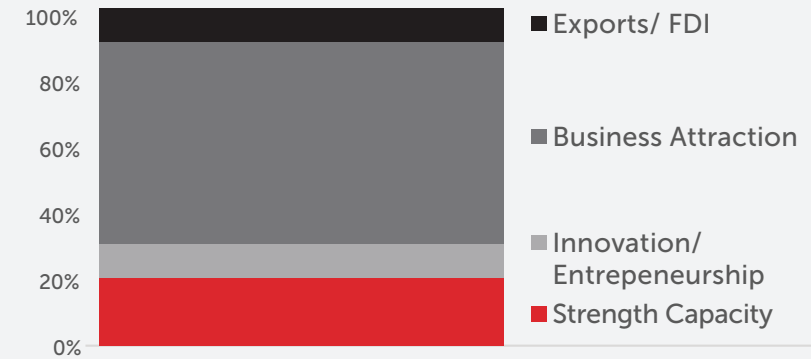
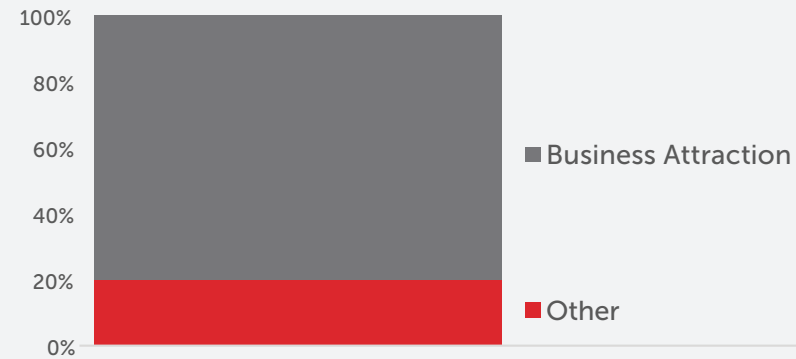




FRA Economic Development Then



Investors

- | | | | |
|--------------------------|---|-----------------------------------|--|
| BB&T Bank | ECS Mid-Atlantic, LLC | Mary Washington Healthcare | Spangler Erkert & Associates |
| Baskervill | Fredericksburg Area Association of Realtors | Mid-Atlantic Associates LLC | Spotsylvania County |
| Bowman Consulting | Froehling & Robertson | Old Dominion Electric Cooperative | Stafford County |
| Caroline County | GEICO | PBMares | Stafford Printing |
| Carter Bank & Trust | Germanna Community College | Peoples Community Bank | Cushman, Wakefield and Thalhimier |
| City of Fredericksburg | Hilldrup | PNC Bank | Union Bank & Trust |
| Cleydael Ltd Partnership | Hirschler Fleischer | Proxios | University of Mary Washington |
| Columbia Gas of Virginia | Hourigan Construction | Quarles Petroleum | Vanderpool, Frostick & Nishanian, P.C. |
| CornerstoneRPO | King George County | Rappahannock Electric Cooperative | Virginia Credit Union |
| Cox Business Services | Longwood Business Center | Robert B Payne | Virginia Partners Bank |
| Dominion Energy | Luck Stone | Sands Anderson | Wack General Contractors |
| Draper Aden Associates | | Silver Companies | Walton Group |

Vision Statement

Our vision is that the Fredericksburg Region becomes the region of choice for businesses looking to expand or locate in Virginia.

Mission Statement

The Fredericksburg Regional Alliance assists the public and private sector by supporting existing businesses and aggressively recruiting new businesses to the Fredericksburg Region.

Contact Information:

1125 Jefferson Davis Highway, Suite 240
PO Box 119, Fredericksburg VA 22401
540.361.7373 ♦ Fax: 540.361.7372

www.FredRegion.com



Exports/ FDI

Defense and Security
Equipment International

Canadian Association
of Defense and Security

Business Attraction

Independent & State
Lead Marketing Trips

Projects & Leads

Industries CANSEC

Innovation/ Entrepreneurship

Dahlgren/ Tech
Transfers

Center for Innovative
Technology

New Richmond
Ventures UMW

Strength Capacity

Transformation 2026

Business Ready Sites

UMW Agreement

The evolving nature of economic development comes from the Future of Economic Development, Pursuing Growth, Prosperity and Inclusion study done by the Brookings Institute, which restates what economic development has become. The above charts show the ways that the FRA is evolving to meet changing market demands.

Dear Alliance Partners,

Economic development results are driven by lead volume and within the past fiscal year our numbers have grown substantially. A look at the results over the past year in this report will show Fredericksburg Regional Alliance's impact on the economy of the Fredericksburg Region. A shift of strategy in business attraction and the domestic and international marketing has opened the doors to new areas for the FRA. The progress over the past year is a result of the hard work of the Alliance Board, investors, economic development colleagues in each locality, the region's elected and appointed officials and FRA staff. Thank you for your continued support.

Sincerely,


Kent Farmer

Curry Roberts

Board of Directors

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Board of Supervisors, Stafford County
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Director, Union Bank & Trust
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President, University of Mary Washington
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Vice President & Market President, BB&T- Greater Fredericksburg

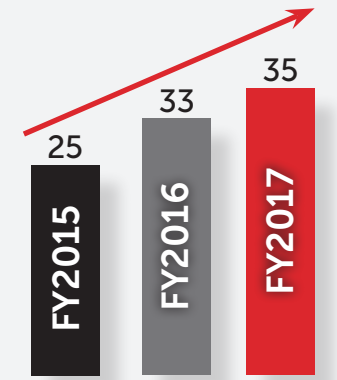
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Partner, Hirschler Fleischer
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CEO, Froehling and Robertson, Inc.
- ◆ Mr. Ben Thompson
Land Use and Development Director, Luck Companies
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Vanderpool, Frostick & Nishanian, P.C.
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Director of Sales & Service, GEICO
- ◆ Ms. Linda Worrell, **Vice Chair**
Silver Companies

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President
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Vice President, Marketing and Operations
- ◆ Mr. Nick Minor
Manager, Communications and Research
- ◆ Ms. Kellyn Staneart
Investor and Administrative Support Specialist

Metrics

Year	Capital Investment	Announcements	Jobs	Payroll
FY2017	\$93,000,000	4	304	\$11,985,300



For every \$1 invested in the FRA, the region received a return on investment of \$161.60

