



Economic Development

Businesses considering where to locate new facilities or operations face a barrage of decisions and challenges, ranging from which government incentive programs to pursue to a myriad of immigration, real estate and corporate law matters.

Williams Mullen's Economic Development Team assists U.S.-based and international companies with relocation and expansion projects. The team includes leaders of several regional and local economic development organizations.

Our multidisciplinary team draws on decades of experience ? including our understanding of the inner workings of the executive and legislative branches of federal, state and local governments ? to provide seamless and comprehensive government relations and legal services that maximize opportunities for our client's location decisions.

Working as a team enables us to draw effectively upon Williams Mullen resources in specific areas as needed. We can help with entity formation, incentive programs, state and local tax issues, real estate and land use, construction and development, environmental permitting, domestic and international tax planning, labor, employment and immigration, as well as federal, state and local government relations. While we are known for helping companies locate and grow in the Southeastern United States, we can assist companies in any state and are ready to help you wherever you land.

When retaining counsel for such significant projects, being able to rely on professionals who are intimately familiar with the various incentive programs and the extent such programs can be accessed is extremely valuable. Our team's extensive experience and connections enable us to maximize incentives packages and allows us to deliver innovative solutions tailored to the unique aspects of each development project, no matter where the location.

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

- Real estate
- Corporate law
- Federal, state and local government relations

- Financing
- Land use
- Labor, employment and immigration
- Environmental permitting
- Immigration
- Intellectual property
- International tax
- International trade

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, virtual reality and cybersecurity); energy power generation (especially renewable power ? hydro, land-based and offshore wind, solar, biomass, ethanol, etc.); headquarters; and data centers. We are able to assist companies with related projects throughout the country.

Working alongside state, regional and local economic development agencies, the Williams Mullen Economic Development Team has proven experience providing project innovative solutions to our clients.

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 New York-based manufacturer in locating a facility in North Carolina - \$5 million and 73 jobs.
- Assisted a UK-based manufacturer in locating a sales office in Henrico, Va.
- Assisted a Canadian-based manufacturer in locating a sales office in Charlottesville, Va.
- Assisted a Denmark-based manufacturer with its location in Henrico, Va. - \$1.35 million investment and ten jobs.
- 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 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 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.

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
- 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
- Gottschalk Helps Announce Formation of Virginians for Employee Free Choice

- Former Virginia Secretary of Commerce and Trade Brian Ball Returns to Williams Mullen
- Guide for Foreign Companies Establishing Operations in the United States (Checklist)

Related Events

- Valerie Long Joins Panel on the City of Charlottesville's New Zoning Ordinance and Its Implementation
- 2023 Virginia Economic Summit and Forum on International Trade
- The Intersect: A Tech + Policy Summit
- 13th Annual Virginia Economic Summit
- 68th Annual William & Mary Tax Conference
- What's Budding in Virginia?: A Primer on Marijuana Law CLE
- Employment Law 2021: Minimizing Risk in a New Enforcement Environment
- 11th Annual Virginia Economic Summit
- Metro Richmond Exports Initiative - Lunch & Learn
- Invest Southern Virginia - Profit in America Seminar
- Leasing Up Summer 2020: What We've Learned and How to Move Forward
- 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
- 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

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