



Economic Development

Williams Mullen's Economic Development Team assists U.S.-based and international companies with relocation and expansion projects. Businesses considering the location of new facilities or operations face a barrage of challenges and decision points, from government incentive programs and immigration issues to real estate and corporate law issues. Your company needs a multidisciplinary team that possesses the skills and experience to make your project a success. That's where Williams Mullen's Economic Development Team can be a valuable resource.

The team is led by a former Virginia Secretary of Commerce and Trade, Pat Gottschalk, as well as board members of regional and local economic development partnerships.

We understand the inner workings of the executive and legislative branches of federal, state and local governments. Our professional credibility and knowledge of the process mean we are able to work with governmental decision makers to design innovative solutions tailored to the unique aspects of each development project, no matter where the location.

When negotiating incentives, you want to be able to rely on professionals who are intimately familiar with the various programs and the extent such programs can be accessed for your project. Our team's extensive experience and connections enable us to help you maximize your incentives package.

In addition to overall project management, the multidisciplinary team can assist with:

- Real estate.
- Corporate law.
- Federal, state and local government relations.
- Land use.
- International.
- Labor, employment and immigration.
- Environmental permitting.
- Immigration.
- Intellectual property.
- International tax.

With strong capabilities in all of the above areas, the team focuses on projects in the following sectors: advanced manufacturing; warehouse, distribution and logistics; research and development; technology (including information and communications technology, biotechnology, nanotechnology, modeling and simulation and cybersecurity); energy power generation (especially renewable power – hydro, wind, solar, biomass, ethanol, etc.); headquarters; and data centers. We are able to assist companies with related projects throughout the country.

Your company can depend on Williams Mullen for guidance in all of the legal disciplines involved in

relocating or expanding a business. Our team members have played instrumental roles in numerous major economic development projects. Among other projects, our team has:

- **Assisted a U.K. advanced manufacturer** of pipe-bending machines and systems in locating a facility in Danville, Va. – \$5 million in capital investment and 55 jobs.
- **Assisted a debt collection and finance company** in expanding its offices in Roanoke, Va. – \$4 million in capital investment and 115 new jobs.
- **Assisted an advanced manufacturing research consortium** in obtaining a \$3.5 million grant from the U.S. Department of Commerce Economic Development Administration and a \$9.5 million appropriation from the Virginia General Assembly to construct an advanced manufacturing apprentice academy in central Va.
- **Assisted a bioscience company** in expanding its headquarters in Virginia Beach – \$12.25 million in capital investment and 321 new jobs.
- **Assisted a Fortune 200 company** with the expansion of its North American headquarters in Chesapeake, Va. – \$110 million investment and 600 jobs.
- **Assisted a California-based water bottler** with its location in Chesterfield County, Va. – \$100 million investment and 76 jobs.
- **Assisted a U.K.-based automotive company** in its location in Danville, Va. – \$2 million investment and 45 jobs.
- **Assisted a Japanese-owned company** in locating its advanced manufacturing facility in Danville, Va. Work included negotiation of unique build-to-suit purchase and sale agreement, assistance with oversight of construction, advice regarding consulting agreements with construction management and quality control consultants – \$9.5 million investment and 45 jobs.
- **Assisted a Fortune 500 transportation company** in locating a \$230 million cargo terminal in Rocky Mount, N.C.
- **Assisted a Chinese pharmaceutical manufacturer in its acquisition** of all of the assets of a German-owned pharmaceutical plant in Petersburg, Va. – \$22.5 million investment and 376 jobs.
- **Assisted a Fortune 500 company** expanding to North Carolina in securing a \$17 million incentive grant – \$5 million investment and 600 jobs.
- **Assisted a Chinese furniture manufacturer** in establishing its operations in Smyth County, Va. – a \$4.65 million investment and 125 jobs.
- **Assisted one of the largest producers of candles in the world** in establishing its U.S. production facility in Pulaski County, Va. – \$18.3 million investment and 170 new jobs.
- **Assisted a Virginia County in attracting a major internet retailer** which created a one million square foot fulfillment center for expanding operations to Southeastern Va. – \$50 million investment and 390 jobs.
- **Assisted an Italian manufacturer in establishing operations** in Augusta County, Va.
- **Assisted a U.K. coatings manufacturer** in establishing a production facility in Martinsville, Va. – \$8 million investment and 45 jobs.
- **Assisted a U.K. advanced manufacturer** of pipe-bending machines and integrated systems in locating its first manufacturing facility to Pittsylvania County, Va. – \$5.2 million in capital investment and 55 jobs over five years.
- **Assisted a leading credit and finance company** with the expansion of its headquarters in Roanoke, Va. – \$4 million investment and 115 jobs.
- **Assisted a Brazilian manufacturer** in establishing a sales office in Henrico County, Va.
- **Assisted a Chinese biotechnology company** in establishing an office and laboratory in Richmond, Va.
- **Assisted a North Carolina county** in incentive negotiations that attracted an Indiana-based

furniture maker's manufacturing and distribution center

Working alongside state, regional and local economic development agencies, the Williams Mullen Economic Development Team has proven experience providing project solutions and hopes to partner with you to successfully launch your economic development project.

Experience

Your company can depend on Williams Mullen for guidance in all of the legal disciplines involved in relocating or expanding a business. Our team members have played instrumental roles in numerous major economic development projects. Among other projects, our team has:

- **Assisted a U.K. advanced manufacturer** of pipe-bending machines and systems in locating a facility in Danville, Va. - \$5 million in capital investment and 55 jobs.
- **Assisted a debt collection and finance company** in expanding its offices in Roanoke, Va. - \$4 million in capital investment and 115 new jobs.
- **Assisted an advanced manufacturing research consortium** in obtaining a \$3.5 million grant from the U.S. Department of Commerce Economic Development Administration and a \$9.50 million appropriation from the Virginia General Assembly to construct an advanced manufacturing apprentice academy in central Va.
- **Assisted a bioscience company** in expanding its headquarters in Virginia Beach - \$12.25 million in capital investment and 321 new jobs.
- **Assisted a Fortune 200 company** with the expansion of its North American headquarters in Chesapeake, Va. - \$110 million investment and 600 jobs.
- **Assisted a California-based water bottler** with its location in Chesterfield County, Va. - \$100 million investment and 76 jobs.
- **Assisted a U.K.-based automotive company** in its location in Danville, Va. - \$2 million investment and 45 jobs.
- **Assisted a Japanese-owned company** in locating its advanced manufacturing facility in Danville, Va. Work included negotiation of unique build-to-suit purchase and sale agreement, assistance with oversight of construction, advice regarding consulting agreements with construction management and quality control consultants - \$9.5 million investment and 45 jobs.
- **Assisted a Fortune 500 transportation company** in locating a \$230 million cargo terminal in Rocky Mount, N.C.
- **Assisted a Chinese pharmaceutical manufacturer in its acquisition** of all of the assets of a German-owned pharmaceutical plant in Petersburg, Va. - \$22.5 million investment and 376 jobs.
- **Assisted a Fortune 500 company** expanding to North Carolina in securing a \$17 million incentive grant - \$5 million investment and 600 jobs.
- **Assisted a Chinese furniture manufacturer** in establishing its operations in Smyth County, Va. - a \$4.65 million investment and 125 jobs.
- **Assisted one of the largest producers of candles in the world** in establishing its U.S. production facility in Pulaski County, Va. - \$18.3 million investment and 170 new jobs.
- **Assisted a Virginia County in attracting a major internet retailer** which created a one million

square foot fulfillment center for expanding operations to Southeastern Va. - \$50 million investment and 390 jobs.

- **Assisted an Italian manufacturer in establishing operations** in Augusta County, Va.
- **Assisted a U.K. coatings manufacturer** in establishing a production facility in Martinsville, Va. - \$8 million investment and 45 jobs.
- **Assisted a U.K. advanced manufacturer** of pipe-bending machines and integrated systems in locating its first manufacturing facility to Pittsylvania County, Va. - \$5.2 million in capital investment and 55 jobs over five years.
- **Assisted a leading credit and finance company** with the expansion of its headquarters in Roanoke, Va. - \$4 million investment and 115 jobs.
- **Assisted a Brazilian manufacturer** in establishing a sales office in Henrico County, Va.
- **Assisted a Chinese biotechnology company** in establishing an office and laboratory in Richmond, Va.
- **Assisted a North Carolina county** in incentive negotiations that attracted an Indiana-based furniture maker's manufacturing and distribution center

Working alongside state, regional and local economic development agencies, the Williams Mullen Team has proven experience providing project solutions and hopes to partner with you to successfully launch your economic development project.

Related News

- [Effects of Proposal to Limit Exemption of Municipal Bond Interest](#)
- [How Locating Near a University Could Benefit Your Company's Bottom Line](#)
- [Understanding The Virginia Freedom of Information Act \(FOIA\)](#)
- [North Carolina Adopts Rules To Govern Electronic Discovery](#)
- [Virginia's Version of E-Verify Signed Into Law](#)
- [Corporate Law Alert - North Carolina](#)
- [North Carolina's Version of E-Verify Signed Into Law](#)
- [Significant New Electronic Discovery Legislation in North Carolina Likely To Become Law](#)
- [Protecting Confidential Information and Trade Secrets](#)
- [eDiscovery & Information Governance ? Tips for Effectively Managing Your Email](#)
- [The ABCs of CDAs](#)
- [May 2011 Immigration Update](#)
- [Senate Passes Patent System Overhaul](#)
- [EPA Establishes New Rules for Chesapeake Bay Watershed](#)
- [10 FAQs for Foreign Companies Establishing Operations in the United States](#)
- [Jobs Commission Recommends Increased Funding to Promote Virginia](#)
- [Williams Mullen Assists Dinwiddie County IDA with Amazon.com Location](#)
- [Tom McVey Featured in Triangle Business Journal](#)
- [Tom McVey Spreads the Word about the U.S. Government's Stepped-Up Enforcement of Regulations Restricting the Export of U.S. Defense Technology](#)
- [Williams Mullen Presents Forum on Alternative Energy](#)
- [Pat Gottschalk Participates in Political Roundtable Discussion Hosted by Virginia Business Magazine](#)

- Williams Mullen Launches Economic Development Team
- Former Secretary of Commerce and Trade Joins Williams Mullen's Corporate Practice
- Williams Mullen Announces Election of New Partners
- SESALT Newsletter - April 2013
- Williams Mullen Helps Korona S.A. Establish \$18 Million U.S. Manufacturing Facility
- Williams Mullen Economic Development Team Helps Bring \$2.1 million and 125 Jobs to Smyth County, Virginia
- Distinguished Economic Development Professional Tony Copeland Joins Williams Mullen
- Triangle Business Journal highlights Tony Copeland's move to Williams Mullen
- Guest Op/Ed: Help the governor attract new business
- Williams Mullen Helps Evonik Corporation Establish \$15 Million Research Center in Chesterfield County
- Williams Mullen EB-5 Green Card FAQ
- Bill Harrison discusses Public-Private Partnerships projects in Inside Business
- AEROSPACE GROWTH ACCELERATES IN SOUTHEAST USA: Gulfstream, Boeing, Rolls Royce, AIRBUS and more
- FDI USA Newsletter - June 2015
- Williams Mullen Supports 17th Annual Southeast BIO Investor & Partnering Forum
- Pat Gottschalk and David Burton Article on the NLRB's Browning-Ferris Decision Published by Area Development
- FDI USA News - December 2015
- Tom Frantz Featured on Cover of Virginia Business Magazine
- Tom Frantz Named to 2016 "Most Influential Virginians" List
- Tom Frantz and Nicole Pugar Present on Richmond-Hampton Roads Mega-Region at William & Mary
- Williams Mullen Group Joins Chamber RVA for Intercity Visit to Pittsburgh
- Pat Gottschalk Elected Chair-Elect of ChamberRVA
- Tom Frantz Interviewed for European CEO Video Series on Businesses Moving to Virginia Beach
- 4 Williams Mullen Attorneys Named to Governor-elect Ralph Northam's Transition Policy Councils
- Williams Mullen Congratulates Brian Ball on Appointment to Become Special Advisor to the Governor for Economic Development
- Tom Frantz Co-Authors Op-Ed on How to Leverage Virginia's Higher-Education Assets
- Williams Mullen Congratulates Brian Ball on Appointment as Secretary of Commerce and Trade
- Pat Gottschalk Co-Authors Richmond Times-Dispatch Column on Making Virginia the 'Logistics Capital of the East Coast'
- Williams Mullen's Pat Gottschalk Elected Chair of ChamberRVA's Board of Directors
- Preston Lloyd Named to 2018 Class of Up & Coming Lawyers by Virginia Lawyers Weekly
- Woody Fowler Quoted in Virginia Business Story on Virginia Secretary of Commerce & Trade Brian Ball
- Tom Frantz Discusses Hampton Roads-Richmond Mega-Region Initiative with Inside Business
- Pat Gottschalk Discusses FDI in Richmond with Business Facilities Magazine
- Hadeel Abouhasira Named to Style Weekly's Top 40 Under 40
- Tom Frantz Discusses GO Virginia Economic Development Program on HearSay with Cathy Lewis
- Amish Patel Selected to the North Carolina Bar Association Leadership Academy

- Grig Scifres Discusses Economic Development in Hampton Roads with Virginia Business
- Tom Frantz Named to 2019 Inside Business Power List; Discusses RVA-Hampton Roads Megaregion
- Tom Frantz Discusses RVA-Hampton Roads Collaborative With Inside Business
- Bill Nusbaum Named to Virginia Israel Advisory Board
- Valerie Long Appointed to Board of the Central Virginia Partnership for Economic Development
- Pat Gottschalk Co-Authors RTD Op-Ed on Preparing Virginia Students for Tomorrow's Workforce

Related Events

- Williams Mullen Sponsors 10th Annual Virginia Economic Summit
- 10.31-12.5 | The 2020 Business Solutions Series Presented by the Hampton Roads Economic Development Alliance and Williams Mullen
- Economic Diversification Through International Opportunities - Shenandoah Valley Partnership
- Improving Mobility: Richmond's Transportation Success
- Legal Aspects of Foreign Direct Investment
- Pat Gottschalk Moderates Panel at Greater Richmond Partnership Forum
- Richmond Industrial Summit
- Virginia LDC Conference 2018
- The Future of Hampton Roads - ProcureCon Hampton Roads Industry Day 2018
- GO! Virginia: An Update on the Regional Growth & Diversification Plan
- Expanding to the US Market in 2017: Challenges and Opportunities
- German-American Business Luncheon
- Metro Richmond Exports Initiative - Lunch & Learn
- CDFA Virginia Financing Roundtable Conference
- Regional Forum on Economic Development
- CIVIC Leadership Institute 2016 - Hampton Roads Economy Panel
- Greater Richmond Exports Initiative: Marching toward a Regional Strategy
- 2015 Virginia Economic Summit - Moderator, Executive Panel
- Port of Virginia ? Political and Economic Issues
- Brownfield Redevelopment Discussion
- The Economic Development Team at Williams Mullen Presents a Forum on Alternative Energy
- Understanding the Site Selection Process
- Virginia Economic Development in 2013 and Beyond
- Fredericksburg Regional Alliance
- Roundtable in the Rockies
- Top 10 Legal Tips for Economic Developers: Staying Ahead of Your Competition in 2011
- Hon. Patrick O. Gottschalk to Speak at The Consultants Forum on Area Development

Related Attorneys

- Hadeel Abouhasira – 804.420.6452 – habouhasira@williamsmullen.com
- Hon. David B. Albo – 703.760.5210 – dalbo@williamsmullen.com

- Anthony H. Anikeeff – 703.760.5206 – aanikeeff@williamsmullen.com
- D. Earl Baggett – 804.420.6478 – ebaggett@williamsmullen.com
- William J. Benos – 804.420.6402 – bbenos@williamsmullen.com
- Wyatt M. Booth – 919.981.4031 – wbooth@williamsmullen.com
- David L. Dallas, Jr. – 434.951.5707 – ddallas@williamsmullen.com
- Anna K. Derewenda – 804.420.6094 – aderewenda@williamsmullen.com
- Robert C. Dewar – 804.420.6935 – rdewar@williamsmullen.com
- Jonathan A. Frank – 804.420.6911 – jfrank@williamsmullen.com
- Thomas R. Frantz – 757.473.5306 – tfrantz@williamsmullen.com
- Hon. Patrick O. Gottschalk – 804.420.6425 – pgottschalk@williamsmullen.com
- Alexander C. "Sandy" Graham, Jr. – 804.420.6458 – sgraham@williamsmullen.com
- Jessica J.O. King – 803.567.4602 – jking@williamsmullen.com
- Nicole Pugar Lawter – 703.760.5241 – npugarlawter@williamsmullen.com
- Stephanie Lipinski Galland – 202.327.5094 – slipinskigalland@williamsmullen.com
- T. Preston Lloyd, Jr. – 804.420.6615 – plloyd@williamsmullen.com
- Valerie Wagner Long – 434.951.5709 – vlong@williamsmullen.com
- Thomas B. McVey – 202.293.8118 – tmcvey@williamsmullen.com
- William L. Nusbaum – 757.629.0612 – wnusbaum@williamsmullen.com
- Grady A. Palmer – 757.629.0606 – gpalmer@williamsmullen.com
- Laurence V. Parker, Jr. – 804.420.6467 – lparker@williamsmullen.com
- Amish Patel – 919.981.4023 – apatel@williamsmullen.com
- David F. Paulson, Jr. – 919.981.4003 – dpaulson@williamsmullen.com
- Henry R. "Speaker" Pollard, V – 804.420.6537 – hpollard@williamsmullen.com
- Elizabeth O. Rafferty – 804.420.6245 – erafferty@williamsmullen.com
- Robert F. Riley – 202.293.8121 – rriley@williamsmullen.com
- Douglas L. Sbertoli – 804.420.6450 – dsbertoli@williamsmullen.com
- C. Grigsby Scifres – 757.473.5370 – gscifres@williamsmullen.com
- Theron M. "Tad" vanDusen – 919.981.4081 – tvandusen@williamsmullen.com
- Lemuel D. "Uel" Whitsett, V – 919.981.4314 – lwhitsett@williamsmullen.com
- Richard A. "Rick" Zechini – 919.981.4074 – rzechini@williamsmullen.com