Fueling the New Economy in the Dan River Region

September 25, 2001
Economic Development
Catalysts

- Ship
- Train
- Road sign
- Power lines
The competition for advantage in this new economy has just begun.
Leap-Frogging
1000 Times Faster than 99% of the Country
Bandwidth Comparisons

- Gigabit Ethernet (1000Base-LX)
- ATM PON (155Mbps)
- 10Mbps Ethernet
- 100Mbps Ethernet
- 20Mbps HDTV
- 1.544Mbps T1
- 64Kbps Phone Line
eDan Prototype

- High bandwidth
- Broad access
- Affordable
- Public/private partnerships
eDan Applications
Economic Development Magnet

Next Generation Internet

- Internet 2 Product and Service Vendors
- Companies looking for competitive edge
- High sizzle projects
Economic Development Magnet

Entrepreneurs and Small Businesses

- 90% of New Jobs – 1 to 25 Employee Co’s
- Producer Network
- Outsourced Services
- Start-Up Businesses
Blacksburg Electronic Village (BEV)

- Highest per capita use of Internet in the world
  - 87% residents online
  - 60% use of broadband
- Highest per capita availability of ISPs in world
  - >a dozen providers
- Highest business use of Internet of any community
  - >75% Blacksburg businesses using Internet for commerce and advertising
Each week the BCS relies on Massey ratings for college football rankings

Kenneth Massey, developer of Massey Rating System

(9500 webpage ‘hits’ per week)
377 schools. 10,000 products. No inventory.

Willie Jester, CEO
BuyCollegeStuff.com
After 21 years in business, our recently added e-business generates 10% of total sales, and it’s growing.

Keith Roberts, Owner
Vintage Cellar
“Without high speed network access, we wouldn’t be here.”

David Salvaggio, CEO
Nueweb Interactive digital merchandising solutions
“Our videoconferencing business depends on high speed, broadband access.”
70% of sales from e-business. Small-town business – international customer base.

Roger Hjulstrom, Owner
Past Pages Bookstore
Engine of the New Economy

People

Intellectual Capital
Technology Adoption

Faculty Development

• Danville City Schools
• Pittsylvania County Schools
• Averett University
• Danville Community College
Technology Adoption

Youth Development

• VT STARS
• FIRST LEGO League
Technology Adoption

Business and Civic Development

- High Capacity Model Workforce Training Programs
- New Economy Leadership Institute
- E-Entrepreneurship Program
- Community Network
- Advanced Network Technology Apprenticeship
“We must become the change we want to see.”

Mahatma Gandhi
Nancy Franklin
Virginia Tech
Southside Regional Director of Information Technology

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