Development Authority
117 W. Atlantic Street
South Hill, VA 23970

Town of St. Paul
St. Paul, VA 24283

Town of Tappahanock
Tappahanock, VA 22560

Town of West Point Industrial Development Authority
Box 249
West Point, VA 23181

Trail of Lonesome Pine Outdoor Drama
P.O. Box 1976
Big Stone Gap, VA 24219

Travel and Tourism Government Affairs Council
Two Lafayette Center
1133 21st Street, N.W.
Washington, D.C. 20036

Travel Industry Association of America
2 Lafayette Ctr.
1133 21st St., N.W.
Washington, D.C. 20036

Tuttle & Spice Gen. Store Museum
I-81, Exit 68
Shenandoah Caverns, VA 22847

U.S. Army Engineer Museum
Building 1000 Belvoir Rd. at 16th
Fort Belvoir, VA 22060

U.S. Army Quartermaster Museum
Fort Lee, VA 23801

Valentine Museum (Wickham-Valentine House)
1015 E. Clay Street
Richmond, VA 23219

Virginia Agribusiness Council
P.O. Box 718
Richmond, VA 23206

Virginia Angus Association, Inc.
909 Landonia Circle
Charlottesville, VA 22901

Virginia Arabian Horse Association
Rt. 10, Box 388
Fredericksburg, VA 22401

Virginia Association of Biological Farmers
P.O. Box 252
Flint Hill, VA 22627

Virginia Association of Meat Processors, Inc.
P.O. Box 410
Culpeper, VA 22701

Virginia Auction Markets Association
P.O. Box 1121
Harrisonburg, VA 22801

Virginia Aviation Museum
Richmond International Airport
5701 Huntsman Road
Sandston, VA 23150

Virginia Bankers Association
P.O. Box 462
Richmond, VA 23203

Virginia Beach Fishing Center
200 Winston Salem Ave.
Virginia Beach, VA 23451

Virginia Broiler Producers Association
Box 552
Harrisonburg, VA 22801

Virginia Bus Association
P.O. Box 8409
Richmond, VA 23226

Virginia Cares
P. O. Box 2868
Roanoke, VA 24001

Virginia Cattle Feeders Association
Rt. 2, Box 502
The Plains, VA 22171

Virginia Charolais Association
P.O. Box 238
Wolftown, VA 22748

Virginia Citizens Consumer Council
1611 Walter Reed Dr.
Arlington, VA 22204

Virginia Corn Growers Association
2735 Buford Road
P.O. Box 3724
Richmond, VA 23235

Virginia Draft Horse Association
Box 225
Bealton, VA 22712

Virginia Egg Council
P.O. Box 552
Harrisonburg, VA 22801

Virginia Electric and Power Co.
P.O. Box 2666
Richmond, VA 23261

Virginia Farm Bureau Federation
P.O. Box 27552
Richmond, VA 23261

Virginia Grange Council
11517 Second Branch Rd.
Chesterfield, VA 23883

Virginia Greenhouse Growers Association, Inc.
P.O. Box 291
Blacksburg, VA 24060

Virginia Guernsey Breeders Association
Rt. 4, Box 1B6
Rocky Mount, VA 24151

Virginia Highlands Travel Association
c/o Mt. Rogers PDC
1021 Terrace Drive
Marion, VA 23454

Virginia Jersey Cattle Club
10468 Brackets Ford Circle
Manassas, VA 22111

Virginia Natural Gas
5100 East Virginia Beach Boulevard
Norfolk, VA 23502

Virginia Polled Hereford Association
Rt. 1, Box 46
Mt. Crawford, VA 22841

Virginia Pork Industry Association
2076 White Marsh Road
Suffolk, VA 23434

Virginia Poultry Federation
P.O. Box 552
Harrisonburg, VA 22801

Virginia Purebred Livestock International, Inc.
Mt. Rush Farm
Buckingham, VA 23921

Virginia Purebred Yorkshire Swine Breeders Assoc.
Mt. Rush Farm
Buckingham, VA 23921

Virginia Quarter Horse Association
Rt. 1, Box 212
Farmville, VA 23901

Virginia Seedman's Association
Turf & Garden
P.O. Box 1326
Chesapeake, VA 23320

Virginia Sheep Federation
Rosedale, VA 24280

Virginia Shorthorn Association
Rt. 1, Box 66
Woodstock, VA 23664

Virginia Small Business Council, Inc.
Suite LL5, Old City Hall
1001 East Broad Street
Richmond, VA 23219

Virginia Soybean Association
Rt. 1, Box 500
Warsaw, VA 22572

Virginia Sports Hall of Fame, Inc.
P. O. Box 370
Portsmouth, VA 23705

Virginia State Appaloosa Horse Association
Rt. 1, Box 132-A1
Aldie, VA 22001

Virginia State Beekeepers Association
2122 Gum Road
Chesapeake, VA 23321

Virginia State Dairy Goat Association
Rt. 1, Box 127
Stanardsville, VA 22973

Virginia State Feed Association
P.O. Box 552
Harrisonburg, VA 22801

Virginia State Feeder Pig Association
DACS
P.O. Box 1163
Richmond, VA 23209

Virginia State Horticultural Society
P.O. Box 718
Staunton, VA 24401

Virginia Tobacco Growers Association
304 Forest Drive
South Boston, VA 24952

Virginia Turkey Association
P.O. Box 552
Harrisonburg, VA 22801

Virginia Welsh Pony Association
4531 Dexter St., NW
Washington, DC 20007

Virginia Wineries Association
P.O. Box 96
Barboursville, VA 22923

Virginia Zoological Park
3500 Granby Street
Norfolk, VA 23504

War Memorial Museum of Virginia
9285 Warwick Blvd.
Newport News, VA 23607

Warren County
P.O. Box 908
Front Royal, VA 22630

Warsaw-Richmond County Chamber of Commerce
P.O. Box 1141
Warsaw, VA 22572

Weston Manor
P.O. Box 851
Hopewell, VA 23860

Wharton's Wharf Harbor Cruises/Newport News
530 12th Street
Newport News, VA 23609

White Stone Chamber of Commerce
General Delivery
White Stone, VA 22578

White's Mill
Route 8, Box 293
Abingdon, VA 24210

Williamsburg Winery Ltd.
P.O. Box 1573
2638 Lake Powell Road
Williamsburg, VA 23187

Winchester Downtown Development Board
Rouss City Hall
Winchester, VA 22601

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