

Economic Development Authority

Vacancy Chart

As of
May 13, 2018

The Economic Development Authority shall be governed by a board of directors in which all powers of the authority shall be vested and which board shall be composed of seven directors. (Code of Virginia § 15.2-4904)

Each Director of the Economic Development Authority shall be a resident of the City...Of the authority's seven directors, one shall be a member of the residential, commercial or mixed use development community, one shall be a member of the banking, lending or financial services community, one shall be a member of the Virginia State Bar, and one shall be a certified public accountant licensed by the State. The remaining directors may but need not necessarily belong to one of the groups set forth in the previous sentence so long as their qualifications provide a positive benefit to the authority. (Code of the City of Richmond § 2-759)

(Assigned to the Finance & Economic Development Standing Committee)

Member	Patron	Expiration Date	Eligible for Reappoint.	Interested in Reappoint.	Qualification
Nupa Agarwal	All members of Council	03/22/2018	Yes	Appointment pending	Member of the Virginia State Bar
Richard Johnson	All members of Council	11/28/2017	No	Yes	Resident of the city who is a member of the residential, commercial or mixed use community

Contact:

Sharon Kerrick, Director of Operations
Economic Development Authority
(804) 521 – 4002
Sharon.kerrick@richmondeda.org



City of Richmond, Virginia
City Council

Authorities, Boards, Commissions and Task Forces Application

(Name of Authority, Board, Commission or Task Force)

ECONOMIC DEVELOPMENT AUTHORITY

Title: _____

Name: *Matthew B Davey 170*

Home Address: 001709 E CLAY ST APT 505 RICHMOND VA 23223

Home Telephone: 8043386310 Home Fax: _____

Personal E-Mail Address: matthewbdavey@gmail.com

Employer: Davey Enterprises

Job Title: Owner How Long? _____

Business Address: _____ VA _____

Business Telephone: _____ Ext: _____ Business Fax: _____

Business E-Mail Address _____

Is Your Place of Employment Located in the city of Richmond Yes

Is your Place of Employment Located in the County? No If Yes, Which County? _____

Are You A City Resident? Yes If Yes, Which City Council District? 7 Number of Years? 33

Do you or your employer have a contract, other than a contract of employment, either with the city of Richmond or with the entity to which you are seeking appointment? No

If yes, please provide information on the nature of the contract.

Please List Your Educational Background and/or Other Expertise or Qualifications You Will Bring to This Authority, Board, Commission or Task Force:

Have owned and operated a small business in the city of Richmond for 8 yrs. Founded the Historic Shockoe Valley Foundation in 2014. Have traveled to over 100 cities in the U.S. researching economic development practices as well smart growth in historic districts. Have also traveled to over 6 countries in Europe, conducting similar research. Several of my friends and colleagues recommended that I apply for this position.

List other city of Richmond Authorities, Boards, Commissions or Task Forces you currently or have previously served on. Please give date(s) and office(s) held, if applicable.

Other Community Involvement:

Actively involved in any and all issue related to the Historic Shockoe Valley, actively involved in my political party, and regularly attend community and city council meetings.



City of Richmond, Virginia
City Council

Authorities, Boards, Commissions and Task Forces Application

(OPTIONAL) Please List Additional Information You Would Like Considered, or You May Copy and Paste Your Short Resume.

How Did You Hear About or Who Referred You to Apply for Appointment to This Authority, Board, Commission or Task Force?

Was tagged in a Facebook post.

NOTE: This application is a public document. Completed applications will remain on file for consideration for six (6) months at which time it must be updated.



City of Richmond, Virginia
City Council

Authorities, Boards, Commissions and Task Forces Application

(Name of Authority, Board, Commission or Task Force)

ECONOMIC DEVELOPMENT AUTHORITY

Title: _____
Name: *Anthony M DeRuosi*
Home Address: 000803 SPOTTSWOOD ROAD RICHMOND VA 23220
Home Telephone: 8043593332 Home Fax: _____
Personal E-Mail Address: amderuosi@aol.com
Employer: AMD Advisor, LLC
Job Title: _____ How Long? _____
Business Address: 000803 SPOTTSWOOD RD 803 RICHMOND VA 23220
Business Telephone: 8045645242 Ext: _____ Business Fax: _____
Business E-Mail Address amderuosi@aol.com
Is Your Place of Employment Located in the city of Richmond Yes
Is your Place of Employment Located in the County? Yes If Yes, Which County? _____
Are You A City Resident? Yes If Yes, Which City Council District? 5 Number of Years? 12

Do you or your employer have a contract, other than a contract of employment, either with the city of Richmond or with the entity to which you are seeking appointment? No

If yes, please provide information on the nature of the contract.

Please List Your Educational Background and/or Other Expertise or Qualifications You Will Bring to This Authority, Board, Commission or Task Force:

Bachelor of Science/MBA. Have successfully run businesses around the world for 30 years and have a successful small business

List other city of Richmond Authorities, Boards, Commissions or Task Forces you currently or have previously served on. Please give date(s) and office(s) held, if applicable.

Other Community Involvement:

(OPTIONAL) Please List Additional Information You Would Like Considered, or You May Copy and Paste Your Short Resume.



City of Richmond, Virginia
City Council

Authorities, Boards, Commissions and Task Forces Application

Board member RMHC

How Did You Hear About or Who Referred You to Apply for Appointment to This Authority, Board, Commission or Task Force?

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City of Richmond, Virginia
City Council

Authorities, Boards, Commissions and Task Forces Application

(Name of Authority, Board, Commission or Task Force)

ECONOMIC DEVELOPMENT AUTHORITY

Title: _____
Name: *Terry C Frank 142*
Home Address: 001427 W LABURNUM AVE RICHMOND VA 23227
Home Telephone: 8043669183 Home Fax: _____
Personal E-Mail Address: terrycfrank@yahoo.com
Employer: Kaufman & Canoles
Job Title: Partner/lawyer How Long? 14
Business Address: 001021 E CARY ST 1400 RICHMOND VA 23219
Business Telephone: 804-771-5745 Ext: _____ Business Fax: _____
Business E-Mail Address tcfrank@kaufcan.com
Is Your Place of Employment Located in the city of Richmond Yes
Is your Place of Employment Located in the County? No If Yes, Which County? _____
Are You A City Resident? Yes If Yes, Which City Council District? 3 Number of Years? 14

Do you or your employer have a contract, other than a contract of employment, either with the city of Richmond or with the entity to which you are seeking appointment? No

If yes, please provide information on the nature of the contract.

Please List Your Educational Background and/or Other Expertise or Qualifications You Will Bring to This Authority, Board, Commission or Task Force:

*BA Historic Preservation/ Mary Washington
JD/ University of Richmond
Practicing lawyer for 14 years with Kaufman & Canoles, P.C. first in commercial real estate and now in the financial services industry.*

List other city of Richmond Authorities, Boards, Commissions or Task Forces you currently or have previously served on. Please give date(s) and office(s) held, if applicable.

None

Other Community Involvement:

Studio Two Three - Advisory Board



City of Richmond, Virginia
City Council

Authorities, Boards, Commissions and Task Forces Application

(OPTIONAL) Please List Additional Information You Would Like Considered, or You May Copy and Paste Your Short Resume.

My artist husband and I have made Richmond our home and intend to raise our family here. I truly love this city and would like to use my skills to give back on some way.

How Did You Hear About or Who Referred You to Apply for Appointment to This Authority, Board, Commission or Task Force?

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City of Richmond, Virginia
City Council

Authorities, Boards, Commissions and Task Forces Application

(Name of Authority, Board, Commission or Task Force)

ECONOMIC DEVELOPMENT AUTHORITY

Title: _____
Name: *Audra E Grassia*
Home Address: 000103 DUNDEE AVE RICHMOND VA 23225
Home Telephone: 6174474934 Home Fax: _____
Personal E-Mail Address: audra.grassia@gmail.com
Employer: _____
Job Title: _____ How Long? _____
Business Address: _____ VA
Business Telephone: _____ Ext: _____ Business Fax: _____
Business E-Mail Address _____
Is Your Place of Employment Located in the city of Richmond No
Is your Place of Employment Located in the County? No If Yes, Which County? _____
Are You A City Resident? No If Yes, Which City Council District? _____ Number of Years? _____

Do you or your employer have a contract, other than a contract of employment, either with the city of Richmond or with the entity to which you are seeking appointment? No

If yes, please provide information on the nature of the contract.

Please List Your Educational Background and/or Other Expertise or Qualifications You Will Bring to This Authority, Board, Commission or Task Force:

I am an accomplished manager with over 14 years of experience working with political, government, private-sector, and non-profit organizations to plan and execute large-scale campaigns and programs. I am skilled at internal and external stakeholder engagement, political communications, data and analytics, and policy development and analysis. I am also an expert at aligning tactical implementation plans with strategic vision. I graduated with a BA in Government from the University of Texas at Austin and have a Master of Public Health from Washington University in Saint Louis. Much of my career has been spent in helping organizations realize their vision and executing it. I believe - with the new leadership in the City of Richmond - we're at the early stages of realizing a new vision for the City. I moved here only six months ago, because I wanted to be a part of that. I found a job that allows me to work remotely, so I could live here and take advantage of all that Richmond has to offer. But in order to be fully invested, I would like to work directly within city government to help Richmond become an even better place to live, work, go to school and raise a family. I now work for a tech start-up, based in San Francisco, but with a distributed work force. I am interested in helping Richmond realize it's potential as a future center of innovation and believe my work with startups

List other city of Richmond Authorities, Boards, Commissions or Task Forces you currently or have previously served on. Please give date(s) and office(s) held, if applicable.

I have not served on any local boards or commissions. I am new to the Richmond area, but this is the community I



Authorities, Boards, Commissions and Task Forces Application

have chosen to call home for the long-term. As such, this is my first effort to get involved at the local level.

Other Community Involvement:

I have spent much of my career working to help elect candidates to political office. I also have worked as a legislative aid in two state legislatures (including VA). My community involvement is often an extension of the work I do with candidates and electoral politics, because I believe our Democracy is foundational to ensuring positive change in our communities. Previously, I did spend nearly 5 years volunteering with an international non-profit organization called Mahila Partnership, which helped women and girls around the world. I am also an Officer in the U.S. Army Reserves.

(OPTIONAL) Please List Additional Information You Would Like Considered, or You May Copy and Paste Your Short Resume.

Education, Skills, and Memberships

Master of Public Health

Washington University in Saint Louis, May 2012

Bachelor of Arts in Government

The University of Texas at Austin, May 2003

- *Technical proficiencies include: all Microsoft programs, including Access, Visio, and Sharepoint; working SQL knowledge; proficient in SPSS statistical analytics software and Civis proprietary data analytics software.*

Relevant Experience

EMILY's List, Mid-Atlantic Regional Director for State & Local Campaigns 6/2017 – 11/2017

- *Recruit and train pro-choice, women running for office across 6 states and the District of Columbia.*
- *Advise candidates on all aspects of campaign planning and strategy, to include polling, research, communications, and fundraising.*
- *Act as a steward of EMILY's List resources by advising the organization on investment decisions at the state & local level.*

Defense Intelligence Agency, Collection Management Officer (Active Duty Orders - Army) 12/2016 – 6/2017

- *Analyzed performance metrics of intelligence collection platforms and present findings to leadership for use in tactical and strategic decision making.*
- *Evaluated intelligence to ensure collection was providing US foreign policy and national security decision-makers with timely, accurate, clear, and concise reporting in a manner that safeguards sensitive intelligence sources and methods.*

Hillary for America, Special Projects, Analytics 8/2016 – 11/2016

- *Co-directed National Volunteer Center efforts resulting in over 15 million voter contact calls and over 20 million texts into battleground states for Hillary Clinton's Presidential campaign.*
- *Managed stakeholder relationships and special projects across analytics departments (Data Science, Digital Analytics, and Targeting) and across campaign departments (Field Organizing, Digital Organizing, and the Get Out the Vote Team).*
- *Facilitated a process improvement strategy among the Organizing Analytics Team, resulting in improved*



Authorities, Boards, Commissions and Task Forces Application

coordination and program execution of in-state data and headquarters-based analytics programs.

Civis Analytics, Political Account Manager

8/2015

– 8/2016

- Acted as the front-line engagement manager for over 18 Civis clients, primarily responsible for ensuring overall client satisfaction with Civis products, tools, and services.
- Managed cross-functional teams of data scientists, engineers, and solutions specialists to develop and implement complex data and analytics consulting solutions for clients with budgets as high as \$100 million. In 2016, this included executing one \$280,000 minimum wage initiative that spanned 3 states. All three campaigns were approved by voters.
- Developed strategic plans to garner community interest and increase Civis' user base, including executing Civis' first annual client summit that attracted over 300 attendees to the public portion of the event.

Democratic Governors Association (DGA), Deputy Political Director

5/2014 –

3/2015

- Managed a portfolio of states for a national Democratic political committee, including working directly with gubernatorial campaigns on all aspects of their strategic communications and management/operations.
- Acted as a liaison between the DGA and campaigns and advised the DGA on their investment and targeting strategy.
- Presented updates on campaign progress to internal team and external s

How Did You Hear About or Who Referred You to Apply for Appointment to This Authority, Board, Commission or Task Force?

I wanted to find ways to be involved and with my previous work in public service, a number of people

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AUDRA E. GRASSIA, MPH

103 Dundee Ave. | Richmond, VA 23225 | 617-447-4934 | audra.grassia@gmail.com

Accomplished manager with over 12 years of experience working with political, government, private-sector, and non-profit organizations to plan and execute large-scale campaigns and programs. Skilled at internal and external stakeholder engagement, political communications, data and analytics, and policy development and analysis. Expert at aligning tactical implementation plans with strategic vision.

EDUCATION, SKILLS, AND MEMBERSHIPS

Master of Public Health

Washington University in Saint Louis, May 2012

Bachelor of Arts in Government

The University of Texas at Austin, May 2003

- Technical proficiencies include: all Microsoft programs, including Access, Visio, and Sharepoint; working SQL knowledge; proficient in SPSS statistical analytics software and Civis proprietary data analytics software.
 - Member, DC Latino Professionals
-

RELEVANT EXPERIENCE

Wickr, Political & Government Lead, Privacy Communications

11/2017 - Present

- Manage all political/government client relationships for Wickr, Inc. – a San Francisco-based cybersecurity start-up company.
- Act as a liaison between clients, the client success team, and our development and engineering teams for the purposes of improving our products and ensuring client satisfaction.
- Develop public relations and communications strategies to build Wickr's reputation as a thought leader in the cybersecurity and encryption space, to include understanding current policy debates surrounding encryption and cybersecurity.

EMILY's List, Mid-Atlantic Regional Director for State & Local Campaigns

6/2017 – 11/2017

- Recruit and train pro-choice, women running for office across 6 states and the District of Columbia.
- Advise candidates on all aspects of campaign planning and strategy, to include polling, research, communications, and fundraising.
- Act as a steward of EMILY's List resources by advising the organization on investment decisions at the state & local level.

Defense Intelligence Agency, Collection Management Officer (Active Duty Orders - Army)

12/2016 – 6/2017

- Analyzed performance metrics of intelligence collection platforms and present findings to leadership for use in tactical and strategic decision making.
- Evaluated intelligence to ensure collection was providing US foreign policy and national security decision-makers with timely, accurate, clear, and concise reporting in a manner that safeguards sensitive intelligence sources and methods.

Hillary for America, Special Projects, Analytics

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- Co-directed National Volunteer Center efforts resulting in over 15 million voter contact calls and over 20 million texts into battleground states for Hillary Clinton's Presidential campaign.
- Managed stakeholder relationships and special projects across analytics departments (Data Science, Digital Analytics, and Targeting) and across campaign departments (Field Organizing, Digital Organizing, and the Get Out the Vote Team).
- Facilitated a process improvement strategy among the Organizing Analytics Team, resulting in improved coordination and program execution of in-state data and headquarters-based analytics programs.

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- Acted as a liaison between the DGA and campaigns and advised the DGA on their investment and targeting strategy.
- Presented updates on campaign progress to internal team and external stakeholders.

Brigham and Women's Hospital and Harvard Medical School, Program Manager

11/2012 – 5/2014

- Facilitated an organizational strategic planning process start-to-finish by working with high-level stakeholders across two large institutions to operationalize the short and long-term vision of the Osher Center for Integrative Medicine.
- Managed a five-year budget planning process while developing, analyzing, and interpreting financial reports aimed at advising leadership, preparing statements and projections, and managing resources.
- Worked closely with the development team to secure over \$1 million in philanthropic funding for the Center.
- Oversaw the implementation of a "Virtual Network" software platform that aggregated, analyzed, and visualized data with the aim of bringing together a network of integrative medicine professionals.

Accenture (via Toniitrus LLC), Global Asset Protection Division Analysis Team Lead

9/2009 – 9/2010

- Consulted, advised and implemented improved business risk screening measures for a large technology consulting firm.
- Worked with engineering team to develop and implement a new data management system to improve research scope and quality of analysis in conducting corporate due diligence on Accenture's domestic and international business partners.

LexisNexis Special Services, Inc., Program Manager

4/2009 – 4/2010

- Managed the design, implementation and execution of a \$2.7 million large-scale epidemiological study, by coordinating efforts between teams of engineers, software developers, sales team, PhD scientists, and customers.
- Using knowledge and understanding of relational databases, assessed existing projects and made recommendations to engineers and sales team for improved customer deliverables.
- Managed complex budgets and oversaw the invoicing and accounts receivable for projects.

Nixon for Governor in Missouri, Policy and Research Director

2007 – 2008

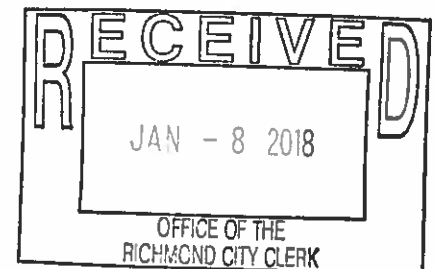
- Worked with stakeholders to coordinate the development of all major policy proposals for a successful 2008 Governor's campaign.
- Conducted open-source opposition and self-research on the incumbent Governor, his opponent, and three other candidates who ran in the primary campaign.
- Conducted complex audits of financial and travel records to determine proper use of state resources.
- Analyzed and synthesized public records to draw meaningful insights either for policy action or press use.

Additional Policy and Political Experience

- Campaign Manager – Molly Kelly for State Senate (2012)
- Communications Director – New Hampshire Senate Democratic Caucus (2006)
- Policy and Research Director – Francine Busby for Congress (2006 – special primary)
- Legislative Director and Campaign Manager – State Delegate Brian Moran (2005)
- Policy and Research Director – Allyson Schwartz for Congress (2004)
- Legislative Aide – State Representative Eddie Rodriguez (2003)

Military Intelligence Officer, U.S. Army Reserves

- Over 11 years of experience and training in conducting all-source intelligence analysis in direct support of military personnel and government employees.
- Currently serving as the Company Commander of the 1001st Civil Affairs & Psychological Operations Training Company, under the 1st Training Brigade. Responsible for the training and readiness of 35 junior soldiers and non-commissioned officers.
- Proven record of applying advanced intelligence analytic skills to identify, assess, interpret, and report potential threats.



9/2005 – Present



City of Richmond, Virginia
City Council

Authorities, Boards, Commissions and Task Forces Application

(Name of Authority, Board, Commission or Task Force)

ECONOMIC DEVELOPMENT AUTHORITY

Title: *Mr.*

Name: *Nathan V Hughes*

Home Address: *001218 CLAREMONT AVE RICHMOND VA 23227*

Home Telephone: *804-349-1000* Home Fax:

Personal E-Mail Address: *nathan@sperityventures.com*

Employer: *Sperity Real Estate Ventures*

Job Title: *Principal Broker* How Long?

Business Address: *000215 E GRACE ST STE 100 RICHMOND VA 23219*

Business Telephone: *804-464-2898* Ext: Business Fax: *804-545-5477*

Business E-Mail Address *nathan@sperityventures.com*

Is Your Place of Employment Located in the city of Richmond Yes

Is your Place of Employment Located in the County? No If Yes, Which County?

Are You A City Resident? Yes If Yes, Which City Council District? *3* Number of Years? *11*

Do you or your employer have a contract, other than a contract of employment, either with the city of Richmond or with the entity to which you are seeking appointment? No

If yes, please provide information on the nature of the contract.

Please List Your Educational Background and/or Other Expertise or Qualifications You Will Bring to This Authority, Board, Commission or Task Force:

VCU - BS in Finance in 1998
Started my career in Accounting/Finance, various bookkeeping and financial administration roles, with small businesses and international corporations.
Shifted to commercial real estate brokerage in 2005, quickly becoming a partner at my firm and 2 years ago left to start my own firm here in the City. We specialize in restaurants, churches, and mixed use development. We are a small business working with big deals, and my experience working with viewpoints from both sides will help guide my work on the Economic Development Authority.
I have been very involved in the REALTORS association, on the local, state, and national levels, currently serving on legislative committees on the local and national levels, and serving as a Director on the Board for the state and national levels. Commercial work and legislative work have been my focus on all levels at the association.

List other city of Richmond Authorities, Boards, Commissions or Task Forces you currently or have previously served on. Please give date(s) and office(s) held, if applicable.

Served on the COMMISSION OF ARCHITECTURAL REVIEW from 2014-2017



City of Richmond, Virginia
City Council

Authorities, Boards, Commissions and Task Forces Application

Other Community Involvement:

Worked for years doing fundraising and event planning for Over the Edge at Special Olympics of Virginia. Was a founding board member of Social Media Club of Richmond, where I handled sponsorships, helped with programming, and anything else that needed to be done to put on educational, fully catered events for hundreds of attendees on a monthly basis.

(OPTIONAL) Please List Additional Information You Would Like Considered, or You May Copy and Paste Your Short Resume.

My time on the Commission of Architectural Review was a great experience. You can talk to any of the members that served at the same time, and with the staff, to see that I pulled my weight there and did the work required. That is a commission with a heavy workload, and we got a lot accomplished over my 3+ years there. I enjoy using my background experience and expertise to help Richmond move forward. There will always be a lot of work on that front, and I look forward to doing more of it with the Economic Development Authority.

How Did You Hear About or Who Referred You to Apply for Appointment to This Authority, Board, Commission or Task Force?

Heard about the vacancy through Councilman Parker C. Agelasto's Facebook page. I have been encourage

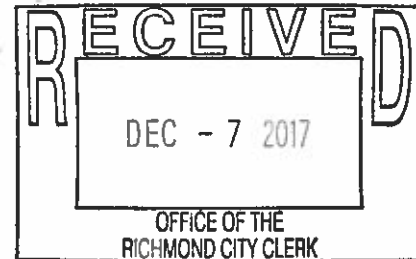
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RICHMOND ASSOCIATION OF
REALTORS®

Advancing Standards of Excellence in Real Estate

December 5, 2017

Mr. Chris Hilbert
Council President, Richmond City Council
900 East Broad Street
Richmond, VA 23219



RE: Letter of Recommendation for Nathan Hughes

President Hilbert:

On behalf of the Richmond Association of REALTORS®, it is my pleasure to recommend Nathan Hughes for the Richmond Economic Development Authority's Board of Directors.

Nathan has been a dedicated member of the Richmond Association of REALTORS® for over 10 years. He serves on multiple committees at the Association, including our Legislative Committee. As a Commercial REALTOR®, Nathan brings a unique perspective to our policy discussions and his expertise in retail businesses and property management make him an invaluable asset. And Nathan has a record of service on behalf of the City, having formerly served on the Commission on Architectural Review. Additionally, Nathan knows what it's like to be a business owner in Richmond and possesses a deep understanding of the City's business world.

But beyond his business expertise, perhaps what makes Nathan stand apart from his peers is his willingness to listen, learn, and lead. He is extraordinarily thoughtful in his decision-making process and hears out all sides equally before weighing in himself. Once he feels that all useful information has been shared, he does not hesitate to lead a group to a decision.

It is with these qualities in mind that I am pleased to offer RAR's endorsement of Nathan Hughes for appointment to the Richmond EDA Board of Directors. If you have any questions or need additional information, please feel free to contact me.

Sincerely,



Laura Lafayette
Chief Executive Officer





Authorities, Boards, Commissions and Task Forces Application

(Name of Authority, Board, Commission or Task Force)

ECONOMIC DEVELOPMENT AUTHORITY

Title: _____

Name: **STEPHEN T ROBERTSON**

Home Address: 000328 ROSENEATH ROAD RICHMOND VA 23221

Home Telephone: 8045165213 Home Fax: _____

Personal E-Mail Address: stephen@blanchardscoffee.com

Employer: BLANCHARD'S COFFEE ROASTING CO.

Job Title: DIRECTOR OF MARKETING & SALES How Long? _____

Business Address: 001903 WESTWOOD AVE RICHMOND VA 23227

Business Telephone: 8045165213 Ext: _____ Business Fax: _____

Business E-Mail Address stephen@blanchardscoffee.com

Is Your Place of Employment Located in the city of Richmond Yes

Is your Place of Employment Located in the County? No If Yes, Which County? _____

Are You A City Resident? Yes If Yes, Which City Council District? 1 Number of Years? 4

Do you or your employer have a contract, other than a contract of employment, either with the city of Richmond or with the entity to which you are seeking appointment? No

If yes, please provide information on the nature of the contract.

Please List Your Educational Background and/or Other Expertise or Qualifications You Will Bring to This Authority, Board, Commission or Task Force:

Bachelor of Music, George Mason University. Thirteen years building small business in Richmond City. Participant/Speaker for Good Ideas for Cities regional development program in Richmond. Richmond Chamber Icons Award finalist for small business. Ten years hands on experience helping new retail, cafe, & restaurant clients concept, design, build, & open new small businesses throughout Richmond City and surrounding counties, as well as throughout Virginia, Maryland, Washington, DC, North Carolina, and beyond.

List other city of Richmond Authorities, Boards, Commissions or Task Forces you currently or have previously served on. Please give date(s) and office(s) held, if applicable.

Good Ideas for Cities regional development project.

Other Community Involvement:

Regular volunteer with various organizations, including HandsOn RVA projects, and Tricycle.



City of Richmond, Virginia
City Council

Authorities, Boards, Commissions and Task Forces Application

(OPTIONAL) Please List Additional Information You Would Like Considered, or You May Copy and Paste Your Short Resume.

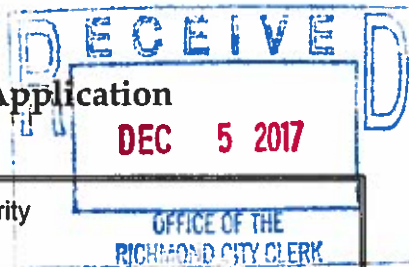
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Another community active friend.

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City of Richmond, Virginia
City Council
Authorities, Boards, Commissions and Task Forces Application



(Please Print or Type)

Name of Authority, Board, Commission or Task Force: Economic Development Authority	
Title: Mr. <input checked="" type="checkbox"/> Mrs. <input type="checkbox"/> Ms. <input type="checkbox"/> Miss. <input type="checkbox"/> Dr. <input type="checkbox"/> Other: _____	
Last Name: Smither	First Name: Kenneth
Home Street Address: 3508 Seminary Ave	Home Telephone: 804-346-5125
Home City, Zip Code: Richmond, VA 23227	Home Fax: _____
Personal E-Mail Address: ksmither@verizon.net	
Employer: Smither & Company Capital Markets, LLC	
Job Title: President/Owner	How Long? 21 Years
Business Street Address: 3330 West Leigh St Suite B (eff. Jan 2018)	Business Telephone: 804-270-5488
Business City, Zip Code: Richmond, VA 23227	Business Fax: 804-270-5494
Business E-Mail Address: ksmither@smitherandcompany.com	
Is your place of employment located in the city of Richmond? Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>	
Is your place of employment located in the county? Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> If yes, which county? _____	
Are you a city resident? Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> If yes, which City Council district? 3 rd Number of years? 5	
Do you or your employer have a contract, other than a contract of employment, either with the city of Richmond or with the entity to which you are seeking appointment? Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>	
If yes, please provide information on the nature of the contract. 	
Please list your educational background and/or other expertise or qualifications you will bring to this authority, board, commission or task force: I have a BS degree in Finance from the University of Virginia. I own a FINRA-registered broker/dealer (Smither & Company Capital Markets) and I provide merger and acquisition advisory services, as well as debt and equity placements for privately-held businesses. I have extensive experience in corporate finance, including many economic development and conduit financing projects over the past thirty years. I have also deep experience as an investor and operator of privately-held businesses, and have worked with numerous local and state economic development officials in connection with client incentive packages, including the Virginia Small Business Finance Authority, Virginia Economic Development Partnership, and local jurisdictional economic development offices. I understand early and growth-stage business needs and would be very adept at identifying those companies that offer the City of Richmond a viable business opportunity on which to concentrate time, energy and resources.	

NOTE: This application is a public document. Completed applications will remain on file for consideration for six (6) months at which time it must be updated.

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City of Richmond, Virginia
City Council
Authorities, Boards, Commissions and Task Forces Application

List other city of Richmond authorities, boards, commissions or task forces you currently or have previously served on. Please give date(s) and office(s) held, if applicable.

Entity: _____
 Date(s) Served: _____ Office(s) Held: _____

Entity: _____
 Date(s) Served: _____ Office(s) Held: _____

Entity: _____
 Date(s) Served: _____ Office(s) Held: _____

Other community involvement:

I am involved with several business associations in the area, including the Association for Corporate Growth (ACG), Richmond Venture Forum, and Encorepreneur. In past years I also served as a guest lecturer once or twice a semester at VCU as part of the Entrepreneurship program. I am a City resident who purchased a 110-year old home on Seminary Ave and utilized the Commonwealth's Historic Rehabilitation Tax Credit program in connection with a major resoration of the home in 2011-2012.

OPTIONAL

Please list additional information you would like considered, or you may attach your resume or other information.

Check this box if your resume is attached.

How did you hear about or who referred you to apply for appointment to this authority, board, commission or task force?

Social Media Notification of Application Process

Signature: *Kenneth Chiles* Date: 12.1.17

(By signing, forwarding or otherwise transmitting this form, you certify that all information submitted for consideration is true and accurate to the best of your knowledge)

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City of Richmond, Virginia
City Council

Authorities, Boards, Commissions and Task Forces Application

(Name of Authority, Board, Commission or Task Force)

ECONOMIC DEVELOPMENT AUTHORITY

Title: _____
Name: *Jean Sweeney*
Home Address: 001215 GRAYLAND AVE RICHMOND VA 23220
Home Telephone: 8046875431 Home Fax: _____
Personal E-Mail Address: sweeneyjc2@gmail.com
Employer: Dominion Energy Cove Point
Job Title: Transportation Analyst - Commercial Activities How Long? 3
Business Address: 000707 MAIN ST. RICHMOND VA 23219
Business Telephone: 804-771-6297 Ext: _____ Business Fax: _____
Business E-Mail Address jean.c.sweeney@dom.com
Is Your Place of Employment Located in the city of Richmond Yes
Is your Place of Employment Located in the County? No If Yes, Which County? _____
Are You A City Resident? Yes If Yes, Which City Council District? 5 Number of Years? 6

Do you or your employer have a contract, other than a contract of employment, either with the city of Richmond or with the entity to which you are seeking appointment? No

If yes, please provide information on the nature of the contract.

Please List Your Educational Background and/or Other Expertise or Qualifications You Will Bring to This Authority, Board, Commission or Task Force:

My name is Jean Sweeney and I am a 24 year old woman that has been living in Richmond since 2011 at which time I began my first year at Virginia Commonwealth University. In school, I studied the micro and macro effects of economics in communities while also serving on the Circle K board. For a short period of time, I was also a secretary at St. Andrew's school. After graduating, I began working full time as a Transportation Analyst eventually going on to work on the Cove Point export project.

List other city of Richmond Authorities, Boards, Commissions or Task Forces you currently or have previously served on. Please give date(s) and office(s) held, if applicable.

*Circle K International - Editor (Oct. 2011 - April 2012)
Circle K International - Membership Education and Recruitment Chair (April 2012 - Mar 2013)*

Other Community Involvement:

Kiwanis - Greater Richmond



City of Richmond, Virginia
City Council

Authorities, Boards, Commissions and Task Forces Application

(OPTIONAL) Please List Additional Information You Would Like Considered, or You May Copy and Paste Your Short Resume.

During my time in Richmond, I have grown to enjoy to love and appreciate the beauty of our city. I would like to use my knowledge obtained in school combined with my professional experience to give back to the community in serving on the Economic Development Authority. While I may be young, I believe the advisory could benefit from having viewpoints from residents of all ages and walks of life.

How Did You Hear About or Who Referred You to Apply for Appointment to This Authority, Board, Commission or Task Force?

I was looking for ways to use my skills to give back to the community.

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Authorities, Boards, Commissions and Task Forces Application

(Name of Authority, Board, Commission or Task Force)

ECONOMIC DEVELOPMENT AUTHORITY

Title: _____
Name: *AnnMarie Wakely*
Home Address: 000823 E MAIN ST APT 114 RICHMOND VA 23219
Home Telephone: 9126678771 Home Fax: _____
Personal E-Mail Address: annmarie.wakely@gmail.com
Employer: TSW
Job Title: Equity Research Associate How Long? _____
Business Address: 006641 W BROAD ST FL 6 RICHMOND VA 23220
Business Telephone: 9126678771 Ext: _____ Business Fax: _____
Business E-Mail Address awakely@tswinvest.com
Is Your Place of Employment Located in the city of Richmond No
Is your Place of Employment Located in the County? Yes If Yes, Which County? Henrico
Are You A City Resident? Yes If Yes, Which City Council District? 6 Number of Years? _____

Do you or your employer have a contract, other than a contract of employment, either with the city of Richmond or with the entity to which you are seeking appointment? No

If yes, please provide information on the nature of the contract.

Please List Your Educational Background and/or Other Expertise or Qualifications You Will Bring to This Authority, Board, Commission or Task Force:

Washington and Lee University, May 2015, Bachelor of Science, Accounting and Business Administration (September 2011 - May 2015)
Dorchester Bay Economic Development Corporation, Boston, Massachusetts — Loan Analyst (June 2013 - August 2013)
Makena Capital Management, Menlo Park, California — Summer Intern - (June 2014-August 2014)
CFA Level 1 Candidate
Washington and Lee Venture Club (Business Consulting Team Leader)
Entrepreneurship Capstone
Founder of Beta Alpha Psi at Washington and Lee (Accounting Honor Society)

List other city of Richmond Authorities, Boards, Commissions or Task Forces you currently or have previously served on. Please give date(s) and office(s) held, if applicable.

Assistive Technology Loan Fund Authority - Commonwealth of Virginia (November 2017 - Present)

Other Community Involvement:



City of Richmond, Virginia
City Council

Page 2 of 2

Authorities, Boards, Commissions and Task Forces Application

*United Way of Greater Richmond and Petersburg Young Leaders Society Board Member
Junior League of Richmond
CFA Level 1 Candidate*

(OPTIONAL) Please List Additional Information You Would Like Considered, or You May Copy and Paste Your Short Resume.

Additional information about time at Dorchester Bay Economic Development Corporation:

*Served as primary contact for every application filed during my internship
Presented completed loan applications during bi-monthly board meetings to area bank executives - 100% of my recommendations were approved
Processed seven loan applications amounting to \$250,000 of funding to area businesses, in just six weeks*

More Information Pertaining to my Interest in Economic Development Authority:

*My father is a small business owner in Savannah, Georgia so I have seen first hand the way a thriving business can positively impact a community
My time at Dorchester Bay EDC was one of the most fulfilling periods of my life - helping clients through the application process and informing them that their dream was becoming a reality left an indelible mark on me - while this commission isn't as hands on, it is important to me to live in a community where big and small businesses can thrive, and this commission is undeniably the best way to help ensure that.*

How Did You Hear About or Who Referred You to Apply for Appointment to This Authority, Board, Commission or Task Force?

Wanted to become more involved in city following appointment to state board

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City of Richmond, Virginia
City Council

Authorities, Boards, Commissions and Task Forces Application

(Name of Authority, Board, Commission or Task Force)

ECONOMIC DEVELOPMENT AUTHORITY

Title: *Ms*

Name: *Donna L Wheeler*

Home Address: *000103 N HARVIE ST RICHMOND VA 23220*

Home Telephone: *904-704-6349* Home Fax:

Personal E-Mail Address: *donnaleewheeler@gmail.com*

Employer: *SunTrust Bank*

Job Title: *Credit Portfolio Manager* How Long?

Business Address: *000919 E MAIN ST RICHMOND VA*

Business Telephone: *804-782-5931* Ext: Business Fax:

Business E-Mail Address *donna.wheeler@suntrust.com*

Is Your Place of Employment Located in the city of Richmond Yes

Is your Place of Employment Located in the County? No If Yes, Which County?

Are You A City Resident? Yes If Yes, Which City Council District? *2* Number of Years? *4*

Do you or your employer have a contract, other than a contract of employment, either with the city of Richmond or with the entity to which you are seeking appointment? Yes

If yes, please provide information on the nature of the contract.

SunTrust Bank provides depository accounts for the City of Richmond and City of Richmond Circuit Courts together with associated treasury management and wire services.

Please List Your Educational Background and/or Other Expertise or Qualifications You Will Bring to This Authority, Board, Commission or Task Force:

- 1. MBA from Simmons College Graduate School of Management, Boston, MA - 1980*
- 2. BA in History from Brown University, 1977*
- 3. Certified Risk Management Professional, 2013*

List other city of Richmond Authorities, Boards, Commissions or Task Forces you currently or have previously served on. Please give date(s) and office(s) held, if applicable.

None

Other Community Involvement:

Treasurer of board of directors of YWCA of Richmond for 2 years.



City of Richmond, Virginia
City Council

Authorities, Boards, Commissions and Task Forces Application

(OPTIONAL) Please List Additional Information You Would Like Considered, or You May Copy and Paste Your Short Resume.

I have been in commercial banking for 37 years during which time I worked in commercial construction lending, commercial lending, treasury management sales and risk management. I am currently a Credit Portfolio Manager with SunTrust Bank, Central Virginia. In this role, I am responsible for managing a portfolio of existing commercial loans, as well as providing risk assessment, credit structure and underwriting for new commercial loans. In addition I collaborate with commercial relationship managers to identify creditworthy prospects and assist them in their relationship calling strategies. My portfolio consists of not-for-profit organizations primarily located in Central Virginia.

In addition to the foregoing, I have worked with an SBA Certified Development Company as a portfolio manager for 504 loans. In that role, I became very familiar with SBA regulations and options for small business financing.

How Did You Hear About or Who Referred You to Apply for Appointment to This Authority, Board, Commission or Task Force?


I heard about the opening on the Economic Development Authority from The Fan District Association ne

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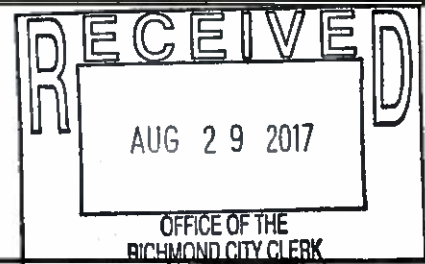


City of Richmond, Virginia
City Council
Authorities, Boards, Commissions and Task Forces
Reappointment Application

(Please Print or Type)

Name of Authority, Board, Commission or Task Force: Economic Development Authority of the City of Richmond, Virginia	
Title: Mr. <input checked="" type="checkbox"/> Mrs. <input type="checkbox"/> Ms. <input type="checkbox"/> Miss. <input type="checkbox"/> Dr. <input type="checkbox"/> Other:	
Last Name: Johnson	First Name: Richard
Home Street Address: 9850 Cherokee Rd	Home Telephone: 804-918-7500
Home City, Zip Code: Richmond, VA 23235-1210	Home Fax: n/a
Personal E-Mail Address: richjohnson@thewiltonco.com	
Employer: The Wilton Companies	
Job Title: President	How Long? 15 years
Business Street Address: 4901 Dickens Road Suite 100	Business Telephone: 804-237-1300
Business City, Zip Code: Richmond, VA 23230-1952	Business Fax: 804-740-2879
Business E-Mail Address: richjohnson@thewiltonco.com	
Is your place of employment located in the city of Richmond? Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>	
Is your place of employment located in the county? Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> If yes, which county? Henrico	
Are you a city resident? Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> If yes, which City Council district? 4 Number of years? 15	
Do you or your employer have a contract, other than a contract of employment, either with the city of Richmond or with the entity to which you are seeking appointment? Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>	
If yes, please provide information on the nature of the contract. n/a	
Signature: 	Date: 8/24/17
(By signing, forwarding or otherwise transmitting this form, you certify that all information submitted for consideration is true and accurate to the best of your knowledge.)	

NOTE: This application is a public document.



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