EDA STAFFORD Virginia

RECAP

"Growth and Accomplishment"

2024

STAFFORD EDA MEMBERS

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Virginia

Jack Rowley, *Chairman*

A board member since 2001, Jack's decades of leadership in the paper industry provided him with a valuable take on business development.

Janette Holland, *EDA Member*

With a background in information technology, a commitment to community service and a passion for helping others succeed, she has made a significant impact on her community.

Marlon Wilson, *Co-Chair*

With over 25 years of experience in program management, government contracting, and business acquisitions and development, the U.S. Army veteran also serves as a local minister.

Frank Porcelli, *EDA Member*

Mr. Porcelli brings over 25 years of professional experience in DoD program management, system architecture design, systems integration and software development.

Price Jett, *Treasurer*

Price Jett is Chief Financial Officer of The International Mission Board (IMB.org) managing an asset base of $1.1B USD. He previously served as Chief Information Officer of IMB.

Daryl Weedeman, *EDA Member*

With a career spanning over four decades, Daryl has demonstrated a commitment to operational excellence and leadership.

Jeff Roosa, *Secretary*

Specializing in information technology within the Federal Government, Jeff has over 20 years experience supporting the Departments of Navy, Justice, State, and the Transportation Security Administration.

FINANCIAL PROGRAMS

EDA STAFFORD *Virginia*

In 2020, the Economic Development Authority (EDA) introduced four specialized loan programs to provide Stafford businesses with essential capital. These thoughtfully designed financial initiatives aim to foster growth and success within Stafford's vibrant business community. To explore these programs further, visit **StaffordEDA.com/financial-programs/**.

MICRO LOAN

BUSINESS GROWTH FUND

STIL LOAN

BUSINESS RESOURCES GRANT

10
business loans granted since inception

$499,000
in grant funds to small business

COLUMBUS CARTOGRAPHY

EMPUC
EMBREY MILL PRIMARY AND URGENT CARE

Up North Kutz

VitaeVisual

ACE Flight Solutions

Santana Holdings LLC

NLG
NEXT LEVEL GREENS

Stellar Investments LLC

ADVENTURE BREWING CO

BUSINESS ENGAGEMENT

EDA STAFFORD *Virginia*

BEER & BUSINESS

Established in 2021, Beer & Business is a signature networking event hosted by the Stafford EDA. Held quarterly, this dynamic gathering has successfully facilitated **15** events to date, each drawing an average of 60 local professionals. Beer & Business provides a relaxed yet productive environment for business leaders to connect, exchange ideas, and build valuable relationships within Stafford's thriving professional community. In addition, the event communicates partnership opportunities to over **60** businesses and highlights available EDA resources, supporting growth and collaboration in the region.

VETERANS BUSINESS BOOTCAMP

The Veterans Business Bootcamp (VBB) is an annual event dedicated to empowering the military and veteran community to invest in Stafford County's economic landscape. Established in 2016 in partnership with the UMW Small Business Development Center, VBB provides tailored support to veterans who are either launching a business or looking to enhance their existing operations. The program covers critical topics such as government contracting, financial management, human resources, and marketing strategies, ensuring that veteran entrepreneurs have the tools and knowledge needed to thrive in today's competitive market.

BUSINESS APPRECIATION RECEPTION

The 30th Anniversary of the Business Appreciation Reception celebrated three decades of Stafford's vibrant business community, honoring outstanding local businesses with distinguished awards. Established in **1993**, this annual event serves as a cornerstone for recognizing the achievements and contributions of Stafford's business leaders. Featuring special guest speakers, business awards, and opportunities for networking, the reception fosters camaraderie and highlights the collective success that continues to drive Stafford's economic growth.

BUSINESS RESOURCES FUND 2024

EDA STAFFORD Virginia

The **Business Resources Fund**, a dedicated committee in Stafford County, Virginia, plays a vital role in supporting and fostering local business growth and innovation. In 2024, the fund backed impactful initiatives such as Kilroy Robotics, the VA Black Business Chamber, and the Business Acumen Series, contributing to the county's vibrant entrepreneurial landscape and community development.

KILROY ROBOTICS

The EDA continues their support of STEM education with a **$10,000 annual donation to support Kilroy Robotics**, a STEM education organization in Stafford Schools.

BUSINESS ACUMEN SERIES

The EDA allocates another $**10,000 to fund an annual 50 seats for Stafford businesses** to attend the UMW Business Acumen Series, promoting business development and education.

VA CHRISTMAS TREE LIGHTING

The Stafford EDA generously supported the annual Christmas Tree lighting event through **funding management**, helping to bring this cherished community tradition to life.

VABCC

The EDA approves a **$10,000 Accelerator Grant** to be awarded to Virginia Black Business Chamber of Commerce.

BUSINESS RESOURCES

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Over the years, the Stafford County EDA supported and contributed to various regional events and efforts. These included sponsorship for Juneteenth, contributions to the VA Black Business Chamber, and Chamber Regional Branding Efforts, Langley Flight Museum, STEM Education, and more.

Totaling $50,000+ in economic efforts

| JUNETEENTH SPONSORSHIP | VA BLACK BUSINESS CHAMBER | CHAMBER REGIONAL BRANDING EFFORTS | LANGLEY FLIGHT MUSEUM | STEM EDUCATION |

WORKFORCE & EDUCATION

EDA STAFFORD *Virginia*

GERMANNA COMMUNITY COLLEGE

$750,000

The Stafford EDA donated $750,000 towards establishing a permanent site for Germanna Community College in Stafford in support of local education and workforce development.

AJGA OUTCOMES

EDA STAFFORD *Virginia*

Over the past three years, the Stafford Economic Development Authority (EDA) has proudly contributed $75,000 to support the annual AJGA Golf Tournament. This prestigious event has had a significant local impact, generating approximately $774,062 in direct economic activity and $321,195 in visitor spending. Additionally, the tournament has raised around $131,980 for local charitable organizations, including the AJGA ACE Grant, Special Olympics Virginia, Big Brothers Big Sisters of Fredericksburg, Stafford Education Foundation, Stafford Junction, SerVe, and the Stafford County Fire & Rescue Foundation, underscoring its commitment to both economic growth and community enrichment.

$75,000 CONTRIBUTED BY THE STAFFORD EDA

$774,062 DIRECT LOCAL ECONOMIC IMPACT

$131,980 CHARITABLE FUNDS RAISED

$321,195 VISITOR SPENDING

GO VIRGINIA GRANT

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2020:
GO VIRGINIA SMART TECHNOLOGY EXPANSION PROJECT

2021:
INTERNET OF THINGS ACCELERATOR PROGRAM

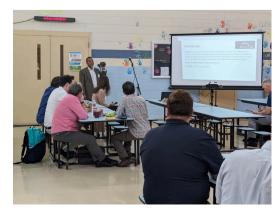**2023:**
GO VIRGINIA GRANT FOR ENTREPRENEURIAL ECOSYSTEM

Launched in 2020, the GO Virginia Grant has become a cornerstone of economic development and innovation in the region, securing vital funding to promote growth across various sectors. In its inaugural year, the Stafford Economic Development Authority (EDA) championed the GO Virginia Smart Technology Expansion Project, supporting a $96,250 planning grant aimed at expanding smart technology solutions throughout Region 6. Through strategic workshops and planning sessions with local governments, this initiative laid the foundation for tech-driven progress.

Building on this momentum, in 2021, the EDA was awarded a $215,000 GO Virginia grant to establish a regional Internet of Things (IoT) Accelerator Program. This program has been instrumental in fostering entrepreneurship in the smart technology sector, positioning Stafford as a hub for innovation.
Most recently, in 2023, the EDA received a $195,000 GO Virginia grant to expand the Testbed Entrepreneurial Ecosystem across Region 6. This initiative continues to fuel business development by providing startups and growing companies with the resources they need to thrive.

The impact of the GO Virginia Grant on the local community has been transformative. By advancing cutting-edge technologies and nurturing a thriving entrepreneurial ecosystem, these grants have not only spurred economic growth but also created opportunities for local businesses and innovators to lead in smart tech solutions, ultimately enhancing the region's competitive edge.

CONCLUSION

Financial Programs

- Established 2020
- 10 loans granted
- $499,000 in grant funds to small businesses

Business Engagement

- Beer & Business: Quarterly, ~60 attendees
- Veterans Business Bootcamp: Annual
- Business Appreciation Reception: 30 years

Business Resources Fund

- Kilroy Robotics: $10,000 CBO Grant
- Business Acumen Series: $10,000 to fund 50 seats for Stafford businesses
- VA Christmas Tree Lighting
- $10,000 Accelerator Grant awarded to VABCC

Business Resources

- Juneteenth Sponsorship
- VA Black Business Chamber of Commerce
- Chamber Regional Branding Efforts
- Langley Flight
- STEM Education

Workforce & Education

- $750,000 donation to Germanna Community College in Stafford

AJGA Outcomes

- $75,000 EDA Contributions
- $774,062 Direct Local Economic Impact
- $131,980 Charitable Contributions
- $321,195 Visitor Spending

GO Virginia Grant

- 2020: $96,250 planning grant to expand smart technology throughout Region 6
- 2021: $215,000 grant to establish regional IoT Accelerator Program
- 2023: $195,000 grant to expand Testbed Entrepreneurial Ecosystem across Region 6

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