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UK Businesses Urged to Profit in America

(November 6, 2008) RICHMOND, Va. – The Greater Richmond Partnership, Inc., the region’s public-private economic development organization, has travelled to the UK to present “Profit in America” Convention leading workshops showcasing the region’s quality business environment, targeted industries and to discuss business opportunities. Organized by Halton Chamber of Commerce and Enterprise on Election Day, the convention attracted more than 150 companies which are hoping to expand their business across the Atlantic. Dozens of firms had taken away positive leads.

The event was held at The Heath Business and Technical Park in Runcorn. **Gregory H. Wingfield**, CEO and president of the Greater Richmond Partnership, Inc. said at the event, “It is very appropriate that the Greater Richmond delegation is at the convention at The Heath today, particularly during one of the most historic days in America. As we embrace the new change of leadership, we know the United States will continue to be a great place to do business.”

Eric Hudson, Halton Chamber’s Executive Vice Chair, who organized the event, was delighted with the way Britain and the United States had joined together to create real, tangible business opportunities on such a momentous day.

Mr. Hudson said, “I am delighted that so many companies took advantage of the event to explore links with the Greater Richmond Partnership. Firms on the Eastern Seaboard of America are very keen to trade with us here in the UK.”

Dr. Peter Cook, Managing Director of SOG Ltd, which owns and manages The Heath, said the event had been a huge success. “Promoting business opportunities and encouraging innovation is exactly what The Heath is all about. We are delighted to have provided a platform for this commercial gathering of British and American business entrepreneurs and we look forward to seeing a significant growth in trade between our two nations.”

Wingfield and **Gene Winter**, the Partnership’s senior vice president, were interviewed the day of the event by **BBC Radio Merseyside** discussing the long history between the two countries and future

business opportunities to be pursued. Successful examples include Richmond-based business Premier Pets , and UK businesses Proseal and Scratch and Newton.

(The interview can be heard 21 minutes and 44 seconds into Claire Hamilton's Tuesday show at this link: <http://www.bbc.co.uk/radio/aod/mainframe.shtml?http://www.bbc.co.uk/radio/aod/merseyside.shtml>

Additional UK coverage includes:

- The UK article from Yorkshire Post, "**US still good market place for firms, says Digby Jones,**" discusses the relationships built with Virginia via the Greater Richmond Partnership and also mentions Richmond local business Premier Pets and Scratch and Newton. <http://www.yorkshirepost.co.uk/businessnews/US-still-a-good-market.4658786.jp>
- The UK article from Runcorn and Widnes World, "**Runcorn and Widnes firms urged to profit from America**" provides information about the Profit in America convention. http://www.runcornandwidnesworld.co.uk/news/3785947.Make_a_profit_from_America/

About the Greater Richmond Partnership, Inc.

The Greater Richmond Partnership, Inc. is the regional economic development organization that represents the City of Richmond and the counties of Chesterfield, Hanover and Henrico. The mission is to help grow the Greater Richmond economy through the attraction of high quality jobs and new capital investment, the retention of existing businesses, and the continued improvement of the region's business climate.

About The Heath

The Heath Business and Technical Park in Runcorn is a phenomenal regeneration success story. Formed in 2000, its owner and operator, SOG Ltd, has transformed an ailing ICI chemicals headquarters site into a thriving independent business park.

Remarkably achieved without any public finance, The Heath now provides office and laboratory accommodation for more than 185 individual organisations, ranging from forensic science and IT specialists to website designers and government agencies. Over 1,900 people are employed at the site – more than in the heydays of ICI.

Residents have been attracted by first-class transport links and the 60-acre park's impressive range of facilities including meeting rooms, restaurant, gym, shops and a purpose-built conference centre, incorporating a 120-seat lecture theatre. Companies can also buy in laboratory support services such as scientific glass blowing and precision engineering and the flexible licence arrangements mean they select and pay for only the services they require.

In recognition of SOG's achievements, the company has been rewarded with several high-profile business awards and visits from many leading industrial and political figures, including former Prime Minister Tony Blair who encouraged SOG to replicate this regeneration model at other sites across the UK. A new Fusion initiative has been created to do just that.

For further information on The Heath, telephone 01928 515988 or visit www.theheath.com
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Note to editors: An image from the Profit in America Convention is attached, showing (from left to right) Eric Hudson, Executive Vice Chair of Halton Chamber of Commerce and Enterprise; Dr Peter Cook, SOG Managing Director; and Greg Wingfield, President and CEO of the Greater Richmond Partnership participating in a “fun” mock election with the North West businessmen and women who mirrored US voters selection of President Elect Barack Obama.

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