

STATE OF THE CITY 2011

HILTON GARDEN INN - SUFFOLK CONFERENCE CENTER
APRIL 26, 2011 NOON – 2:00 P.M.

SUFFOLK'S STORY:
CELEBRATING THE PAST.
SHAPING OUR FUTURE.

MAYOR: BLACK TEXT

NARRATED VIDEO SCRIPT: RED TEXT

INTRODUCTION PROVIDED BY ROBIN SMITH COOKE,
SENIOR VICE PRESIDENT TOWNEBANK.

THANK YOU, ROBIN, FOR THOSE KIND WORDS. TO ALL OF YOU, GOOD AFTERNOON, AND WELCOME TO THE CITY OF SUFFOLK! THE SUFFOLK STATE OF THE CITY IS PRESENTED BY THE **HAMPTON ROADS CHAMBER OF COMMERCE**, AND ON BEHALF OF EVERYONE HERE, I'D LIKE TO SAY TO ALL THE MEMBERS OF THE CHAMBER: ***THANK YOU.*** WE APPRECIATE ALL THE WORK YOU DO TO PROMOTE OUR REGION AND OUR COMMUNITY, NOT JUST TODAY, *BUT EVERY DAY.*

I AM DELIGHTED THAT YOU COULD JOIN US FOR TODAY'S STATE OF THE CITY PRESENTATION, AS WE'VE GOT A GREAT STORY TO SHARE WITH YOU ABOUT SUFFOLK. IN FACT, THE MORE WE TELL OUR STORY, THE MORE ATTRACTIVE WE BECOME AS THE CITY OF CHOICE. AS WE TELL OUR STORY, WE ARE MARKETING WHO WE ARE AND WHAT WE HAVE TO OFFER TO BUSINESSES LOOKING FOR A PLACE TO SET-UP SHOP, TO TOURISTS LOOKING FOR A PLACE TO VISIT, TO CONVENTIONS LOOKING FOR A PLACE TO MEET, AND FOR FAMILIES LOOKING FOR A PLACE TO CALL "HOME". SO YOU SEE, WE MUST SHARE OUR STORY – *EVERY CHANCE WE GET!*

CERTAINLY, THE LAST FEW YEARS HAVE BEEN CHALLENGING, TO SAY THE LEAST. AND WE CAN'T IGNORE THE FACT THAT WE'RE FACING CONTINUED CHALLENGES, BUT MY TRUST IS IN THE FUTURE. WE'VE COME TOO FAR AND ACHIEVED TOO MUCH TO THINK ABOUT TURNING BACK NOW BECAUSE OF THE UNCERTAINTIES OF TOMORROW.

SINCE WE'RE TELLING OUR STORY, IT'S IMPORTANT THAT I **PREFACE** MY REMARKS WITH MY SINCERE GRATITUDE FOR THE FAITH AND TRUST YOU HAVE PLACED IN ME, AND FOR THE PRIVILEGE OF SERVING THIS GREAT CITY AS YOUR MAYOR.

I'D ALSO LIKE TO INCLUDE THE SPECIAL **ACKNOWLEDGEMENT** OF OUR CITY COUNCIL – AND I'D ASK THAT THEY STAND AND BE RECOGNIZED ONCE AGAIN. THANK YOU FOR YOUR LEADERSHIP REPRESENTING THE CITIZENS IN YOUR INDIVIDUAL BOROUGHES, AS WELL AS YOUR SINCERE DESIRE TO DO WHAT IS BEST FOR THE CITY AS A WHOLE.

THERE IS ANOTHER INDIVIDUAL THAT DESERVES A SPECIAL **DEDICATION**, AND THAT'S OUR CITY MANAGER – SELENA CUFFEE-GLENN, AND I'D ASK THAT SHE STAND AND BE RECOGNIZED. I'D ALSO LIKE TO CONGRATULATE SELENA ONCE AGAIN UPON RECEIVING THE 2010 DISTINGUISHED PUBLIC SERVICE AWARD BY THE

NATIONAL CONFERENCE OF MINORITY PUBLIC ADMINISTRATORS.

INDEED, **DEDICATION** IS AN APPROPRIATE MEANS OF INTRODUCTION AND FITTING DESCRIPTION OF SELENA **AND** OUR COMMITTED CITY EMPLOYEES, AND I'D ASK THAT THEY STAND AND BE RECOGNIZED. YOUR PROFESSIONALISM AND HARD WORK CONTINUE TO HELP US SHAPE THIS GREAT CITY, AND ENSURE THAT THE CHOICES WE MAKE TODAY WILL BENEFIT OUR CITY TOMORROW.

AS THE SAYING GOES, "*A GOOD BOOK HAS NO ENDING*", AND THERE IS NO END TO THE GOOD THINGS THAT ARE HAPPENING IN OUR CITY!

IF I HAD TO PICK JUST ONE ACCOMPLISHMENT IN 2010 THAT I WAS MOST PROUD OF, IT WOULD BE WHEN I LEARNED THAT SUFFOLK HAD BEEN SELECTED AS ONE OF THE **TOP 100 SMALL CITIES TO LIVE IN** BY CNN MONEY MAGAZINE. COMPARING STATISTICS FROM 746 U.S. CITIES ACROSS THE NATION IN 37 DIFFERENT CRITERIA, THEY

CONSIDERED FACTORS SUCH AS GOOD JOBS, LOW CRIME, CHARM, RECREATIONAL ACTIVITIES AND MANY MORE ATTRIBUTES THAT MAKE A CITY A GREAT PLACE TO RAISE A FAMILY. SUFFOLK SCORED PARTICULARLY HIGH IN THE JOB GROWTH CATEGORY, DUE IN LARGE PART TO OUR DIVERSIFIED EMPLOYMENT BASE. ACTUALLY, WE RANKED ALMOST 10 PERCENTAGE POINTS BETTER THAN THE AVERAGE OF THE “BEST CITIES”, AS EVIDENCED BY THE WIDE VARIETY OF BUSINESSES AND INDUSTRIES THAT HAVE CHOSEN TO CALL SUFFOLK “HOME” SINCE 2000.

IT’S NOT JUST THE RECOGNITION ITSELF THAT WE’RE PROUD OF, BUT THE CONFIRMATION THAT OUR EFFORTS – AND THE EFFORTS OF MANY OTHER COMMUNITY PARTNERS – ARE BUILDING A “**BEST PLACE**” CITY. NOW IS CERTAINLY NOT THE TIME TO “*CLOSE THE BOOK*” ON THE ACCOMPLISHMENTS AND PROGRESS WE HAVE MADE. EVEN IN TOUGH ECONOMIC TIMES, ***IT’S A GOOD TIME TO BE IN SUFFOLK!***

INDEED, YOU COULD SAY THAT *SUFFOLK'S STORY* IS A ***CELEBRATION OF THE PAST*** AS WE ***SHAPE OUR FUTURE***. LET'S TAKE A LOOK...

VIDEO: PEOPLE TEND TO FORGET THAT THE WORD "HISTORY" CONTAINS THE WORD "STORY", AND SUFFOLK CERTAINLY HAS A FASCINATING PAST. IN FACT, ON THIS VERY SITE IN 1729, JOHN CONSTANT BUILT A WAREHOUSE HERE ON THE NANSEMOND RIVER KNOWN AS "CONSTANT'S WHARF", THUS ESTABLISHING A BURGEONING TRADING CENTER FOR TOBACCO, LUMBER AND FARM PRODUCTS. JUST AS WE WERE CENTURIES AGO, SUFFOLK IS STILL A HUB OF ACTIVITY AND A MAJOR PLAYER IN THE WAREHOUSE INDUSTRY.

LET'S ALSO NOT FORGET SUFFOLK'S HISTORY OF STRENGTH IN THE FACE OF ADVERSITY, AFTER ALL, WE WERE BURNED BY THE BRITISH IN 1779 DURING THE REVOLUTIONARY WAR, REBUILT BY 1789 – AND THEN SUFFERED YET ADDITIONAL FIRES IN THE LATE 1800'S, WHICH VIRTUALLY DESTROYED ALL OF DOWNTOWN – AND

YET THEY CONTINUED ON. MOST RECENTLY, SUFFOLK ALSO DEALT WITH A MAJOR CATASTROPHE AT THE HANDS OF MOTHER NATURE, SUFFERING A DEVASTATING CLASS III TORNADO IN 2008 WHICH RESULTED IN DAMAGES EXCEEDING \$28 MILLION, BUT STILL WE REBUILT AND PERSEVERED. AND WE WILL CONTINUE TO MOVE FORWARD, EVEN IN THE FACE OF THIS STARK, UNPREDICTABLE ECONOMIC CLIMATE. YOU SEE, QUITTING OR GIVING UP IS NOT IN OUR NATURE.

IT'S EVIDENT THAT WE CAN'T AFFORD TO BACKSLIDE. WE MUST PROTECT THE PROGRESS WE HAVE MADE.

THERE ARE LIMITS TO WHAT WE CAN DO WITH OUR BUDGET, BUT NO LIMIT TO OUR IMAGINATION AND INGENUITY. HERE IN SUFFOLK, WE'RE NOT GOING TO STOP THINKING ABOUT AND PLANNING FOR OUR FUTURE NOW.

ONE WAY TO ENHANCE OUR FUTURE IS TO RESPECT OUR CITY'S PAST. THIS YEAR SUFFOLK TOOK A GIANT STEP IN THAT DIRECTION WHEN CITY COUNCIL VOTED TO

GIVE LAND TO THE NANSEMOND INDIANS FOR THE DEVELOPMENT OF MATTANOCK TOWN. PLANS BY THE NANSEMOND TRIBE FOR THAT LAND INCLUDE A REPLICA OF A 17TH CENTURY VILLAGE, A CULTURAL CENTER, HIKING TRAILS, GIFT SHOP AND BURIAL GROUND. IN ADDITION TO THE GREAT BENEFIT THIS WILL PROVIDE TO PRESERVING THE HISTORY OF THE NANSEMOND INDIAN TRIBE, IT WILL ALSO BE AN EDUCATIONAL OPPORTUNITY FOR OUR YOUTH AS AMERICAN INDIAN EDUCATION WILL BE AVAILABLE WHICH WOULD HELP VIRGINIA STUDENTS FULFILL STANDARDS OF LEARNING REQUIREMENTS. AGAIN, THIS IS AN EXCELLENT EXAMPLE OF ONE OF THE MANY WAYS WE “CELEBRATE OUR PAST”.

JOIN ME NOW AS WE TAKE A FIRSTHAND LOOK AT THE SELECTION CRITERIA USED BY CNN MONEY MAGAZINE TO DETERMINE OUR “TOP 100 IN AMERICA” STANDING – OR WHAT WE CONSIDER THE “**CHAPTERS**” OF OUR STORY – STARTING WITH OUR **FINANCIAL STANDING...**

VIDEO: (SOUND BITES DAVID ROSE, SR. - VP DAVENPORT & COMPANY, LLC AND G. ROBERT ASTON, JR. - CHAIRMAN/CEO TOWNEBANK)

IN 2011, WE STAND HAND IN HAND AT THE START OF A NEW CHAPTER, ONE THAT FOCUSES ON A BRIGHTER FUTURE AND CONTINUED RECOVERY. OUR CITY AND BUSINESSES ARE INNOVATIVE AND CUTTING-EDGE BECAUSE WE KNOW INVESTMENT, EVEN IN TOUGH TIMES, BRINGS LONG-TERM GAIN. INVESTMENTS IN INNOVATION, EDUCATION AND INFRASTRUCTURE WILL CONTINUE TO MAKE SUFFOLK A BETTER PLACE TO DO BUSINESS, AND CREATE MORE JOBS.

TO ENSURE HEALTHY ECONOMIC DIVERSITY, WE DON'T KEEP ALL OF OUR EGGS IN ONE BASKET WHEN IT COMES TO JOBS OR ECONOMIC AND CAPITAL INVESTMENTS. THE BUSINESSES THAT CALL SUFFOLK HOME ARE JUST AS DIVERSE AS OUR CULTURE. ADDITIONAL GOOD NEWS IS THAT INTEREST RATES

REMAIN LOW, AND CONSUMER SPENDING IS GOING UP.

WE ARE POISED FOR PROGRESS!

SUFFOLK'S FINANCIAL POSITION CONTINUES TO IMPROVE BECAUSE OF STRONG MANAGEMENT PRACTICES. IN FACT, STANDARD & POOR'S UPGRADED THE CITY'S RATING TO "AA" WITH A POSITIVE OUTLOOK. OTHER FINANANCIAL ACCOMPLISHMENTS INCLUDE REFUNDING OF BONDS, WHICH RESULTED IN \$1.6 MILLION IN SAVINGS TO THE CITY. IN 2010, WE ALSO RECEIVED OUR 26TH GOVERNMENT FINANCE OFFICERS ASSOCIATION CERTIFICATE OF EXCELLENCE IN FINANCIAL REPORTING. OUR BUDGET IS SOUND BECAUSE OF OUR CONTINUOUS EFFORTS TO MINIMIZE OUR COSTS AND BE MORE EFFECTIVE IN DELIVERING OUR SERVICES. WE HAVE SET CLEAR PRIORITIES, AND WE ARE REALISTIC ABOUT WHAT WE CAN AFFORD. IN TIMES LIKE THESE, WE HAVE TO BE FLEXIBLE AND PRACTICAL. WE KNOW WE HAVE LIMITATIONS -- BUT *I'M FOCUSED ON THE POSSIBILITIES.*

ANOTHER CATEGORY CNN CONSIDERED WHEN
SELECTING SUFFOLK WAS OUR **HOUSING INDUSTRY**.
WE'VE PUT THE WELCOME MAT OUT FOR YOU...

VIDEO: (SOUND BITES JOHN PETERSON, III – THE
TERRY•PETERSON COMPANIES AND ROBERT T. WILLIAMS,
PRESIDENT/CEO TRI-CITY DEVELOPERS, LLC)

WHETHER A FIRST-TIME BUYER, OR IF YOU'RE
LOOKING FOR YOUR "DREAM HOME", WE'VE GOT YOU
COVERED! SUFFOLK HAS A MULTITUDE OF OPTIONS
AVAILABLE, FROM AFFORDABLE SINGLE-FAMILY HOUSING,
TO APARTMENTS, CONDOMINIUMS AND RETIREMENT
COTTAGES. WHETHER YOU CHOOSE TO LIVE IN AN
HISTORIC HOME, A TREND-SETTING LOFT IN OUR
BUSINESS DISTRICT, ONE OF OUR LOVELY ESTABLISHED
NEIGHBORHOODS, YOU'RE LOOKING TO BUILD, OR WANT
TO ENJOY ALL THAT "COUNTRY LIVING" HAS TO OFFER,
YOU'LL FIND IT ALL IN SUFFOLK!

AS A REALTOR, I KNOW TOO WELL THE IMPORTANCE OF LOCATION. *QUALITY LAND AT A GOOD PRICE* – THAT’S WHAT DRAWS FAMILIES TO SUFFOLK!

WE HAVE A HOST OF HOUSING CHOICES AVAILABLE TO SUIT EVERY BUDGET OR TASTE. OUR THOUGHTFULLY LAID OUT PLANS INCLUDE WELL-LOCATED SHOPPING, RESIDENTIAL, COMMERCIAL AND MEDICAL FACILITIES TO ADD TO THE CONVENIENCE OF TODAY’S BUSY FAMILIES. FOR EXAMPLE, JUST LOOK AT THE EVER EVOLVING HARBOUR VIEW AREA – THE BRAINCHILD OF BOB WILLIAMS – AND ONE OF SUFFOLK’S PREMIER HOUSING COMMUNITIES.

THE RIVERFRONT NEIGHBORHOOD IN HARBOUR VIEW WILL BE “HOME” ONCE AGAIN TO THE TIDEWATER BUILDERS ASSOCIATION’S “HOMEARAMA” EVENT THIS FALL. SHOWCASING THIS EVENT IN SUFFOLK FOR THE THIRD TIME IN 10 YEARS SPEAKS “**VOLUMES**” ABOUT THE WONDERFUL THINGS THAT ARE HAPPENING IN OUR CITY.

SPEAKING OF WONDERFUL THINGS RELATED TO HOUSING, THE JEFFERSON LOFTS RECEIVED THE 2010 AWARD OF EXCELLENCE FOR THE BEST HISTORIC REHABILITATION PROJECT AT THE 14TH ANNUAL HAMPTON ROADS ASSOCIATION FOR COMMERCIAL REAL ESTATE'S EXCELLENCE IN DEVELOPMENT DESIGN AWARDS. THE LOFTS ARE ANOTHER EXAMPLE OF CREATIVE ADAPTIVE REUSE OF A BUILDING WORTHY OF RENOVATION – *AND ANOTHER OPPORTUNITY FOR PEOPLE LOOKING FOR THAT ONE-OF-A-KIND PROPERTY TO CALL HOME!*

ALSO UNDERWAY IS THE FAIRGROUNDS PROJECT – WITH THE NEW HEALTH & HUMAN SERVICES BUILDING SERVING AS THE CATALYST FOR NEW DEVELOPMENT. THIS PROJECT WILL OFFER AFFORDABLE HOMES IN A NEW DOWNTOWN NEIGHBORHOOD WITH A MIX OF HOUSING TYPES.

AS YOU CAN SEE, IN REGARDS TO HOUSING, SUFFOLK HAS A VISION AND A PLAN, AND THAT HAS MADE A DIFFERENCE THROUGHOUT THE CITY.

OF COURSE, ANOTHER IMPORTANT FACTOR IN DECIDING WHERE YOU CALL “HOME” IS THE QUALITY OF THE SCHOOLS. EVERY CHILD NEEDS A CHANCE TO SUCCEED. TODAY’S YOUTH CAN BE CONSIDERED THE “INNOVATION GENERATION”. JOIN ME IN THE CLASSROOM AS WE LOOK AT **EDUCATION...**

VIDEO: (SOUND BITES DR. DERAN WHITNEY, SUPERINTENDENT SUFFOLK PUBLIC SCHOOLS AND SUSAN BRAFORD, SUFFOLK PUBLIC SCHOOLS TEACHER OF THE YEAR)

SUFFOLK PUBLIC SCHOOLS CONTINUES TO MAINTAIN 100 PERCENT FULL STATE ACCREDITATION AT ALL 21 OF ITS SCHOOLS, AS WELL AS A DIVISION-WIDE ACCREDITATION FROM THE SOUTHERN ASSOCIATION OF COLLEGES AND SCHOOLS.

ACROSS THE CITY, CLASSROOM LESSONS ARE SUPPORTED WITH STATE-OF-THE-ART TECHNOLOGY. FOR THREE YEARS NOW, A HIGH SCHOOL PROGRAM IN MODELING & SIMULATION PREPARES GRADUATES FOR

EXCITING CAREERS IN THE FAST-GROWING FIELD OF HIGH TECH. CLASSES IN COMPUTER ANIMATION, AND IN COMPUTER SIMULATION EXPAND CAREER CHOICES FOR MANY STUDENTS – AND HELPS TO MEET SUFFOLK’S DEMAND FOR WORKERS SPECIALIZED IN HIGH-TECH SKILLS.

A WELL-EDUCATED STUDENT IS ALSO A WELL-ROUNDED STUDENT, AND ATHLETIC, MUSICAL AND THEATRICAL EXCELLENCE ALSO PLAYS A MAJOR ROLE HERE. THE LAKELAND HIGH SCHOOL’S QUIET STORM MARCHING BAND WAS SELECTED TO REPRESENT THE COMMONWEALTH OF VIRGINIA AND PERFORMED AT THE NATIONAL MEMORIAL DAY PARADE IN WASHINGTON LAST YEAR.

LAKELAND ALSO BECAME THE VIRGINIA HIGH SCHOOL LEAGUE GROUP AAA FIELD HOCKEY **STATE CHAMPIONS** IN 2010 WITH A PERFECT 24-0 SEASON. THEY WERE RANKED *4TH* IN THE NATION, AND ALSO EARNED THE STATE

SPORTSMANSHIP AWARD FOR THE SECOND
CONSECUTIVE YEAR.

ATHLETIC ABILITY AND SPORTSMANSHIP ARE ONLY A
PART OF WHAT MAKES THESE PLAYERS SUCCESSFUL.
THE TEAM CAN ALSO BOAST A 3.8 COMBINED GRADE
POINT AVERAGE. WELL DONE, LADIES, AND
CONGRATULATIONS COACH WORLEY!

NANSEMOND RIVER HIGH SCHOOL WON THE VIRGINIA
HIGH SCHOOL LEAGUE'S AAA REGIONAL THEATER
CHAMPIONSHIP, AND THEIR ROBOTICS TEAM AND THEIR
SOCCER-PLAYING ROBOT WON THE STATE 2010 ALL-STAR
ROOKIE AWARD.

YES, IN SUFFOLK, EVERY STUDENT IS A STAR, AND
TOGETHER WE HELP THEM SHINE!

IT HAS BEEN SAID THAT, *"EDUCATION IS THE
PASSPORT TO THE FUTURE, FOR TOMORROW BELONGS
TO THOSE WHO PREPARE FOR IT TODAY"*. I CAN PROUDLY
SAY THAT IN SUFFOLK, THE EDUCATIONAL
OPPORTUNITIES AVAILABLE FOR OUR CHILDREN ALSO

REFLECT OUR BELIEF THAT MAINTAINING OUR LEADERSHIP IN RESEARCH AND TECHNOLOGY IS CRUCIAL NOT ONLY TO OUR CITY'S SUCCESS, BUT TO AMERICA'S SUCCESS. INDEED, WE ARE FORTUNATE TO HAVE MANY OF OUR AREA'S MODELING AND SIMULATION BUSINESSES PLAYING A SIGNIFICANT ROLE IN THAT PROCESS.

TO QUOTE JOHN DEWEY, "EDUCATION IS A SOCIAL PROCESS. EDUCATION IS GROWTH. EDUCATION IS, NOT A PREPARATION FOR LIFE; EDUCATION IS LIFE ITSELF."

IT'S NOT JUST OUR FANTASTIC LOCATION, OUR MYRIAD HOUSING OPPORTUNITIES OR OUR HIGH-TECH SCHOOLS THAT WE'RE KNOWN FOR, BUT OUR **QUALITY OF LIFE** IS SECOND TO NONE IN THE HAMPTON ROADS AREA. JUST TAKE A LOOK FOR YOURSELF...

VIDEO: (SOUND BITES L. D. BRITT, MD, MPH, FACS, FCCM, BRICKHOUSE PROFESSOR & CHAIRMAN EVMS DEPARTMENT OF SURGERY AND LEONARD HORTON, DIRECTOR OF SOCIAL SERVICES)

RESIDENTS OF SUFFOLK ENJOY A QUALITY OF LIFE THAT'S UNMATCHED IN OUR REGION. ALL OF LIFE'S AMENITIES AND NECESSITIES ARE NEARBY. AS WE'VE ALREADY HEARD, OUR SCHOOLS OFFER QUALITY EDUCATION WITH THE BEST IN TECHNOLOGY TO PROVIDE OUR CHILDREN WITH THE SKILLS THEY NEED TO COMPETE IN A GLOBAL ECONOMY.

MEDICAL CARE HERE IS SECOND TO NONE, WITH A VAST NUMBER OF HEALTHCARE CHOICES NOW AVAILABLE IN OUR CITY. SENTARA OBICI HOSPITAL, SENTARA BELLE HARBOUR, AND THE EXPANDING BON SECOURS HEALTH CENTER ARE WONDERFUL EXAMPLES OF THE EXCEPTIONAL, PERSONALIZED HEALTH CARE NOW AVAILABLE AT THE NEIGHBORHOOD LEVEL.

IT'S OBVIOUS THAT NOT ONLY ARE WE A GROWING CITY, BUT ALSO WE'RE A CITY WHO CARES ABOUT THE HEALTH AND WELLBEING OF ITS CITIZENS.

THE HEALTH AND HUMAN SERVICES BUILDING IS A ONE-STOP-SHOP FOR CITIZENS IN SEARCH OF ENHANCED HEALTH, HOPE AND HEALING.

THE OBICI HEALTHCARE FOUNDATION OPENED ITS NEW HEADQUARTERS DOWNTOWN LATE LAST SPRING, AND THEY'RE COMMITTED TO CONTINUING AMADEO OBICI'S VISION OF IMPROVING THE HEALTH STATUS OF OUR CITIZENS.

ADDING TO OUR QUALITY OF LIFE IS A VAST ARRAY OF RESTAURANTS – FROM FINE DINING TO CASUAL. AN ABUNDANCE OF SHOPPING OPPORTUNITIES ALSO EXISTS, AND WE'RE CUTTING RIBBONS AND WELCOMING NEW BUSINESSES EVERY MONTH! THROUGH SUPPORTING THESE BUSINESSES BY SHOPPING AND DINING LOCALLY, WE KEEP MORE DOLLARS IN OUR LOCAL ECONOMY, FUNDING IMPORTANT LOCAL SERVICES.

PUBLIC SAFETY IS CRITICAL TO OUR GROWTH AND WELL BEING AS A CITY. TO ENSURE THAT WE PROVIDE THE MOST EFFICIENT RESPONSE TIMES IN SERVING OUR

EVER-GROWING COMMERCIAL AND RESIDENTIAL AREAS, LAST AUGUST WE PROUDLY CUT THE RIBBON ON THE KING'S FORK PUBLIC SAFETY CENTER. THIS 25,000 SQUARE-FOOT FACILITY HOUSES A FIRE STATION, OFFICES FOR SUFFOLK FIRE DEPARTMENT ADMINISTRATION, AS WELL AS THE SUFFOLK EMERGENCY OPERATIONS CENTER.

IT WAS NO COINCIDENCE THAT THE EVENING OF THE RIBBON CUTTING, WE ALSO KICKED OFF SUFFOLK'S 2010 NATIONAL NIGHT OUT CELEBRATION. PARTNERING WITH THE COMMUNITY IS AT THE VERY HEART OF THE PHILOSOPHY OF THE MEN AND WOMEN WHO HAVE SWORN TO SERVE AND PROTECT OUR CITIZENS. NOWHERE IS THIS PARTNERSHIP MORE EVIDENT THAN IN OUR NATIONAL NIGHT OUT CELEBRATIONS. EARNING **FIRST PLACE NATIONAL RANKINGS IN RECENT YEARS** FROM THE NATIONAL ASSOCIATION OF TOWN WATCH, OUR COMMUNITIES AND PUBLIC SAFETY PARTNERS ARE

COMMITTED TO BUILDING SAFER AND BETTER NEIGHBORHOODS THROUGH COMMUNITY INVOLVEMENT.

YES, IN SUFFOLK, WE CAN PROUDLY SAY THAT NEIGHBORS STILL LOOK OUT FOR NEIGHBORS, AND OLD-FASHIONED VALUES LIVE IN THE HEARTS OF OUR CITIZENS.

THERE HAS NEVER BEEN A BETTER TIME TO LIVE, WORK AND PLAY IN SUFFOLK. OUR CITY HAS NEVER BEEN MORE VIBRANT OR SAFER. LAST YEAR ALONE SUFFOLK EXPERIENCED A 9% REDUCTION IN PART ONE CRIME. IN ADDITION, OUR FIRE AND RESCUE DEPARTMENT IS PROUD OF ITS 99% CUSTOMER SATISFACTION RATING FROM OUR CITIZENS. I WOULD LIKE TO THANK OUR PUBLIC SAFETY OFFICERS FOR THEIR TREMENDOUS DEDICATION AND COMMITMENT TO OUR COMMUNITY, AND ASK THAT THEY STAND AND BE RECOGNIZED.

IN SUFFOLK, PUBLIC SAFETY ISN'T A SPECTATOR SPORT. SAFE NEIGHBORHOODS ARE THE RESULT OF OUR

CITIZENS AND POLICE WORKING TOGETHER TO MAKE A DIFFERENCE.

THANKS TO A GRANT FROM THE U. S. DEPARTMENT OF HOMELAND SECURITY, THE SUFFOLK POLICE DEPARTMENT WILL ALSO SOON HAVE A MUCH NEEDED MOBILE COMMAND CENTER TO IMPROVE ITS RESPONSES TO NATURAL DISASTERS, HOSTAGE SITUATIONS AND OTHER INCIDENTS. IN CRITICAL EMERGENCY SITUATIONS, THE VEHICLE WILL HAVE THE CAPABILITY TO OPERATE POLICE AND FIRE DISPATCHING FOR THE ENTIRE CITY.

ALSO ADDING TO OUR QUALITY OF LIFE – AND THE REDUCTION IN RESPONSE TIMES – IS THE EXPANSION OF THE DRIVER FIRE STATION, SCHEDULED TO BE COMPLETED LATER THIS SUMMER. LOCATED IN ONE OF OUR FASTEST GROWING CORRIDORS, THIS EXPANSION WILL ALLOW THE STATION TO HAVE CAREER FIREFIGHTERS PRESENT AT ALL TIMES.

THE QUALITY OF LIFE FOR OUR PETS WILL BE ENHANCED BY THE MUCH NEEDED ANIMAL SHELTER

EXPANSION. ADDING 3,600 SQUARE FEET OF NEW KENNEL SPACE, TO INCLUDE A PUBLIC LOBBY AND ADOPTION SUPPORT SPACE – AS WELL AS RENOVATION OF THE EXISTING SHELTER – THIS PROJECT IS LONG OVERDUE. SCHEDULED FOR COMPLETION THIS FALL, THE EXPANSION IS A WELCOME ENHANCEMENT FOR THE SERVICES AND PROGRAMS AIDING IN THE RESCUE, REHABILITATION AND ADOPTION OF DOGS AND CATS IN SUFFOLK.

ANOTHER MAJOR FOCUS OF QUALITY OF LIFE IS THE AVAILABILITY OF THE BEST MEDICAL CARE ON THE EAST COAST. SUFFOLK IS HOME TO NUMEROUS LEADING MEDICAL CENTERS STAFFED BY WORLD-CLASS PHYSICIANS, MEDICAL RESEARCHERS AND OTHER HEALTHCARE PROFESSIONALS – AND THE LIST KEEPS GROWING!

SPEAKING OF GROWING, ACCORDING TO RECENT CENSUS FIGURES, SUFFOLK'S POPULATION HAS SKYROCKETED, WITH A 32.8 PERCENT INCREASE IN

RESIDENTS SINCE 2000. WE ARE LEADING THE GROWTH IN THE GREATER HAMPTON ROADS AREA, AND WE ARE SECOND ONLY TO NORTHERN VIRGINIA! ALSO, CONSIDER THAT SUFFOLK'S MEDIAN HOUSEHOLD INCOME GREW BY 55 PERCENT BETWEEN 1999 AND 2009 – MORE THAN ANY OTHER CITY OR COUNTY IN VIRGINIA!

UNDOUBTEDLY, OUR *QUALITY OF LIFE* IS ONE OF THE PRIMARY REASONS WE ARE GROWING AND PROGRESSING. IT IS THE **KEY MOTIVATOR** DRAWING NEW RESIDENTS AND BUSINESSES TO OUR CITY.

TO QUOTE BENJAMIN FRANKLIN, *“WITHOUT CONTINUAL GROWTH AND PROGRESS, SUCH WORDS AS IMPROVEMENT, ACHIEVEMENT, AND SUCCESS HAVE NO MEANING.”* THIS IS JUST AS TRUE TODAY AS IT WAS OVER 235 YEARS AGO, AS WE CONTINUALLY STRIVE TO MAKE SUFFOLK THE JEWEL OF HAMPTON ROADS.

SPEAKING OF ACHIEVEMENT, SUFFOLK HAS WON A STATE CLEAN WATER AWARD. ADDING TO OUR QUALITY OF LIFE, THE G. ROBERT HOUSE JR. WATER TREATMENT

FACILITY IN CHUCKATUCK RECEIVED A SILVER AWARD IN THE VIRGINIA DEPARTMENT OF HEALTH'S EXCELLENCE IN WATER TREATMENT PLANT 2010 PERFORMANCE AWARDS.

WE ALSO CANNOT TALK ABOUT *QUALITY OF LIFE* WITHOUT INCLUDING THE TREMENDOUS IMPACT MADE BY THE GROWTH OF THE MODELING AND SIMULATION INDUSTRIES, EVIDENT IN THE NORTHERN CORRIDOR OF OUR CITY. EVEN WITH JFCOM CHALLENGES, NEW OPPORTUNITIES CONTINUE AS OUR TECHNOLOGY ZONE IS FLOURISHING WHILE THIS SECTOR CONTINUES TO DEVELOP AND DIVERSIFY IN OUR CITY.

WHEN YOU TALK ABOUT *QUALITY OF LIFE* ISSUES, YOU'RE TALKING ABOUT INDIVIDUALS HAVING CHOICES. IT IS EVIDENT THAT CHOICES ABOUND IN SUFFOLK. BUT EVEN MORE IMPORTANT IS THE SPIRIT OF CARING FOR OUR COMMUNITY AND THE OLD SOUTHERN HOSPITALITY THAT PERMEATES EVERY PART OF THE CITY AND DEFINES WHAT *QUALITY OF LIFE* TRULY MEANS IN OUR CITY. OUR

GOAL IS FOR EVERY CITIZEN OR BUSINESS IN THE CITY TO EXPERIENCE QUALITY OF LIFE.

ANOTHER “CHAPTER” IN SUFFOLK’S **STORY** IS OUR UNPARALLELED OPPORTUNITIES IN ***LEISURE & CULTURE***, AS YOU’LL SEE HERE...

VIDEO: (SOUND BITES LAKITA FRAZIER, DIRECTOR OF SUFFOLK PARKS & RECREATION AND LINDA STEVENS, SUFFOLK FESTIVALS, INC.)

SUFFOLK IS THE IDEAL PLACE TO CELEBRATE OUR DIVERSITY OF CULTURE, HISTORY, EVENTS AND ATTRACTIONS. HERE, YOU ENCOUNTER WONDERFUL CHARM, BUT ALSO AMAZING ELECTRICITY! ALL OF THESE PIECES ADD TO THE WHOLE EXPERIENCE.

IN SUFFOLK, YOU CAN HEED THE CALL OF THE WILD. THERE’S NOTHING QUITE LIKE A VISIT TO THE GREAT DISMAL SWAMP NATIONAL WILDLIFE REFUGE TO PUT YOU IN TUNE WITH NATURE. MYSTERIOUS, REMOTE, AND HAUNTINGLY BEAUTIFUL, THIS IS A MUST-SEE, NO MATTER WHAT THE SEASON IS!

CHALLENGING GOLF COURSES ABOUND, EVERY ONE WITH SPECTACULAR WATER VIEWS.

SPEAKING OF WATER, HERE YOU'LL FIND SOME OF THE BEST FRESH WATER FISHING SPOTS ON THE EAST COAST!

FOR HISTORY BUFFS, A WALK THROUGH CEDAR HILL CEMETERY, A VISIT TO THE RIDDICK'S FOLLY HOUSE MUSEUM, OR A STOP AT THE SEABOARD STATION RAILROAD MUSEUM ARE JUST A FEW OF THE "GOOD TIMES" THAT AWAIT YOU.

FOR OUR ADVENTUROUS YOUTH, WE'VE JUST OPENED TWO NEW CUSTOM CONCRETE SKATE PARKS – ONE TO COMPLEMENT THE KIDSZONE COMMUNITY PLAYGROUND AT LAKE MEADE, AND A SECOND AT BENNETT'S CREEK PARK.

ANOTHER SPECTACULAR LOCATION ENHANCING OUR "LEISURE TIME" IS THE EAST SUFFOLK RECREATION CENTER, WHICH OPENED IN 2009 AND WAS JUST THIS YEAR THE PROUD WINNER OF THE BEST STATEWIDE

RENOVATION OF AN EXISTING FACILITY AWARD BY THE VIRGINIA RECREATION AND PARK SOCIETY.

THE SUFFOLK CENTER FOR CULTURAL ARTS IS JUST THAT – A TRUE **COMMUNITY** ARTS CENTER. FEATURING LOCAL MUSICAL ACTS, PLAYS WITH LOCAL ACTORS, WORKSHOPS AND CAMPS OF ALL VARIETIES FOR ALL AGES, TO NAME JUST A FEW OF THEIR OFFERINGS – THE CENTER PROVIDES EVERYONE WITH A REASON TO VISIT. WHETHER COMING FOR A CLASS, A PERFORMANCE, A GALLERY EXHIBIT, OR TO CELEBRATE ONE OF LIFE’S SPECIAL OCCASIONS, THE OPPORTUNITIES FOR A HIGH-QUALITY CULTURAL EXPERIENCE AT THE CENTER ARE ENDLESS.

WHEN YOU CONSIDER SUFFOLK’S LOVE AFFAIR WITH THE PEANUT, EVERY OCTOBER WE CHOOSE TO “GO NUTS” TOGETHER AT ONE OF OUR CITY’S PREMIER FESTIVALS – PEANUT FEST! FOR MORE THAN THREE DECADES, THIS FAMILY-FAVORITE HAS BROUGHT TOGETHER HUNDREDS OF THOUSANDS OF CITIZENS AND VISITORS ALIKE TO

SHARE IN A ONE-OF-A-KIND EXPERIENCE. FROM FREE CONCERTS BY NATIONALLY RECOGNIZED RECORDING ARTISTS, A DEMOLITION DERBY, TRUCK AND TRACTOR PULL, CARNIVAL RIDES AND AMUSEMENTS, FIREWORKS, COMPETITIONS OF EVERY SORT, A MOTORCYCLE RIDE – AND OF COURSE, ALL THINGS PEANUTS, THIS EXPERIENCE IS, *IN A NUTSHELL – FUN!!!*

ON OUR HORIZON IS A PROPOSED COMMERCIAL AND RESIDENTIAL DEVELOPMENT ON THE BANKS OF THE JAMES AND NANSEMOND RIVERS. THIS PRIME WATERFRONT LAND AT THE FOOT OF THE MONITOR-MERRIMAC MEMORIAL BRIDGE TUNNEL WOULD BE A SCENIC ENTRYWAY TO SOUTH HAMPTON ROADS, AND WOULD ALSO OFFER UNIQUE OPPORTUNITIES TO ENHANCE OUR LEISURE AND CULTURAL PROSPECTS. WORKING WITH THE EXPERTS FROM THE URBAN LAND INSTITUTE – WHO CALLED THE PROPERTY “*THE BEST IN HAMPTON ROADS*” – THE CITY’S ECONOMIC DEVELOPMENT AUTHORITY AND TIDEWATER COMMUNITY

COLLEGE REAL ESTATE FOUNDATION WILL COLLABORATE ON THE DEVELOPMENT OF THIS EXQUISITE 444-ACRE SITE. AS THE EXPERTS FROM THE ULI TOLD US, “THIS IS SUFFOLK’S MOMENT. THIS IS YOUR TIME.”

AS YOU CAN SEE, EVERY MONTH AND EVERY SEASON BRINGS A NEW OCCASION TO CELEBRATE THIS WONDERFULLY RICH, BEAUTIFUL, DIVERSE CITY WE CALL HOME. WHETHER EXPLORING OUR QUAIN VILLAGES OR OUR CITY’S RICH HISTORY AND HERITAGE – OUR NATURE LOVER’S PARADISE AND AMAZING PARKS – OUR 8,000 ACRES OF PRISTINE LAKES AND MILES OF RIVERFRONT – OR OUR EVER EVOLVING CULTURAL ARTS PROGRAMS THAT ADD TO OUR QUALITY OF LIFE, WE TRULY OFFER THE BEST OF BOTH WORLDS. *SMALL TOWN CHARM AND HOSPITALITY IN THE MIDST OF CUTTING EDGE TECHNOLOGIES AND INNOVATION.*

I WOULD LIKE TO TAKE THIS OPPORTUNITY TO ASK LINDA STEVENS OF SUFFOLK FESTIVALS, INC., TO STAND AND BE RECOGNIZED FOR HER DECADES OF DELIVERING

ONE OF THE BEST PARTIES IN TOWN – PEANUT FEST!
CONGRATULATIONS, LINDA, ON YOUR UPCOMING
RETIREMENT.

THIS YEAR ALSO MARKED THE OPENING OF THE
SUFFOLK VISITOR'S CENTER, CONVENIENTLY LOCATED
JUST ACROSS THE STREET IN THE FORMER NANSEMOND
COUNTY COURTHOUSE. THIS BEAUTIFULLY REPURPOSED
BUILDING, WHOSE COLUMNS HAVE STOOD SENTRY AND
WITNESSED MUCH HISTORY OVER THE LAST 170 YEARS, IS
NOW THE GATEWAY THROUGH WHICH PEOPLE PASS TO
LEARN ABOUT THE COUNTLESS OPPORTUNITIES FOR
LEISURE AND CULTURE THAT ABOUND IN OUR AMAZING
CITY! THIS IS ALSO ANOTHER SHINING EXAMPLE OF
RENOVATING YESTERDAY'S LANDMARKS TO SERVE THE
CITIZENS OF TODAY.

FROM WHAT YOU HAVE HEARD AND SEEN, IT IS
EVIDENT THAT WE ARE SERIOUS ABOUT FUN IN SUFFOLK!

WE ARE ALSO SERIOUS ABOUT THE FUTURE OF THIS
CITY. AS WE CONTINUE TO FOCUS ON ECONOMIC

DEVELOPMENT AS A PRIORITY, WE WILL CELEBRATE THESE SUCCESSES, CONTINUE TO SAFEGUARD THE ECONOMIC ASSETS WE HAVE IN PLACE, AND LOOK AT NEW WAYS TO NOT ONLY CONTINUE TO BRING INDUSTRY TO SUFFOLK, BUT TO ALSO SUPPORT OUR EXISTING INDUSTRY AND BUSINESS. WE ARE DEDICATED TO WORKING WITH OUR BUSINESS COMMUNITY TO HELP CREATE AN ENVIRONMENT WHERE THEY CAN PROSPER AND GROW. LET'S SEE WHAT ADDITIONAL CHAPTERS WE CAN ADD TO OUR **SUCCESS STORY!**

VIDEO: (SOUND BITE KEVIN HUGHES, ECONOMIC DEVELOPMENT DIRECTOR)

WHILE WE'RE ON THE SUBJECT OF BUSINESSES, LET'S TAKE A LOOK AT THE MULTITUDE OF NEW BUSINESSES WHO HAVE **DISCOVERED** WHAT WE'VE BEEN SAYING FOR YEARS NOW, ***"IT'S A GOOD TIME TO BE IN SUFFOLK"***.

(PHOTOS/VIDEOS OF ALL NEW AND EXPANDING BUSINESSES)

ONGOING INITIATIVES AT THE SUFFOLK WORKFORCE DEVELOPMENT CENTER, INCLUDING THE ECONOMIC DEVELOPMENT DEPARTMENT'S AND U.S. SMALL BUSINESS ADMINISTRATION'S "START AND GROW YOUR SUFFOLK BUSINESS" SEMINARS, ARE AN INVALUABLE TOOL TO PROSPECTIVE EMPLOYERS AND JOB-SEEKERS ALIKE. AFTER ALL, IT'S OUR SMALL BUSINESSES THAT DRIVE OUR ECONOMIC ENGINE.

WHILE WE'RE OUT MEETING WITH PROSPECTS, WE'RE NOT FORGETTING WHO GOT US HERE. OUR PRIORITY IS GROWING THE BUSINESSES THAT ARE HERE AND INVESTED IN OUR COMMUNITY.

AS YOU CAN SEE, SUFFOLK IS ONE OF THE FASTEST GROWING CITIES IN HAMPTON ROADS, AND WE'RE HOME TO SOME OF THE FASTEST GROWING COMPANIES!

WITHOUT A DOUBT, EVEN IN THESE CHALLENGING TIMES, WE STILL HAVE A GREAT **STORY** TO TELL. CAPITAL INVESTMENT IN 2010 TOTALED OVER **\$71 MILLION DOLLARS**, WITH EXISTING INDUSTRY BRINGING IN OVER

\$24 MILLION, AND NEW BUSINESSES ACCOUNTING FOR ALMOST \$47 MILLION. DON'T FORGET THAT THERE ARE PEOPLE BEHIND THESE NUMBERS, TOO, WITH **909** JOBS CREATED. **THAT IS 399 MORE JOBS THAN LAST YEAR – TELL ME THAT'S NOT A *STORY* WORTH SHARING!** EXISTING INDUSTRY ACCOUNTED FOR 116 NEW JOBS, WHILE NEW BUSINESSES BROUGHT 793 NEW JOBS TO OUR CITY. ALSO, TAKE INTO ACCOUNT THE NEW 240,560 SQUARE FEET OF COMMERCIAL DEVELOPMENT TO MEET GROWING BUSINESSES' NEEDS, AS WELL AS THE 396,741 NEWLY OCCUPIED AND REDEVELOPED SQUARE FOOTAGE.

AS WE'VE HEARD AND SEEN, THE QUALITY OF LIFE IN SUFFOLK, CLOSE PROXIMITY TO EXCELLENT ACADEMIC INSTITUTIONS AND A HIGH-TECHNOLOGY SKILLED AND DISCIPLINED WORKFORCE HAVE BEEN THE DRIVING FORCES BEHIND CORPORATIONS LARGE AND SMALL DECIDING TO CALL SUFFOLK HOME.

WHEN WE CONSIDER THE AVAILABILITY OF LAND FOR DEVELOPMENT – THE LARGEST EXPANSE IN THE

COMMONWEALTH – WE ARE CRITICAL TO THE GROWTH OF THE REGION. AT OVER 430 SQUARE MILES, *WE'RE EVEN BIGGER THAN DALLAS, TEXAS!*

FOR THOSE BUSINESSES THAT ARE CONSIDERING MAKING SUFFOLK THEIR HOME, WE SHARE WITH THEM THE FACT THAT THERE IS A NETWORK ALREADY IN PLACE THAT ACCOMODATES THEIR NEED FOR GROWTH.

HELPING US SHARE OUR EXCITING **STORY** IS KEVIN HUGHES, OUR ECONOMIC DEVELOPMENT DIRECTOR, WHOM WE HEARD FROM IN OUR VIDEO, *AND I WOULD ASK THAT HE STAND AND BE RECOGNIZED.*

AS YOU HAVE HEARD ME SAY, WE FULLY RECOGNIZE THAT THESE ARE CHALLENGING TIMES, AND I AM PROUD TO SAY THAT WE ARE TAKING ALL APPROPRIATE STEPS TO PROVIDE ASSISTANCE TO THOSE AFFECTED BY THE DISESTABLISHMENT OF U. S. JOINT FORCES COMMAND. A HOTLINE AND WEBSITE DEDICATED TO PROVIDING ASSISTANCE HAVE BEEN ESTABLISHED, AND A CAREER CENTER KNOWN AS “THE VIRGINIA REGIONAL CENTER

FOR USJFCOM WORKFORCE TRANSITION AND BUSINESS DEVELOPMENT” WILL SOON BE OPENING. THESE ARE JUST THREE OF THE PROGRAMS AND RESOURCES THAT WILL BE MADE AVAILABLE TO THOSE WHO WILL BE DISPLACED OR TO THOSE WHOSE BUSINESSES MIGHT BE IMPACTED BY THE TRANSFORMATION OF THE COMMAND.

WE HAVE RECEIVED SOME EXCITING NEWS, HOWEVER, WHEN IT WAS RECENTLY ANNOUNCED THAT **700 JFCOM CIVILIAN DEFENSE JOBS** HAVE BEEN PRESERVED. THIS PLAN WILL MAINTAIN THE EXPERTISE OF THE WORKFORCE, AND ENSURE THAT ESSENTIAL MISSIONS AND OPERATIONS ARE CONTINUED.

THERE IS ADDITIONAL GOOD NEWS TO SHARE IN THIS CORRIDOR. ISHPI INFORMATION TECHNOLOGIES, INC. – A DEFENSE CONTRACTOR – HAS LEASED 31,000 SQUARE FEET OF OFFICE, RESEARCH AND DEVELOPMENT SPACE WITHIN THE BRIDGEWAY COMMERCE CENTER IN HARBOUR VIEW, BRINGING WITH THEM 200 JOBS OVER THE NEXT TWO YEARS. THEIR PRESIDENT AND CEO NOAH

LEASK SUMMARIZED AS FOLLOWS: *“BEING CLOSE TO OUR CLIENTS AND THEIR MISSION ALLOWS US TO CONTINUE TO PROVIDE SOLUTIONS AT AN EVEN GREATER SPEED, ENSURING SUCCESS.”*

SHARING THAT PHILOSOPHY WAS GANNETT FLEMING, AN INTERNATIONAL PLANNING, DESIGN AND CONSTRUCTION MANAGEMENT FIRM, WHO ALSO RECENTLY RELOCATED TO THE HARBOUR VIEW AREA. THEIR OFFICE PRIMARILY EMPLOYS ENGINEERS AND INTERSPATIAL SPECIALISTS. THEIR VICE PRESIDENT – ED BLAIR, ADVISED THE DECISION WAS MADE SO THAT THEY CAN CONTINUE TO SERVE THEIR CLIENTS FROM A MORE STRATEGIC LOCATION, AND SO THAT THEIR EMPLOYEES WOULD HAVE THE OPPORTUNITY TO TAKE FULL ADVANTAGE OF ALL THAT SUFFOLK HAS TO OFFER. SO YOU SEE, OUR OPTIMISM ABOUT THE NORTH SUFFOLK TECHNOLOGY CORRIDOR IS UNWAVERING.

WE ALSO WELCOME AMERICAN CONDENSER AND COIL, A LEADING MANUFACTURER AND DISTRIBUTOR OF

AUTOMOTIVE CONDENSERS, TO SUFFOLK. THEIR FIRST EAST COAST DISTRIBUTION CENTER IS NOW LOCATED HERE BECAUSE OF OUR STRATEGIC LOCATION AND CLOSE PROXIMITY TO THE PORT OF VIRGINIA.

ANOTHER ADDITION TO SUFFOLK'S THRIVING MANUFACTURING AND DISTRIBUTION INDUSTRY IS KERMA MEDICAL, WHO CHOSE SUFFOLK BECAUSE OF THEIR OPPORTUNITY FOR LONG-TERM CONTINUED GROWTH AND SUCCESS HERE.

IN SUFFOLK, WE REALIZE THE IMPORTANCE OF "GOING GREEN", AND JOINED BASF, GPC GREEN ENERGY AND THE SOUTHEASTERN PUBLIC SERVICE AUTHORITY AS THEY RECENTLY BROKE GROUND ON THEIR NEW \$22 MILLION DOLLAR COGENERATION FACILITY. THE PROJECT WILL HELP VIRGINIA LEAD THE WAY TOWARDS GREENER SOURCES OF ENERGY, AND POSITIONS SUFFOLK AS A MAJOR PLAYER IN THE RENEWABLE ENERGY INDUSTRY.

TWO OF OUR LONGTIME BUSINESSES ARE ALSO ENVIRONMENTALLY FRIENDLY. LIPTON STARTED IT ALL,

AND NOW KRAFT/PLANTERS PEANUTS HAS JOINED THEM AS A ZERO LANDFILL COMPANY.

THE CITY OF SUFFOLK IS MOVING FORWARD ALONG WITH OUR BUSINESS PARTNERS. WE FULLY REALIZE THE IMPORTANCE OF RECYCLING SO THAT WE CAN REDUCE THE AMOUNT OF WASTE IN OUR LANDFILL AND SUSTAIN THE ENVIRONMENT FOR FUTURE GENERATIONS. TO DEMONSTRATE THAT COMMITMENT, THE PROPOSED BUDGET INCLUDES THE IMPLEMENTATION OF CITYWIDE CURBSIDE RECYCLING.

WHILE I'M ON THE SUBJECT OF THE PROPOSED BUDGET, CITY COUNCIL RECOGNIZES THAT THE CURRENT BUDGET MAY NOT BE POPULAR. BUT OUR CITY CHOOSES TO FACE ITS CHALLENGES HEAD ON, AS WE KNOW THAT THE TEST OF TRUE LEADERSHIP CAN ONLY BE WON BY TAKING THE NECESSARY AND UNPOPULAR STAND IN TIMES WHEN OTHERS WOULD CHOOSE TO TURN AND RUN. WE HAVE DEMONSTRATED TREMENDOUS FINANCIAL "WILL POWER" BY STAYING FIRM IN OUR

POLICY PRINCIPLES AND MAKING TOUGH ADJUSTMENTS TO STRIKE THE NECESSARY AND FAIR BALANCING OF REVENUE, TAXES, AND EXPENDITURES IN CHALLENGING ECONOMIC TIMES.

ANOTHER BUSINESS WITH A LONG HISTORY IN SUFFOLK IS SYSCO HAMPTON ROADS LLC, WHO WAS RECENTLY AWARDED A PRIME-VENDOR CONTRACT WORTH \$48.2 MILLION DOLLARS FROM THE DEFENSE LOGISTICS AGENCY FOR FOOD AND BEVERAGE SUPPORT. THE CONTRACT SERVES THE ARMY, AIR FORCE AND MARINE CORPS. WE CONGRATULATE THEM ON THIS CONTRACT.

NOW IS ALSO A PERFECT OPPORTUNITY TO HONOR AND APPLAUD OUR MILITARY, AND I'D ASK IF YOU ARE CURRENTLY IN THE MILITARY, OR IF YOU'RE A VETERAN, PLEASE STAND AND BE RECOGNIZED SO THAT WE CAN THANK YOU FOR YOUR SERVICE TO OUR COUNTRY!

I WOULD ALSO LIKE TO RECOGNIZE SUFFOLK'S 2010 SMALL BUSINESS OF THE YEAR AS NAMED BY THE

CHAMBER OF COMMERCE, BENNETT'S CREEK FARM MARKET, A WELL-LOVED FIXTURE IN THE COMMUNITY. CARRYING A VARIETY OF LOCAL PRODUCE, SEAFOOD, AND HARD TO FIND ITEMS, NOT TO MENTION HOMEMADE CANDY, AN ICE CREAM AND LUNCH COUNTER – *AND YES, EVEN MILK IN GLASS BOTTLES* – THE MARKET IS A NOSTALGIC NOD TO TIMES GONE BY, AND A REMINDER OF HOW BUSINESSES STILL PLAY AN IMPORTANT ROLE IN THEIR COMMUNITIES. JIM AND MARTHA SHIRLEY, PLEASE STAND AND RECEIVE OUR CONGRATULATIONS ON THIS WELL-DESERVED RECOGNITION!

OF COURSE, WE CAN'T FORGET TOWNEBANK – THE CHAMBER OF COMMERCE'S SERIES PRESENTING SPONSOR. THEIR SPECTACULAR NEW 30,000 SQUARE FOOT FINANCIAL CENTER IN HARBOUR VIEW OPENED LAST SUMMER, AND CONTINUED EXPANSION IS PLANNED NEARBY. AT THESE NEW LOCATIONS, THEY'LL CONTINUE THEIR TRADITION OF BANKING BUILT ON FRIENDSHIPS

AND RELATIONSHIPS, SENSE OF COMMUNITY, AND UNWAVERING COMMITMENT TO SERVICE.

SITE WORK IS ONGOING AT CENTERPOINT, THE 930-ACRE INTERMODAL DEVELOPMENT WE SHARED WITH YOU BACK IN 2009.

AND WE HAVE SOME SPECIAL **NEW RELEASES** TO ANNOUNCE! THE LATEST MANUFACTURING AND DISTRIBUTION CORPORATION JOINING US IS CASPARI, INC. A RESPECTED PUBLISHER OF EXQUISITELY DESIGNED AND PRINTED PAPER PRODUCTS, THEY WILL BE OPENING A NEW 60,762 SQUARE FOOT WAREHOUSE FACILITY AT THE VIRGINIA REGIONAL COMMERCE PARK. WE WELCOME REGIS GATES, VICE PRESIDENT OF OPERATIONS, AND CASPARI'S 35 NEW EMPLOYEES WHO WILL BE CALLING SUFFOLK "HOME".

WE'RE ALSO EXCITED TO SHARE THAT CALIFORNIA CARTAGE, A DISTRIBUTION AND SHIPPING COMPANY, IS THE *FIRST CUSTOMER* TO SIGN A LEASE FOR A 385,000 SQUARE FOOT FACILITY AT THE VIRGINIA COMMERCE

CENTER. ONCE AGAIN, THE IMPETUS WAS THE PORT. WE EXTEND WARM GREETINGS TO BILLY PETERSON, GENERAL MANAGER OF CALCARTAGE, AND YOUR **218** NEW EMPLOYEES!

AND – THAT’S AN **ADDITIONAL 253 NEW JOBS** THAT WERE NOT INCLUDED IN OUR EARLIER FIGURES!

IT IS EVIDENT THAT NEW INVESTMENT, NEW OPPORTUNITIES AND NEW POSSIBILITIES ARE THE COMMON THEMES THAT RUN THROUGHOUT OUR **STORY**.

WE ARE ALSO PROUD OF SUFFOLK’S “2011 FIRST CITIZEN HONOREE” AS NAMED BY THE SUFFOLK ROTARY CLUB AND NORTH SUFFOLK ROTARY CLUB – STATE SENATOR FREDERICK M. QUAYLE. UNFORTUNATELY, SENATOR QUAYLE COULD NOT BE WITH US TODAY AS HE IS RECUPERATING FROM SURGERY.

A SUFFOLK NATIVE, FRED HAS SERVED THE CITIZENS OF THE COMMONWEALTH AS A MEMBER OF THE GENERAL ASSEMBLY SINCE 1992. HE SERVES ON THE GOVERNOR’S ADVISORY COMMISSION ON MODELING AND SIMULATION

AND THE ROUTE 460 COMMUNICATIONS COMMITTEE, YET STILL FINDS TIME TO BE ACTIVE IN MANY LOCAL BOARDS AND COMMISSIONS WHICH ADD TO THE QUALITY OF LIFE FOR MANY OF OUR CITIZENS.

HIS CONTRIBUTIONS TO THIS CITY AND STATE ARE IMMEASURABLE, AND WE WISH HIM A SPEEDY RECOVERY.

I'D ALSO LIKE TO SAY A SPECIAL CONGRATULATIONS TO DELEGATE CHRIS JONES. I LEARNED YESTERDAY THAT CHRIS WAS NAMED "REGIONAL STATEMSN OF THE YEAR" BY LEAD HAMPTON ROADS. THIS RECOGNITION COMES AS NO SURPRISE TO THOSE OF US THAT KNOW CHRIS AND HAVE HAD THE OPPORTUNITY TO WATCH HIS WORK. CHRIS – FROM THE CITY OF SUFFOLK AND FROM ME PERSONALLY, CONGRATULATIONS ON A WELL DESERVED AWARD!

IN CLOSING, OUR SUCCESS WILL DEPEND ON EACH OF US – CITIZENS AND BUSINESSES ALIKE – TAKING OWNERSHIP OF SUFFOLK'S INSPIRING **STORY**.

IT HAS BEEN SAID THAT ONE OF THE BEST WAYS TO PREDICT THE FUTURE IS TO HELP SHAPE IT. EACH OF YOU WILL HAVE THAT OPPORTUNITY. WE CONTROL OUR DESTINY, AND MUST WRITE THE NEXT *CHAPTER* OF OUR HISTORY. WHEN WE COME TOGETHER AS A COMMUNITY, OUR POTENTIAL IS BOUNDLESS.

INDEED, THE DECISIONS AND CHOICES WE MAKE TODAY DETERMINE THE SUFFOLK OF TOMORROW. WE WANT YOU TO BE PART OF THAT STORY. **LET'S WORK TOGETHER TO WRITE THE NEXT CHAPTER...**

(FINAL SLIDE: SUFFOLK'S STORY: CELEBRATING OUR PAST. SHAPING OUR FUTURE. *TO BE CONTINUED...*)