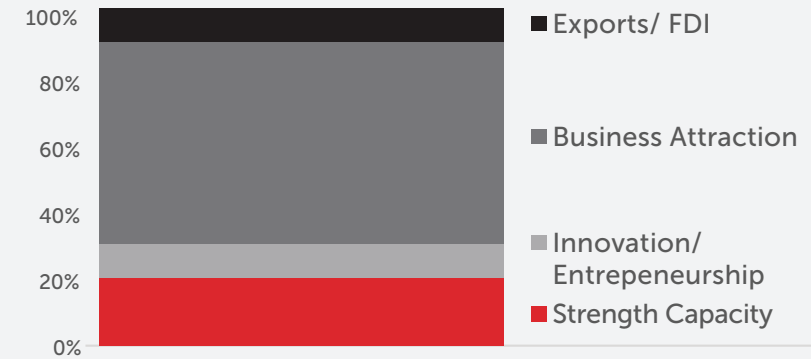
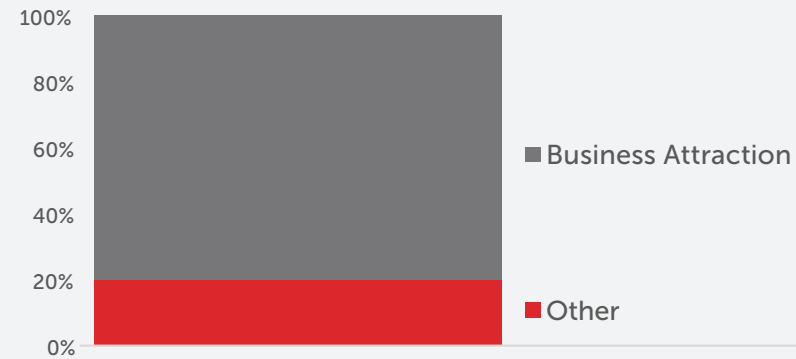




**FRA Economic Development Then**



**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](http://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

- ◆ The Honorable Jack Cavalier  
*Board of Supervisors, Stafford County*
- ◆ Mr. Kent Farmer, **Chairman**  
*President & CEO, Rappahannock Electric Cooperative*
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- ◆ The Honorable Mary Katherine Greenlaw  
*Mayor, City of Fredericksburg*
- ◆ Dr. Janet Gullickson  
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- ◆ Mr. Jarrott Patteson  
*Vice President & Market President, BB&T- Greater Fredericksburg*

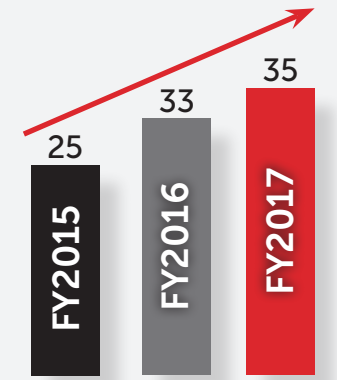
- ◆ Mr. Charles Payne, Jr.  
*Partner, Hirschler Fleischer*
- ◆ Mr. Sam Proctor  
*CEO, Froehling and Robertson, Inc.*
- ◆ Mr. Ben Thompson  
*Land Use and Development Director, Luck Companies*
- ◆ Mr. Michael Vanderpool, **General Counsel**  
*Vanderpool, Frostick & Nishanian, P.C.*
- ◆ Ms. Amy Wolfe  
*Director of Sales & Service, GEICO*
- ◆ Ms. Linda Worrell, **Vice Chair**  
*Silver Companies*

### Staff

- ◆ Mr. Curry Roberts  
*President*
- ◆ Mr. Todd Gillingham  
*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

