



City of Fredericksburg

Caroline County

King George County

Spotsylvania County

Stafford County

#### BOARD OF DIRECTORS

Hon. Wayne Acors,  
Board of Supervisors,  
Caroline County

Hon. Jack Cavalier  
Board of Supervisors,  
Stafford County

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President & CEO,  
Rappahannock Electric  
Cooperative

Mr. Joseph Greene  
President & CEO,  
Mid-Atlantic Foam

Hon. Mary Katherine  
Greenlaw

## Welcome Curry Roberts!

New FRA President well known in state, local economic development communities

Curry Roberts began his duties recently as President of the Fredericksburg Regional Alliance. Curry is a former Virginia Secretary of Economic Development. Most recently, he was a principal consultant for the Hirschler-Fleischer law firm. He succeeds Gene Bailey who retired after almost 15 years of service to the regional public-private partnership.

Curry is a well-known economic development professional who has managed large organizations, whose work led to the creation of jobs throughout Virginia. Because of his past experience, he has developed significant contacts at the local, state and national level.

"Curry Roberts brings a wealth of knowledge and experience, having served as the Secretary of Economic Development (now Commerce and Trade) for the Commonwealth under former Governor Jerry Baliles. This, combined with working for 14 years in executive leadership positions of businesses owned by the late John Kluge, makes him well qualified to lead the Alliance," said FRA Chairman Kent Farmer.



Curry Roberts

Curry has already been active in high-profile economic initiatives in this region. He led the transition of the State Fair of Virginia, Inc. to its new home in Caroline County. This required cooperation among multiple government agencies and jurisdictions leading to the development of historic Meadow Farm, including zoning ordinances, utility development and road improvements. Curry also assisted Old Dominion Speedway in the design and development of a transportation and traffic management plan for a significant rezoning application in Spotsylvania County.

"I'm happy to be working in the Fredericksburg Region. There are so many opportunities for regional business growth and I intend to proactively pursue them on behalf of the region," Roberts said.

Mayor, City Council,  
City of Fredericksburg

Hon. Joseph Grzeika  
Board of Supervisors  
King George County

Mr. Lloyd Harrison  
President and COO,  
Virginia Partners Bank

Mr. Rick Hurley  
President,  
University of Mary Washington

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Mr. John Neal  
President,  
Union First Market Bank

Mr. Doug Palmore  
Vice President,  
Luck Stone, Inc.

Mr. Charles Payne, Jr.  
Partner,  
Hirschler Fleischer

Mr. Fred Rankin  
President and CEO,  
Mary Washington Healthcare

Dr. David Sam  
President,  
Germanna Community College

Ms. Amanda Talbert  
Public Affairs Coordinator,  
GEICO

Mr. Nate Wood  
Senior Vice President,  
BB&T

Ms. Linda Worrell  
Silver Companies

**OFFICERS**

A native of Bedford County, Curry is a graduate of Virginia Tech. He currently serves as Vice-Chair of the Board of Directors for Southern States Cooperative, Inc and on the Board of Directors of the Virginia Public Safety Foundation. Curry is a past president of the Virginia Tech Alumni Association and was a co-recipient this year of its Distinguished Service Award.



## Need help marketing your defense industry services internationally?

FRA connects local DOD industry businesses who currently sell into the US defense sector and have been impacted by sequestration to help them diversify by expanding into international sales.

"We have representatives now in 75 countries and through them can help local companies determine global markets, create market entry strategies, identify, screen and vet potential partners, customers and distributors in any of these markets at no cost to the company," said Jenee Andreev, Manager Defense Initiative, International Trade Division, Virginia Economic Development Partnership (VEDP).

The program provides the following services:

- Market Research
- Export Compliance
- Contract & Proposal Generation
- Technical Translation & Adaptation
- Security Cooperation/COCOMS
- Export Training
- Online Directory of Virginia Defense Companies
- Trade Association Research
- Going Global Training Courses

To apply for the Going Global Defense Initiative, click [here](#).

## FRA offers FREE market research

Mr. Kent Farmer  
Chairman

Ms. Linda Worrell  
Vice Chairwoman

Mr. Curry Roberts  
President

Mr. Doug Palmore  
Secretary & Treasurer

Mr. Michael Vanderpool  
Vanderpool, Frostick &  
Nashanian, P. C.  
General Counsel

#### STAFF

Mr. Curry Roberts  
President

Mr. Todd Gillingham  
Vice President, Marketing and  
Operations

Mr. Nick Minor  
Manager, Communications  
and Research

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#### INVESTORS

BB&T

Birchwood Power Partners, LP

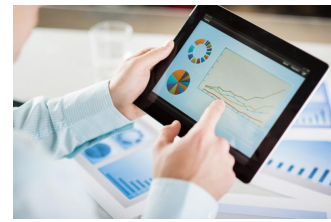
Caroline County

Carter Bank & Trust

City of Fredericksburg

FRA provides a wealth of free market research and it's easily accessible on our [website](#).

Need market reports, existing industry information, demographic data or workforce development resources? These are examples of the free research available through FRA.



## What's does it take to achieve a successful economic development project? **TEAMWORK!**



#### FREDERICKSBURG REGIONAL ALLIANCE

- Promotes the region to the Virginia Economic Development Partnership (VEDP)
- Assesses and forwards leads from VEDP and FRA to the localities
- Provides free research for parties interested in the region
- Markets the region to targeted cluster industries and site consultants
- Supports the University of Mary Washington (UMW) Transformation 20/20, an initiative to stimulate the local economy, encourage innovation and entrepreneurship and increase the region's competitiveness.
- Works with Germanna Community College on regional workforce trends

City of Fredericksburg EDA

Cleydael LTD Partnership

Columbia Gas of Virginia

Cox Business

Dominion Virginia Power

Fredericksburg Area  
Association of Realtors

Froehling & Robertson

GEICO

Germanna Community College

Hilldrup Moving and Storage

Hirschler Fleischer

King George County

Luck Stone

Mary Washington Healthcare

Mid-Atlantic Foam

Old Dominion Electric  
Cooperative

PB Mares

Peoples Community Bank

PermaTreat

PNC Bank

Quarles Petroleum, Inc.

Rappahannock Electric  
Cooperative

Robert B. Payne, Inc.

Robinson, Farmer, Cox &

## LOCALITY

- Business-friendly taxes
- Incentives, where appropriate
- Zoning and streamlined permitting
- Quality of life
- Support for FRA, a public private partnership

## PRIVATE BUSINESSES

- Support for FRA, a public private partnership
- Participation in site visits
- Referrals to prospective businesses

## COMMERCIAL REAL ESTATE & PROPERTY OWNERS

- Shovel-ready sites
- Finished projects
- Infrastructure



## Our newest Investor: Froehling & Robertson

Established in 1881, [Froehling & Robertson](#) is the oldest independent consulting engineering/testing firm in the United States. F&R focus on its clients by offering construction engineering and environmental consulting solutions that are innovative, yet practical.

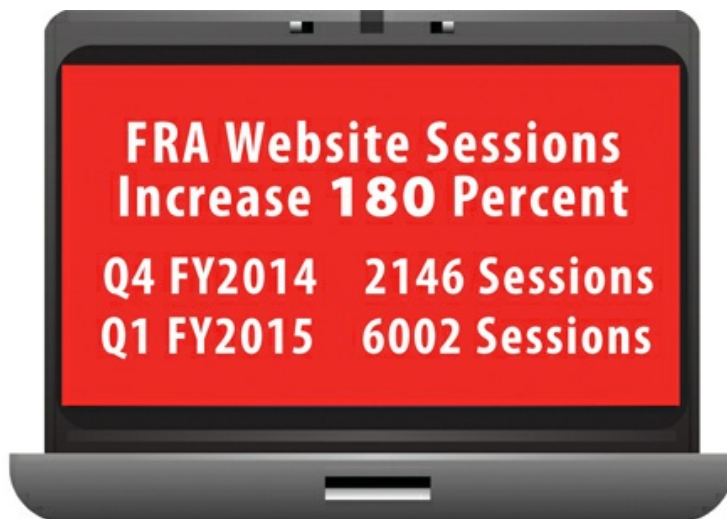
## Local defense contractors share bidding concerns with Congressman Wittman

Congressman Rob Wittman learned how a new Marine Corps Systems Command bidding system has adversely impacted local defense contractors in a regional



Associates	forum convened by the	Joe Schumacher, Congressman Wittman's District and Outreach Director (left),
Rosner Motors	Alliance in October.	Congressman Rob Whitman (center) and Curry Roberts, FRA President (right)
Silver Companies		
Spangler Erkert + Associates	Representatives from the region's Small Business Defense Contractors (SBDC) provided examples of the ways that the Marine Corps Systems Command Order 4200.4 is making it harder for them to secure contracts.	
Spotsylvania County		
Stafford County		
Stafford County EDA		
Union First Market Bank	Since the order was issued in March 2011, local contractors have experienced significant challenges with the new defense budget and acquisition climate. Their concerns include:	
United Bank		
University of Mary Washington		
Vanderpool, Frostick & Nashanian, PC	<ul style="list-style-type: none"> <li>● Competitive and fair bidding practices</li> <li>● Business size designations</li> <li>● The outsourcing of MARCORSYSCOM contracts to other states</li> <li>● The overall effectiveness of the order.</li> </ul>	
Virginia Credit Union		
Virginia Partners Bank	The region's economic development professionals from each locality also attended the forum.	
	The Alliance plans to facilitate a similar meeting with local defense contractors and Senator Tim Kaine in the coming months.	

**Visits to the FRA Website have increased 180%**



## Creating a stronger Virginia business climate

Virginia is blessed with assets that will help economic development, but the Commonwealth also faces some big challenges, according to Secretary of Commerce and Trade Maurice Jones.



**Maurice Jones,**  
Secretary of Commerce  
and Trade

"We have a stable 6% corporate income tax rate, one of the lowest in the nation," Jones told the audience of local business leaders at the annual meeting of the Fredericksburg Regional Alliance. "We have the deepest port on the East Coast, we have the 11th largest higher education system in the country and we have the highest concentration of private sector technology employees in the nation-including Silicon Valley."

"But we also have some significant risks," he added.

Jones said that a high reliance on public sector employment and slowing growth in the commonwealth are risks. However strategies can be implemented to help build for the future.

Jones urged a focus on five key areas to create a stronger Virginia:

- infrastructure, including broadband and airports;
- a focus on strategic sectors like advanced manufacturing, big data and cybersecurity;

- workforce development with a focus on credentials that matter;
- maintaining a lean regulatory climate that is business-friendly;
- building an environment that nurtures and grows entrepreneurialism.

## Want to see presentations from the FRA Annual Meeting?

It's easy! Just click on the links below.

Presentation by Maurice Jones, Secretary of Commerce and Trade

Click [here](#).

Presentation by Curry Roberts, FRA President

Click [here](#).

## View the FRA Annual Report

Click [here](#) to view the 2013-14 Fredericksburg Regional Alliance Annual Report. It was distributed at the Annual Meeting on Nov. 10.





Fredericksburg  
Regional Alliance  
at the  
UNIVERSITY OF  
MARY WASHINGTON

# FREDERICKSBURG REGIONAL ALLIANCE

## ANNUAL REPORT 2013-2014



CITY OF FREDERICKSBURG  
CAROLINE COUNTY  
KING GEORGE COUNTY  
SPOTSYLVANIA COUNTY  
STAFFORD COUNTY

**VIRGINIA'S #1  
GROWTH REGION**