



VEDA 2023 Fall Conference

Wednesday, September 20, 2023 – Friday, September 22, 2023

Speaker Profiles

Thursday, September 21, 2023

WELCOME/OPENING REMARKS/CONFERENCE OVERVIEW



Brian Donahue
Director of Economic Development
City of Portsmouth
VEDA 2023 Fall Conference Co-Chair

Brian Donahue is the Director for Portsmouth Economic Development. Brian provides oversight of the office's business recruitment, retention, and workforce development efforts for the City of Portsmouth. He also serves as Secretary for the Portsmouth Economic Development Authority and Portsmouth Port & Industrial Commission.

Brian has 20 years of experience in economic development, community development and real estate across the Commonwealth of Virginia. Prior to joining the Portsmouth Economic Development team in 2018, Brian was the Director of Development for the Portsmouth Redevelopment and Housing Authority, overseeing residential and commercial redevelopment and revitalization initiatives throughout Portsmouth. He also spent three years in planning and community development roles with the City of Suffolk, Virginia. Brian began his career with a privately held real estate development firm based in Richmond, Virginia. He has proudly called the Hampton Roads region home since 2006.

Brian holds a Bachelor of Science in Urban Studies and Planning from Virginia Commonwealth University.



Cliff Copley
Business Development Director
Hampton Roads Alliance
VEDA 2023 Fall Conference Co-Chair

Cliff Copley joined the Hampton Roads Alliance in 2022 as Business Development Director. In this role, Cliff helps recruit new businesses and assist existing companies with expansion needs, contributing to the Alliance's goal of attracting jobs and capital investment to the region. Some of his responsibilities include responding to inquiries by prospects, site selection consultants, real estate brokers and the VEDP business development managers in addition to coordinating site tours for prospects while acting as host and facilitator during the visit.

Cliff, a native of Hampton Roads, has lived and worked in Hampton Roads for most of his life. Prior to joining the Alliance, Cliff worked as a Business Manager for Regional Talent Solutions and Business Outreach for the Virginia Economic Development Partnership assigned to the Eastern Virginia region. In the role, Cliff lead expansion projects bringing over \$250 million of capital investment and 1,000 jobs to the Commonwealth of Virginia. Cliff is known and well-respected in Hampton Roads and has developed invaluable relationships and partnerships within the business and economic development community of the area. His previous public sector experiences include serving as Business Development Specialist at Tidewater Community College Center for Workforce Solutions as well as Senior Zoning Officer at James City County's Planning Division. In the private sector, Cliff served as Assistant Manager at Enterprise Rent-A-Car, Personal Banker at Bank of America, and Career Advisor at the ECPI University in Virginia Beach.

Cliff is a graduate of James Madison University where he earned his bachelor's in public administration, with a minor in political science. He is a member of the Virginia Economic Developers Association and currently resides in Virginia Beach with two children.



The Honorable Shannon E. Glover
Mayor
City of Portsmouth

Shannon E. Glover was elected to the Portsmouth City Council in 2017 as a City Councilman, serving from January 1 2018-December 31, 2020. He was elected Mayor of the City of Portsmouth on November 2, 2020. Glover's term of office runs until December 31, 2024.

Mayor Glover served in the United States Navy from 1988 until 1994, when he received an honorable discharge. He is currently the owner of two businesses in the City of Portsmouth, Commonwealth Employee Benefit Solutions, Inc., and Creative Learners Educational Center, LLC.

Mayor Grovers service to the City of Portsmouth includes service on the Hampton Roads Mayors and Chairs; Hampton Roads Alliance board of directors and executive committee; Hampton Roads Transit; Hampton Roads Planning District Commission & Transportation Planning Organization; and the Hampton Roads Workforce Council.

Additionally, Glover serves as a board member for the Boy's and Girl's Club Portsmouth Division; Habitat for Humanity volunteer in Suffolk and Portsmouth; volunteer mentor with "Be a Reader Program" at Lakeview Elementary; and board member for the Westmoreland Youth Association, Church and Community in Action, and Christopher Academy.

He is a graduate of Norfolk State University with a B.S. in interdisciplinary studies.

Mayor Glover was born in Erie Pennsylvania and is married to Paula Rochella Meadows. The couple has a son and a daughter.

Economic Development Disruptors



Toi Hunter
Vice President, Business Retention & Expansion
Hampton Roads Alliance
VEDA Program Chair

Toi Hunter joined the Hampton Roads Alliance in November 2020 as the Vice President of Business Retention & Expansion. In this role, Toi leads the development and implementation of a regional business retention and expansion (BRE) strategy. Toi has nearly a decade of economic development experience at the local and state levels.

Previously, Toi worked as Business Manager for Business Retention and Expansion for the Virginia Economic Development Partnership assigned to the Eastern Virginia region. At the beginning of her five-year tenure with the Commonwealth, Toi managed the Virginia Jobs Investment Program incentive through identifying expanding companies and supporting their growth through workforce development funding and consultative services. As a BRE Manager Toi focused on collecting corporate intelligence from the region's major employers and analyzing their feedback to identify potential expansions, diagnosis growth challenges and discover areas of public policy which may be influenced by collective response from the business community.

Prior to serving at the state level, Toi was a Business Development Manager for the City of Portsmouth, VA. She also has a background in finance by working in the banking industry for approximately four years directly after graduating from Virginia Tech with a Bachelor of Science in Business. Toi also holds a Master of Public Administration from Virginia Tech. Toi; her husband and two children reside in Chesapeake.



Gregory B. Fairchild
Isidore Horween Research Professor of Business Administration
Associate Dean for Washington, D.C.
Area Initiatives and Academic Director of Policy and Entrepreneurship
Dean and CEO of UVA/Northern Virginia
University of Virginia

Academic Area: Strategy, Ethics & Entrepreneurship
Areas of Expertise: Entrepreneurship, Business Strategy, Business Ethics, Leadership
Education: B.S., Virginia Commonwealth University; MBA, University of Virginia Darden School of Business; M.Phil., Ph.D., Columbia University

Gregory Fairchild is the Isidore Horween Research Professor of Business Administration at the University of Virginia's Darden School of Business and associate dean for Washington, D.C., area initiatives. He is also the Dean and CEO of UVA | Northern Virginia. Since 2001, he has taught strategic management, entrepreneurship and ethics in Darden's MBA and Executive Education programs. He has received several awards for teaching excellence at the Darden School and was named in 2018 as Poets & Quants MBA Professor of the Year.

His research on community and economic development is likewise renowned. He is the author of *Emerging Domestic Markets*, a book highlighting innovative practices in broadening the reach of financial services. Fairchild is a recognized expert in community development finance. In 2008, he received an \$850,000 grant from the John D. and Catherine T. MacArthur Foundation to study best practice in Community Development Financial Institutions (CDFIs). Fairchild was named one of five high impact research professors and the sole scholar focused in entrepreneurship by the *Financial Times* in 2010. In 2009, he received a faculty Pioneer Award presented by the Aspen Institute's Center for Business Education for his leadership and risk taking in integrating ethical, environmental, and social issues into the MBA curriculum. His multidisciplinary work has been cited by *Inc. Magazine*, *The Economist*, National Public Radio (NPR), *USA Today*, *New York Times*, and *The Washington Post*, among others.

Fairchild's service is aligned with his research. In 2020, he was honored with UVA's Public Service Award for Faculty. He served on the investment advisory of the Virginia Retirement Service (VRS), the Commonwealth's public pension fund (2009-2012). Governor McAuliffe appointed Fairchild to the board of Virginia Community Capital, the Commonwealth's largest community-developed bank (2015-2017). In 2017, Fairchild was appointed to the Community Advisory Board of the US Treasury, became a trustee of Union Square Capital Core Real Estate Fund, a mutual fund, and was appointed by Governor McAuliffe to the Virginia Economic Development Partnership, the Commonwealth's economic development authority (reappointed by Governor Northam). In 2020, he received the UVA Faculty Public Service Award for his long-term efforts in the community.

Fairchild and his wife, Tierney Temple Fairchild (MBA '93) are the founders of Resilience Education, an organization committed to providing high quality Socratic education to those that might not otherwise afford it (www.Resilience-Education.org). This is the conduit through which the Darden Prison Program is administered, among other initiatives.

Fairchild worked in marketing positions for such industry leaders as Kraft General Foods, Procter & Gamble and Saks Fifth Avenue before embarking on his doctoral studies. In addition to his teaching and research, he is a consultant to corporations, nonprofits, and governmental agencies.



Chris Gullickson
Director, Development and Transportation Policy
The Port of Virginia

Chris Gullickson joined The Port of Virginia in August of 2013. He currently serves as Director, Development and Transportation Policy, with the responsibility of engaging the Commonwealth, regions, and cities to promote and secure industrial land zoning and transportation freight planning to establish the land bank needed for development and the road and highway improvements for freight growth. In addition, Chris plays an active role in repositioning Portsmouth Marine Terminal as the premier East Coast Offshore Wind staging and load-out port; he also leads the efforts at the Port to promote outside-the-gate development of the Offshore Wind supply-chain.

Prior to joining the Port, Chris spent seven years at the Hampton Roads Economic Development Alliance (HREDA) as Vice President, where he was responsible for attracting new businesses to southeast Virginia. During his time at HREDA, he successfully assisted numerous companies in locating to the Hampton Roads region.

Chris is a graduate of Old Dominion University, where he earned a Bachelor of Science Degree in Business Management with a concentration in Finance. Chris is also a graduate of the University of Oklahoma, Economic Developers Institute, having earned a Certificate in Economic Development. He is currently a member and Vice Chair of the Virginia Offshore Wind Development Authority (VOWDA) and a Board Member of the Virginia Gateway Region. Additionally, Chris is a member of the Southern Economic Development Council, most recently serving as the State Director for the Virginia Delegation. Chris is also an active member of The Virginia Economic Developers Association and The Virginia Maritime Association.

Chris is from the Commonwealth of Virginia. For the past 15 years, Chris and his wife, Danielle, have resided in Chesapeake, Virginia. They are the proud parents of two daughters. Chris and Danielle are active members of Liberty Live Church and lead a Wednesday night small group.



Matt Smith
Director, Energy & Water Technology
Hampton Roads Alliance

Matt Smith joined the Hampton Roads Alliance in August 2020 as the organization's Director of Offshore Wind Business Development; in 2022 Matt's role expanded to cover the wider energy and water technology sectors. Matt leads the effort to develop a supply chain development initiative to promote the emerging offshore wind industry and to position similar energy-based industries for growth in the region. This initiative will position Hampton Roads as the premier destination on the East Coast for offshore wind companies to invest, while also creating new economic prospects for existing businesses, attracting new investments to the region, and sparking new permanent job creation.

Before joining the Alliance, Matt was a Senior Regional Planner at the Hampton Roads Planning District Commission (HRPDC). He worked in the areas of strategic, environmental, and comprehensive planning. Matt led efforts at the HRPDC on issues ranging from offshore wind to site development readiness. Matt came to the HRPDC from the City of Hampton's Community Development Department where he helped begin Hampton's resilience planning program. Prior to his career in community development, Matt worked for a member of the U.S. House of Representatives and for a research and consulting firm.

Matt is a native of Hampton Roads. He has a master's degree in urban and regional planning from Virginia Commonwealth University and a B.A. in American History from Washington and Lee University.



Chelsea Jenkins
Deputy Secretary of Commerce and Trade
Commonwealth of Virginia

Chelsea Jenkins is the Deputy Secretary of Commerce and Trade for the Commonwealth of Virginia. Prior to her current role, Chelsea was the VP of Government & Industry Relations for ROUSH CleanTech, the clean technology division of Roush Enterprises.

She leads strategic efforts including building partnerships with government and nongovernmental organizations, product development strategy and managing regulatory, legislative, and public policy initiatives for advanced clean transportation programs. Jenkins holds a degree from James Madison University in Integrated Science and Technology.



Mike Grella
CEO & Founder
Grella Partnership Strategies

Mike Grella has 26 years of domain expertise and experience in economic development, state, and local tax law, business site selection, and public policy as an attorney and advisor. Mike spent the first 17 years of his career advising hundreds of clients including some of the world's most recognizable brands at three of the top five global accounting & advisory firms on economic development strategy and expansion transactions.

In March 2012, Mike was recruited by amazon's legal team to build and lead its global economic development team from the ground up in Seattle. Over seven years the team created public-private partnerships representing over ten billion dollars of capital investment and over 100,000 new jobs spanning over two dozen U.S. states and 15 countries.

From 2012 -2016 Mike was responsible for the expansion of amazon's e-commerce logistics and last-mile delivery network collaborating with hundreds of states, regional, and local partners to construct over fifty million square feet of new development.

From 2016 - 2019 Mike spearheaded the economic development function for amazon web services, amazon's rapidly growing, cloud computing / hyperscale global data center business segment. Mike was responsible for expanding the scope and raising the bar on economic, fiscal, and community impact studies used to communicate the direct, indirect & induced benefits of amazon investments to federal, state, & local policymakers, regulators, and community stakeholders from capitol hill to town hall.

In March 2019 Mike formed Grella Partnership Strategies (GPS), a start-up economic development & public policy advisory firm delivering value to public & private sector organizations & investment funds leveraging cutting-edge data analytics and deep connections in the logistics/e- commerce, data center, and cleantech / sustainable manufacturing industries. For EDO clients GPS plans community red carpet/fam tours, strategic planning studies, market studies, highest & best use assessments, & mock site selection RFPs to prepare communities with the precise data and tools necessary to optimize investment attraction and make curated introductions to desirable end-users & developers.

Mike is a frequent contributor and cited in national media outlets including the New York Times, Wall Street Journal, Washington Post, NPR, Fox Business, Buzzfeed, Recode, And Business Journals around the country. He is also a frequent speaker on myriad economic development matters including Sustainable Development; Industry 4.0 & Smart Cities; Best Practices & Trends In Attracting Tech Industry Investments; The Role Of Diversity/Equity/Inclusion In Fortune 500 Site Selection; Innovation In Supply Chain & Logistics; And Demand-Based Workforce/Skills Development. Mike's speaking appearances include Corenet Global, Utility Economic Development Association, International Economic Development Council, New York State Economic Development Council, Cornell School Of Public Affairs & Yale Graduate School Of Management.

Mike received his undergraduate degree from Villanova University school of business and His Juris Doctor Degree from Hofstra University School Of Law. Mike is admitted to the New York State Bar.

KEYNOTE LUNCHEON SPEAKER: VIRGINIA SPACEPORT AUTHORITY



Roosevelt "Ted" Mercer, Jr.
CEO and Executive Director
Virginia Spaceport Authority

Roosevelt "Ted" Mercer, Jr., Major General, USAF (Ret.), is the CEO and Executive Director of the Virginia Spaceport Authority. Since taking office on August 1, 2021, Mr. Mercer has made it the mission of the Virginia Spaceport Authority to serve the Commonwealth's economy by providing safe, reliable, and responsive space launch services, ensuring access to space at competitive prices, and maintaining secure facilities for testing of unmanned vehicles for integration into the National Airspace System (NAS).

The Virginia Spaceport Authority is a political subdivision of Virginia. It owns and operates the MidAtlantic Regional Spaceport collocated at NASA Wallops Flight Facility on the Eastern Shore of Virginia. Mr. Mercer is responsible for the expansion and promotion of the commercial and government space industry in the Commonwealth. He directly oversees successful launch to space, industrial and economic development, and scientific and technological research and development.

Under Mr. Mercer's leadership, the Virginia Spaceport Authority continues to reach milestones that signify rapid expansion, including successful launches, the development of new facilities, a new launch pad, and outreach activities with domestic and international space industry organizations.

Prior to joining the Virginia Spaceport Authority, Mr. Mercer was the director of the Office of NextGen Collaboration and Messaging at the Federal Aviation Administration. He provided high-level leadership by managing and building relationships with a broad representation of stakeholders in the aviation community, federal agencies, and international air navigation service providers.

Mr. Mercer oversaw communication and outreach activities, including performance 2 reporting for the Next Generation Air Transportation System (NextGen). His organization supported the governance of the NextGen Executive Board, the NextGen Management Board, the NextGen Executive Weather Panel, and the NextGen Advisory Committee, managed interagency NextGen issues and coordinated the Office of NextGen's international program to support global harmonization.

Prior to joining the FAA in April 2016, Mr. Mercer served as the Vice President and Director for Government Commercial & International Initiatives, Geospatial Systems, a division of ITT Exelis. He was responsible for government and industry partnerships and international initiatives.

Mr. Mercer served in the United States Air Force (USAF) for more than 32 years (retired January 1, 2008), most recently as Director of Plans and Policy for U.S. Strategic Command at Offutt Air Force Base (AFB) Nebraska. He was responsible for the development and implementation of national security policy, military strategy, space and weapons employment concepts and policy, and joint doctrine as it applied to the command and execution of its missions. Mr. Mercer was also responsible for the development of the nation's strategic war plan, strategic support plans for theater combatant commanders, and contingency planning for the Global Strike mission.

Mr. Mercer has held Air Force command eight times from the squadron to the wing level. Some of his many USAF assignments include Commander, 45th Logistics Group, Patrick AFB, FL; Commander 30th Space Wing, Vandenberg AFB, CA; Commander, 81st Training Wing, Biloxi, MS; Commander 91st Operations Group, Minot, N.D.; Vice Director of Plans, U.S. Space Command, Peterson AFB, Colorado; Deputy Director of Operations, Headquarters Air Force Space Command, Peterson AFB, CO; and Commandant, Joint Forces Staff College, National Defense University, Norfolk, VA.

Entering the USAF in 1975, Mr. Mercer was a distinguished graduate of the University of Puget Sound's ROTC program. His educational credentials include a BA in urban planning from the University of Puget Sound; MS in counseling from the University of Oklahoma; post-graduate Executive Programs at Syracuse University, National Defense University, and Harvard University's John F. Kennedy School of Government; and a concentrated Executive Financial Development Program at the Wharton School of Business.

Mr. Mercer is a member of the Commonwealth of Virginia Governor's Aerospace Advisory Council; Vice Chairman of the board, National Strategic Research Institute for the University of Nebraska; member of the Board of Trustees for the Rochester Institute of Technology, Rochester, NY; a member of the National Association of Governing Boards; the Commercial Space Transportation Advisory Committee; and the National Space Council Users Advisory Group.

PARTNERS IN PROGRESS: MASTERING THE RFI PROCESS TOGETHER



Shelby Glover Zaricor
Managing Director, Products Team
Virginia Economic Development Partnership

Shelby Glover Zaricor started her economic development career in Mobile, Alabama working for the Mobile Area Chamber of Commerce. While there, she started in and then led the Business Development Division within the Economic Development Department. Her primary role was to help new industry locate and existing industry expand in Mobile County, Alabama. Shelby holds a Masters degree in Economic Development as well as a Bachelors degree in Marketing both from the University of Southern Mississippi. Shelby is also a graduate from Oklahoma University's Economic Development Institute, as well as The

University of Alabama's Applied Economic Development Course.

Shelby has recently relocated to the Virginia Beach area with her husband and two dogs. Growing up by the water along Mobile Bay, she feels right at home on the east coast.



Jen Kostyniuk
Director, Economic Development
Dominion Energy

Jen Kostyniuk is Director of Economic Development. Jen has held multiple positions at Dominion Energy over the past twenty-two years, all involving outreach and communications. In her current role, Jen and her team strive to be a valued, premier economic development partner and solution provider that is best-in-class in making win-win connections between people, places, and business. Prior to her career at Dominion Energy, Jen worked for Circuit City Corporate in the advertising group as both a graphic designer and senior copywriter.

A member of the 2016 class of Leadership Metro Richmond and the 2013 class of Lead Virginia, Jen is very active in the Richmond, Virginia volunteer community, serving on the board of directors for Stop Child Abuse Now (SCAN), Leadership Metro Richmond, Virginia Voice and Richmond Behavioral Health Foundation. Jen has a B.S. in Mass Communications-Advertising, an M.S. in Mass Communications-Media Management, and an M.A. in English-Writing and Rhetoric, all from Virginia Commonwealth University. She is an avid runner and has a goal to run a marathon in every U.S. state.



Tim Wilke
Permitting Ombudsman, Regulatory Affairs and Outreach Division
Virginia Department of Environmental Quality

Tim Wilke graduated with a Bachelor of Science from the State University of New York College of Environmental Science and Forestry. He has more than 12 years of public outreach and environmental permitting experience.

Tim currently serves as the Permitting Ombudsman at the Virginia Department of Environmental Quality where he helps economic development projects successfully navigate environmental permitting requirements in a timely manner.

Prior to coming to DEQ Tim previously worked in the private sector as an environmental consultant where he successfully helped clients obtain a variety of Federal and State environmental permits for a variety of projects located in Maryland, Virginia, North Carolina, and South Carolina.

As a Permitting Ombudsman at DEQ Tim is involved with several initiatives to improve DEQ's processes and enhance DEQ's communication of permitting steps and requirements in an easy-to-understand manner. He is currently developing a permitting brochure which will summarize DEQ's permitting programs, and Tim is assisting in a revamp of DEQ's permitting websites to better provide pertinent information for any individual or entity needing DEQ permits.



Mary Beth Flournoy
Director, Industrial Development
Norfolk Southern

MaryBeth Flournoy (affectionately known by the team as MB) serves as Director of Industrial Development for Norfolk Southern. Since 1894, Norfolk Southern's Industrial Development team has helped companies, large and small, find the right site to successfully grow their businesses and serve their customers throughout the 22-state service area. MaryBeth leads the Atlantic Region team of Industrial Development Managers, which includes Virginia and the Carolinas. She joined Norfolk Southern in February 2023.

MaryBeth began her career with Georgia Power in 2008 as an intern in Tactical Marketing before moving to Community & Economic Development the following year in the Research department. In 2014, she assumed the role of business recruitment manager. In her time at Georgia Power, MaryBeth has supported the recruitment of companies such as Salesforce, Norfolk Southern, Rivian, Stitch Fix, PVH Corp, Coyote Logistics and Rivacold in locating operations in Georgia.

MaryBeth is a board member of the French American Chamber of Commerce Southeast and the Alliance Theater Advisory Board in Atlanta. She graduated from Agnes Scott College with an undergraduate degree in International Relations and has an Executive MBA from the Georgia Institute of Technology.

She resides in the "Upper Westside" of Midtown Atlanta (yes, the Upper Westside is a thing!) with her tiny dog "Wild Wally". MaryBeth loves exploring Atlanta's art and live music scene. She also enjoys water and snow skiing, sailing, and wine tasting. A self-proclaimed world-wanderer, there's nowhere MB won't travel- her next big adventure includes sailing the Nile River this coming Spring.



George Faatz
Director, Growth & Strategic Planning
Virginia Natural Gas

George Faatz is the Director of Growth and Strategic Planning for Virginia Natural Gas and is responsible for directing all growth-oriented functions at VNG, including financial planning and analysis, business development, economic development, and major project development. Previously, George was the Director of External Affairs and was responsible for managing VNG's relationships with government officials and the community.

Prior to joining Virginia Natural Gas, George was the chief of staff to the House Majority Caucus Chairman. In addition to his work in the Virginia legislature, he has an extensive background in political campaigns and grassroots advocacy.

George currently serves on the Eastern Virginia Medical School Board of Visitors and is a board member for ForKids, the Hampton Roads Alliance RED Team and is a Triton for The Neptune Festival Court 49. He is a graduate of LEAD Virginia and the CIVIC Leadership Institute and was previously awarded Top Forty Under 40 in Hampton Roads by Inside Business and Millennial on the Move by CoVa Biz Magazine.

George holds a Master's in Business Administration from the Raymond A. Mason School of Business at The College of William and Mary and earned a Bachelor's Degree in Public Administration from George Mason University. He resides in Virginia Beach with his wife Christen and three children.

VEDP UPDATE



Christina M. Winn
Executive Director
Prince William County Department of Economic Development
VEDA President

Christina Winn leads the Prince William County Department of Economic Development (PWCDED), catalyzing investment, retention, and redevelopment opportunities in the second largest county in Virginia.

By positioning the county as a leader in the fast-paced, evolving economy of the Greater Washington, D.C. region, Ms. Winn is shaping stages for expansion and collaboration in key target industries, such as life sciences and biotech; last-mile distribution and supply chain logistics; and government contracting. Her goal is to create higher paying jobs for a highly educated and diverse workforce in Prince William County that will also build capacity for a flourishing entrepreneurial ecosystem.

Since taking the helm of the department in 2019, Ms. Winn has implemented best practices and programs that attracted more than \$10.3 billion in capital investment and 7,531 new and retained jobs. During the COVID-19 pandemic, she led multiple grant programs, providing more than \$32 million in assistance to the county's business community.

With more than 20 years of economic development and private sector real estate experience, Ms. Winn is an expert in development programs including finance, incentives, and marketing. She currently serves as the president for the Virginia Economic Developers Association (VEDA), and she was named to the *Washington Business Journal's* 2022 class of Women Who Mean Business.

Ms. Winn strategically enhanced the county's economic national presence with the rigorous International Economic Development Council (IEDC) department accreditation in 2022. The department programs have been honored with eight IEDC Economic Excellence Awards as well as a 2022 Achievement Award from the Virginia Association of Counties (VACo).

Previously, she led Arlington Economic Development business investment group from 2014 to 2019, where she was instrumental in redefining the Northern Virginia economic landscape with the recruitment of Amazon's HQ2. She earned her master's degree in real estate development from Johns Hopkins University and her bachelor's degree in economics from Arizona State University.



Jason El Koubi
President & CEO
Virginia Economic Development Partnership

Before joining VEDP in July 2017 as Executive Vice President, El Koubi was previously President and CEO of One Acadiana, a regional economic development organization based in Lafayette, Louisiana. Under his leadership, the organization developed and successfully launched one of the most successful capital campaigns of its kind in the nation to deliver a new economic development program for the nine-parish region.

Previously, El Koubi served as Assistant Secretary of Louisiana Economic Development, where he led initiatives that helped secure projects creating more than 63,000 new jobs along with more than \$28 billion in new capital investment, while dramatically improving Louisiana's position in virtually every state business climate ranking.

Education: B.S., Biological Engineering – Louisiana State University; M.S., Public Policy – London School of Economics



Greg Burkart
Executive Vice President
Virginia Economic Development Partnership

Greg Burkart serves as Executive Vice President at the Virginia Economic Development Partnership where he leads VEDP's overall strategy and operations and provides executive leadership in collaboration with the President and CEO.

Before joining VEDP in June 2023, Burkart retired from the site selection profession where he was a Managing Director and Practice Leader of the Site Selection & Incentives Advisory Service at Kroll, LLC. In this role, Burkart co-founded the profession's first-ever digital marketplace, SITE Selector™, and led a diverse team that managed \$100+ billion of capital projects, spanning 47 of the 50 U.S. states, Latin America, and Europe. Before Kroll, Burkart founded the Economic Development Advisory Practice within the Public Law Group in the Detroit office of Squire Sanders LLP and previously started and led EY's site selection and business incentive services in the Great Lakes Region, as well as EY's international incentive practice.

Education: B.S., Economics — Spring Hill College; J.D. — St. Louis University.

VEDA PUBLIC POLICY UPDATE



Christopher D. Lloyd
Senior Vice President & Director, Infrastructure & Economic Development
McGuireWoods Consulting, LLC
VEDA Senior Public Policy Advisor

Chris Lloyd leads the McGuireWoods Consulting infrastructure and economic development team where he specializes in site selection and economic development incentives negotiations. Since 1998, Chris has worked on dozens of high profile, corporate expansions, and relocations across the country.

Chris has also worked closely with clients on numerous public-private partnership projects for transportation and other infrastructure and played a leading role in the development and passage of Virginia's public-private partnership laws, which have since become model legislation for use in other states.

Prior to joining McGuireWoods Consulting, Chris served for nearly five years in the Office of the Secretary of Commerce and Trade under Virginia Governors Allen and Wilder. In this position, he was responsible for legislative, budgetary, and regulatory coordination and development within that Secretariat which managed the state's economic development programs.

Chris graduated from the College of William & Mary in 1993. He lives in Richmond with his wife, Megan, and two children.



Elizabeth Rafferty
Director of Government Affairs
Hunton Andrews Kurth
VEDA Legislative Liaison

Elizabeth's practice focuses on government affairs; legislative, budgetary, and regulatory strategy; and economic development efforts on behalf of businesses, government, and other clients.

She has represented companies and associations in the technology, housing, and transportation sectors. She has experience in a number of the major public policy developments including gaming and cannabis and has more than 10 years of experience in the executive branch of state government.

Elizabeth's success has been because of her trusted and respected relationships in state government including several Governor's administrations, agency heads, key staff, and interest groups. She has strong connections with legislators across the Commonwealth of Virginia. Elizabeth provides insight and understanding into the workings of state legislatures and agencies, including political insight and grassroots and grassroots advocacy support. She works to identify the best approach to address distinct issues and a resulting strategy which enables her to invest in the growth and success of her clients.

Prior to joining Hunton Andrews Kurth, Elizabeth served in various roles, including as director of government relations where she assisted businesses, associations, and individuals before Virginia's legislative and executive branches of government. Elizabeth is also the former policy and legislative director at the Virginia Department of Housing and Community Development (DHCD), where she was responsible for oversight of the agency's policy initiatives and legislative functions. Elizabeth helped launch GO Virginia, an economic development program designed to grow and diversify the Commonwealth's economy. While at DHCD, she worked as an advisor for community development for the Secretary of Commerce and Trade in the Governor's administration.

Her relevant experience includes drafting legislation and policy briefs, testifying before legislative committees and subcommittees; lobbying state and legislators, developing and implementing legislative strategies; developing and administering clients' political action committees; and developing and executing grassroots and grassstops strategies on local, and state levels.

Memberships include the Hanover Economic Development Authority, and member of the board of directors for Virginia Clean Cities.

Elizabeth is the founder of River City Stars, the only non-profit cheerleading program for athletes with special needs in Central Virginia.



Robert T. Bohannon
Director of Government Affairs
Hunton Andrews Kurth
VEDA Legislative Liaison

Robb has nearly 20 years of experience representing companies and trade associations in the health care, entertainment, transportation, environmental, and high-tech industries in federal and state politics.

Throughout his career, Robb has worked on legislative and regulatory matters across the country related to health and wellness, economic development, First Amendment protections, e-commerce, retail, and privacy. He has substantial experience working with governors and state attorneys general offices, building consensus on political and legislative issues, as well as securing support for amicus briefs.

In Virginia, he has represented a myriad of clients before the Virginia General Assembly since 2014, with a particular emphasis on transportation (including funding, railroads, and construction), environmental, entertainment, retail, and local government issues.

Robb supports clients on a variety of measures including drafting legislation, testifying before legislative committees and subcommittees, lobbying state legislators, developing and implementing legislative strategies, developing, and administering clients' political action committees, and developing and implementing grassroots and grassstops strategies on local, state, and national levels.

His relevant experience includes director, Corporate and Government Affairs, Health Diagnostic Laboratory, Inc., 2013-2014; director, State Government Affairs, Entertainment Software Association, 2011-2013; senior manager, State Government Affairs, Entertainment Software Association, 2008-2011; assistant director, state affairs, American Academy of Dermatology Association, 2006-2008; manager, state government affairs, American Academy of Dermatology Association, 2005-2006; and specialist, political and grassroots affairs, American Academy of Dermatology Association, 2004.

Robb is a member of VEDA; the National Association of State Lobbyists; of the board for the Virginia Capital Trail Foundation; Lead Virginia (2017); Bon Secours Grand Rounds for Community Leaders (2014-2015); and the executive advisory board for the George Mason University Computer Game Design Programs (2012-2013).

VIPC: Working with LEDOs and REDOs to Support Startups and Innovation Ecosystems across the Commonwealth



Conaway Haskins
Vice President, Entrepreneurial Ecosystems
Virginia Innovation Partnership Corporation

Conaway Haskins has spent nearly 20 years helping public and private sector organizations navigate economic development, public policy and strategic management challenges and opportunities at the local, state, and national levels. He currently serves as Vice President for Entrepreneurial Ecosystems where he provides strategic vision and operational results for the Entrepreneurial Ecosystems Division. In this role, he advises, supports, and funds statewide and regional technology-based and innovation-led economic development initiatives.

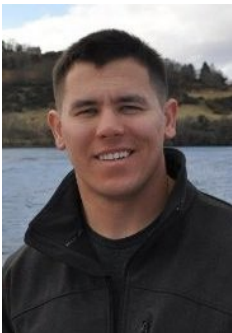
Prior to joining VIPC, he served as Associate Director of the Virginia Tech Center for Food Systems and Community Transformation and as the State Economic Development Specialist for the university's Virginia Cooperative Extension division. He was responsible for leading and executing technical assistance, applied research, and public engagement efforts serving communities and regions across the Commonwealth. Before that, Conaway led a variety of efforts for the Virginia Community Economic Network, Virginia State University, Council on Foundations, US Senator Jim Webb, and the Cameron Foundation. He began his career as an economic and workforce development researcher at the Aspen Institute. Conaway earned a Masters of Regional Planning degree from University of North Carolina at Chapel Hill and a B.A. in Government & Politics from George Mason University. He lives in the Richmond, VA area.



Hina Mehta
Director of University Programs
Division of Commercialization
Virginia Innovation Partnership Corporation

Hina Mehta joined VIPC in 2022 as Director of University Programs for the Commercialization Division. In this role, she participates in the development and execution of the Commonwealth Commercialization Fund (CCF) grant programs and serves as the lead for promoting and managing the CCF's university-focused programs. Hina has extensive experience in research commercialization and was, during her tenure as Director of the Office of Technology Transfer at George Mason University, successful at engaging with and supporting commercialization-minded research faculty. At Mason, she also mentored faculty-led teams participating in customer discovery programs such as NSF I-Corps and ICAP.

Prior to Mason, Hina worked in biomedical research, in strategic consulting, and co-founded a startup. Hina is passionate about community service, serves on several innovation and entrepreneurship committees, and volunteers for nonprofit community organizations. She holds a Ph.D. in Neuroscience from the Indian Institute of Chemical Biology, and an MBA from the University of Maryland.



Dustin Dunbar
Investment Associate
Virginia Venture Partners
Virginia Innovation Partnership Corporation

Dustin Dunbar brings a versatile background to the GAP Funds team including nine years of service as a U.S. Army Officer and experience in financial modeling, project management, funds management, business relations and economic research. Most recently, Dunbar was a Principal Associate of Operational Risk at Capital One where he was responsible for the oversight of operational risk within the Capital Markets, Corporate Banking, and Commercial Real Estate divisions, as well as ensuring federal regulatory compliance and reporting. Previously with the Army, Dunbar served as a Capability Development Officer for the Science and Technology Division of the Combined Arms Support Command, where he conducted research and valuation on emerging technologies and developed public-private relationships with both small and large businesses for contracts to develop solutions to Army strategic problem sets.

Dunbar earned his M.S. in finance from Georgetown University's McDonough School of Business, and his B.B.A. in Marketing from The College of William and Mary.



Meredith Hundley
Director of Grants and Research
Entrepreneurial Ecosystems Division
Virginia Innovation Partnership Corporation

Meredith Hundley serves as the Director of Grants and Research in the Entrepreneurial Ecosystems Division of VIPC. She came to VIPC in 2022 from Valleys Innovation Council (now Verge) where she was the Director of Planning, Research, and Grants after her research and work led to the launch of that organization in 2018. She previously worked at Virginia Tech on the Beyond Boundaries presidential visioning initiative, the university's presidential search in 2013, and with local community leaders on broadband initiatives, including the creation of the Roanoke Valley Broadband Authority.

Meredith has her PhD in Public Administration from Virginia Tech where her dissertation focused on factors influencing project implementation success for broadband projects. She also holds an MPA from Virginia Commonwealth University and a BA from the University of Richmond.