

## **Joe Anwyl: Foreign Direct Investment Consultant for Invest Southern Virginia**

Since 2012 Joe Anwyl has been delivering foreign direct investment services exclusively to the Virginia Tobacco Commission region. In that time Anwyl has visited hundreds of UK and EU manufacturing companies searching for quality firms capable of growing their businesses in Virginia. Having selected only those sufficiently shrewd to invest Anwyl has hosted tours of the Tobacco Commission region for over 50 high-growth UK, EU and US manufacturing firms to progress their interest in a US presence; all of whom were targeted directly through intelligent lead generation. In the past two years alone 27 'brand new to Virginia' companies have visited to review Southside's suitability for their new US factory due to Anwyl's work.

Investment in Virginia has been secured from the firms listed below who are working to create the following jobs and capital investment.

Hardide:	Oil & Gas and Aerospace Coatings: 29 jobs, \$7.5m capital investment
Detectamet:	High Density Plastics: 30 jobs, \$2m capital investment
Pryor Marking:	Aerospace Precision Etching: 5 Jobs, \$1m capital investment
Overfinch:	Luxury Vehicle Producer: 41 jobs, \$5m capital investment
Unison Tube:	Industrial Machine Manufacturers: 32 jobs, \$5m capital investment
SGS Kyocera:	Aerospace Cutting Tools: 35 jobs, \$10m capital investment
Harlow Fastech:	Aerospace Machining: 50 jobs, \$8m capital investment
Gefertec:	Additive Manufacturing Machines: 5 jobs, \$1m capital investment
Advanced Revert:	Aerospace Alloys: 33 jobs, \$5m capital investment
Twisted Automotive:	Luxury Vehicle Producer: 1 job so far, \$1m capital investment
Ginetta Race Cars:	Purchased TMI Autotech securing 25 jobs
Bowler Motorsports:	Subcontracting to TMI Autotech

### Pending Investments:

Project MAP:	Aerospace Machining: 30 jobs, \$3m capital investment, announcement in March
Project Essex:	Satellite Technology: 51 jobs, \$3.5m capital investment, announcement in April

Future Pipeline: Five further manufacturing companies are planning investments with an additional ten quantified prospects in the pipeline.

Joe Anwyl has engaged with every county and every county seat in the Tobacco Commission footprint. He has taken prospects to 38 counties and cities and has met economic development representatives from every county and region, visited every community college and every significant manufacturing company. Touring Virginia up to ten times per year he has developed a unique and highly personal knowledge of the Commonwealth and Tobacco Commission region. Joe has worked with many local and regional ED organisations to improve their offering to potential investors and to enhance how that offering is presented for maximum return. Anwyl's knowledge of Virginia and its communities is unrivalled outside of the

Commonwealth and would challenge many Virginia natives. He is able to make visiting executives feel at home and engaged by the superb standard of living during their first visit. Southside and Southwest Virginia's strengths are its world-class workforce, its low costs of doing business, Mid-Atlantic positioning and its genuinely warm and welcoming community.

Anwyl has developed strong relationships with key regional influences; economic developers, education professionals, leading business owners and Delegates and Senators. Several politicians and many leading business owners have previously lobbied to retain Anwyl's services and would be prepared to do so if called upon once again.

Joe has been able to deliver such unparalleled change due to his unique network of advanced manufacturing business leaders in the UK and the EU. Joe has spent a 20 plus year career as an engineering practitioner and engineering focused economic developer. With over 10,000 LinkedIn connections in addition to a precisely maintain rolodex he has the ability to reach out to and connect with key players in almost any UK manufacturing firm. Having supported Rolls-Royce in the UK during their largest ever expansion programme Joe developed a strong reputation within that company which still serves him well today. He is on first name terms with seniors in Rolls-Royce in the UK and US and has been involved with the AMRC, Rolls-Royce's supply chain led R&D centre, since 2008. He also maintains a close relationship with CCAM in Prince George County.

Anwyl attends many advanced manufacturing conferences and exhibitions annually including the Paris and Farnborough Air Shows and has hosted, in the UK, economic developers from ten Tobacco Commission counties during visit to European prospects. Anwyl has conducted economic development and engineering business in the Far East, Middle East, Europe and US and has owned, founded and invested in economic development and engineering businesses in the UK, EU and Switzerland. He is therefore well respected by both economic developers and business owners alike and uniquely positioned to continue to deliver UK and EU investment into the Tobacco Commission Region.

Within the past three months Anwyl has met both the UK Prime Minister, Boris Johnson, and has attended a dinner with the UK's Secretary for State for Business, Energy and Industrial Strategy, Andrea Leadsom, to advise on how the UK can position itself best to benefit after BREXIT. Anwyl predicts that BREXIT and the expected US:UK trade deal will release a tsunami of interest from UK firms looking for new opportunities in the US. It is no coincidence that Anwyl has had the busiest start to the year of his seven-year tenure. He expects 2020 to be the strongest year thus far and is looking forward to delivering even greater value in the future than he has done in the past.