The background image shows a park scene. On the left, there is a tall, white, tiered monument topped with a statue of a person. In the center and right, there is a large, two-story brick building with a white pediment and a semi-circular window. The building has several arched doorways on the ground floor. Large trees with green leaves are scattered throughout the scene, and the sky is clear and blue.

# Fredericksburg Regional Alliance Update

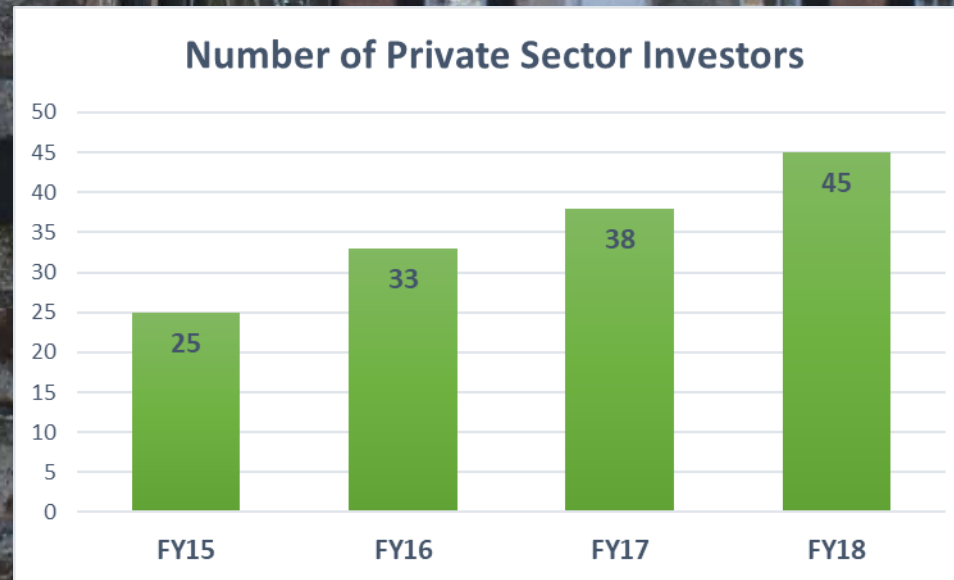
Summer 2018

Presented by Curry Roberts



# Marketing Metrics

Year	Capital Investment	Jobs	Announcements	Beg. Pipeline	New Projects	End Pipeline	Web Sessions	Research Inquiries
FY16	\$200,000,000	400	1	16	44	29	22,106	344
FY17	\$93,000,000	304	4	29	28	48	25,034	258
FY18	\$2,680,000	25	1	48	31	37	14,405	183





# Regional Project & Industry Activity

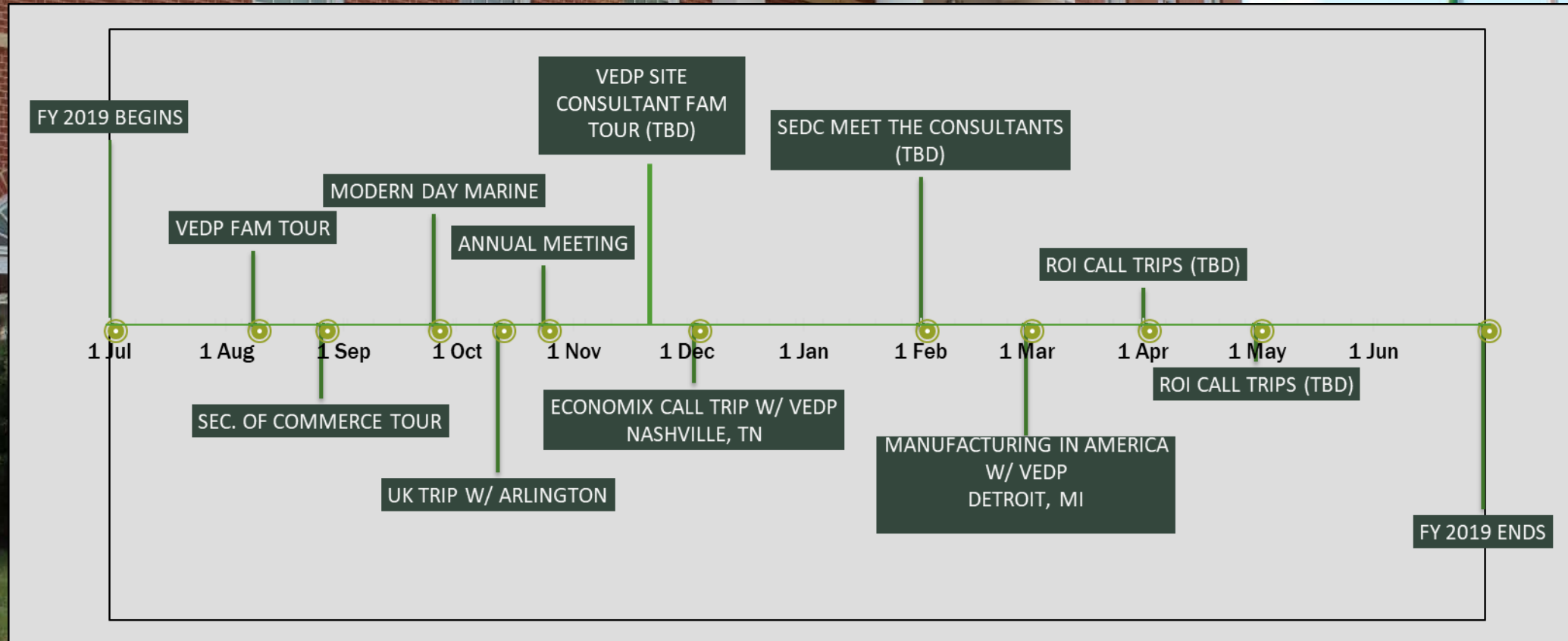
## Project Activity FY18

31 projects

- 8 Heavy Industrial
- 7 Light Industrial
- 9 Office
- 3 Food Processing
- 2 Distribution/ Logistics
- 2 Datacenter



# Tentative FY19 Marketing Calendar





# FRA Economic Development Involvement

## FRA Economic Development Then



■ Other <sup>1</sup>

■ Business Attraction

## FRA Economic Development Now

### Innovation/ Entrepreneurship

- Dahlgren Tech Transfers
- Defense Contractors BTB
- 2 startup assistance
- CIT
- New Richmond Ventures

### FDI

- CANSEC
- DSEI
- Toronto Call Trip

### Strength Capacity

- Transformation 2026
- Business Ready Sites
- UMW CBR Agreement

### Business Attraction

- New additions to pipeline (beginning of FY15 pipeline was 2, end of FY17 pipeline is 48)
- Independent & State lead marketing trips



■ FDI

1

■ Business Attraction

■ Innovation/ Entrepreneurship

■ Strength Capacity

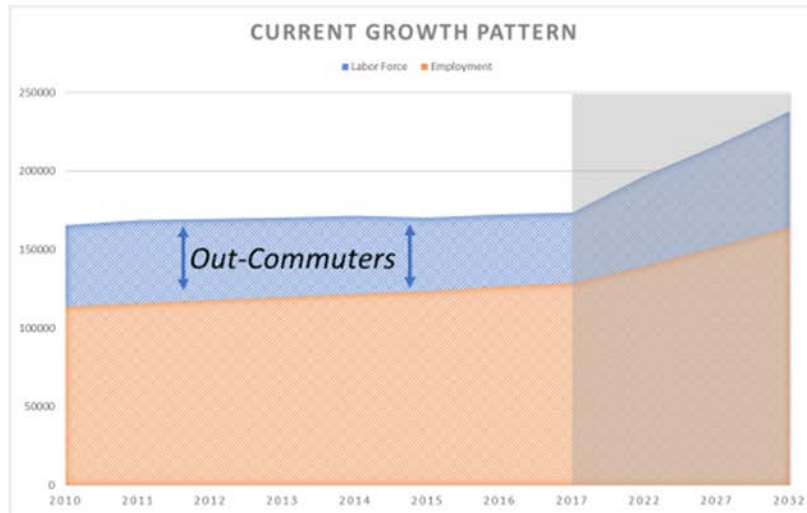


# Capacity Building

- Business Ready Site Program
  - Orrock-Simms property; Phase II VEDP grant
  - Wetlands delineation
  - Regional Industrial Facilities Act Legislation
- Regional Site Inventory
  - 23 certified business ready sites in the State
    - FredRegion has 0
    - FredRegion has 2 pad ready sites
- Involvement in VEDP/ Commonwealth Strategic Plan
- Speaker Howell appointed Curry Roberts to Business Development and Marketing Committee
- Data Center further site identification
- GoVirginia PamunkeyNet Initiative



# Regional Plan



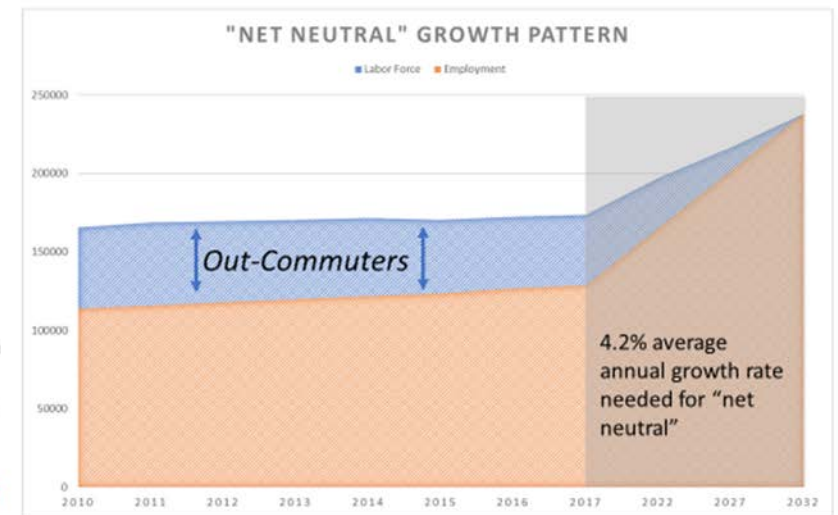
Labor force growth rate\* (2010-2017): 1.9%

Regional employment growth rate\*\* (2010-2017): 1.7%

Total gap of 73,314 jobs estimated by 2032.

\*BLS

\*\*BLS, Chmura Economics and Analytics



Labor force growth rate\* (2010-2017): 1.9%

Regional net employment growth rate\*\*  
2010-2017: 1.7% - 2,134 jobs per year

2017-2032: 4.2% - 4,889 jobs per year

\*BLS

\*\*BLS, Chmura Economics and Analytics



# GOAL:

Net Neutral Commute- Add 73,000 “In Region” Jobs by 2032

## Business Attraction

### Industry Clusters

- Business Services
- Information/Communication
- Manufacturing
- Logistics
- Public Administration (Federal Agencies)

## WORKFORCE

Local Schools

Community Colleges

UMW

## CREATION

Existing Business Expansion

B2B and Small Business Growth

Tech Transfer

Tourism Development

## INFRASTRUCTURE

Transportation

Telecommute – SCIF

Broadband

Cultural and Recreation

Business Ready Sites

Spec Buildings



# Save the Date

Annual Meeting  
October 24, 5-7PM  
Hyatt Place Fredericksburg

Guest Speakers:

Steven Jast, President of ROI

John Loftus, Building & Site Manager, VEDP



# FRA Investors

