



Finance and Economic Development Standing
Committee

Boards & Commissions
Quarterly Vacancy Report

Thursday, June 18, 2020

<u>Board Name</u>	<u>Criteria for Appointment</u>	<u>Applicant Name</u>
Board of Directors of the Economic Development Authority (7 directors) (page 2)	Resident of the city (1 vacancy)	Charles D' Aprix 7 th District Resident (page 3) Michael Dickinson 1 st District Resident (page 5) Nathan Joyce 6 th District Resident (page 7) Neil Millhiser 2 nd District Resident (page 10) Lewis Nelson 3 rd District Resident (page 12) Kenneth Smither 3 rd District Resident (page 14)
	Certified Public Accountant * (1 vacancy)	<i>No applications</i>

* Applicants must either reside or work in the city.

Economic Development Authority

Vacancy Chart

As of
August 9, 2020

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
Tiffany Jana	All members of Council	01/15/2020	No	Resigned	Citizen
Meda Lane	All members of Council	07/25/2019	No	Resigned	Certified Public Accountant

Contact:

Leonard L. Sledge
Director, Department of Economic Development
City of Richmond
1500 East Main Street, Suite 400
Richmond, Virginia 23219
Office - (804) 646-7576
Mobile - (804) 401-5432
leonard.sledge@richmondgov.com



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: *Charles F D'Aprix*
Home Address: 001230 GARBER ST RICHMOND VA 23231
Home Telephone: 8042446303 Home Fax: _____
Personal E-Mail Address: chuckdaprix@gmail.com
Employer: Innovate Fulton, Inc(an economic development CDC)
Job Title: Founding President/Executive Director How Long? 2
Business Address: 1230 GARBER STREET RICHMOND VA 23231
Business Telephone: 804-244-6303 Ext: _____ Business Fax: _____
Business E-Mail Address: chuckdaprix@gmail
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? 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:

I have 35 years of municipal economic development experience. I served as President/Executive Director of 5 city economic development agencies in various states and consulted in approximately 300 communities through my firms: Economic Development Counsellors, Economic Development Visions, The Downtown Entrepreneurship Project. I have conducted well over 100 economic development studies and have keynoted conferences on economic development. I have won awards for economic development activity and have served on teams for the American Institute of Architects as an economic development expert. I am intimately familiar with business attraction, business retention, real estate development, incentive development, state and federal regulations as related to economic development. In a mid-career masters in management I focused on the management of the economic development function in the municipal environment. I recently started a Community Development Corporation in the East End called Innovate Fulton, Inc. Innovate Fulton's focus is economic development and I have agreed to serve as staff on a pro bono basis for three years. More information can be found at ChuckDaprix.com or InnovateFulton.org

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 hold a Master of Science degree from Lesley University in Management where I focused on the management of the economic development function within the municipal environment. While there I conducted significant research for



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

the book by Stacy Mitchell called BIG BOX SWINDLE. I hold a Master of Science degree from Syracuse University where I studied journalism, public relations and most relevant to this application--public engagement. I was published in Public Integrity Journal and have been quoted countless times in newspaper and radio stories on the economic development function. I have been a guest on podcasts on the topic of THE CHANGING FACE OF ECONOMIC DEVELOPMENT and as noted above have keynoted several economic development events---including the 25th Anniversary event for the Virginia Main Street Program. I hold certificates in Placemaking and Urban Design.

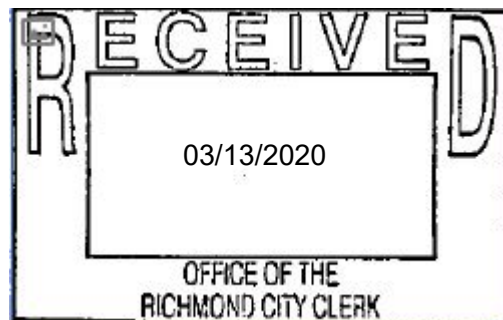
Other Community Involvement:

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

*Board Member --The Greater Fulton Business Association
Executive Committee Member--The Greater Fulton Civic Association
Vice-President and Governance Chair---The Neighborhood Resource Center
Founder/Coordinator --The Greater Fulton Clean Team(an anti-litter program).*

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

I believe my thirty-five years in the field as an acknowledged leader in the field of municipal econ



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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: *Michael Robert Dickinson*
Home Address: 003717 PATTERSON AVE RICHMOND VA 23221
Home Telephone: 8043477589 Home Fax: _____
Personal E-Mail Address: mdickinson2112@gmail.com
Employer: Blackcat Events
Job Title: owner How Long? 5
Business Address: 003717 PATTERSON AVE RICHMOND VA 23221
Business Telephone: 8043477589 Ext: _____ Business Fax: _____
Business E-Mail Address: mdickinson2112@gmail.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? 20

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:

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.

*BS Criminal Justice, VCU
MS Urban Planning, VCU
PhD Public Policy, VCU*

Other Community Involvement:

none

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



City of Richmond, Virginia
City Council

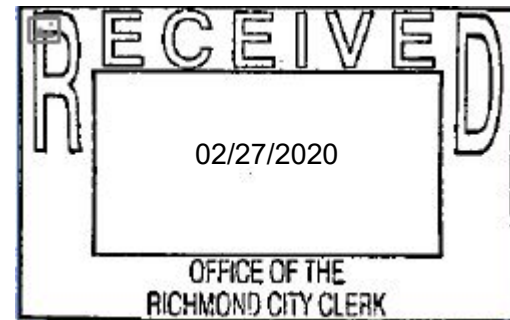
**Authorities, Boards, Commissions and Task Forces
Application**

Resume.

Richmond NAACP, Richmond Crusade for Voters, Richmond Citizen Police Academy, Richmond Citizens Public Works Academy, Old Dominion Club, NRHS, Richmond Republican Party

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

*Michael Dickinson 3717 Patterson Ave Richmond, Virginia 23221
Contact: Phone: (804) 347 7589 Email*



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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: *Nathan Joyce*
Home Address: 003012 4TH AVE RICHMOND VA 23222
Home Telephone: 2025702986 Home Fax: _____
Personal E-Mail Address: joycenc@mymail.vcu.edu
Employer: Markel Corporation
Job Title: Procurement Analyst How Long? 1
Business Address: 004521 HIGHWOODS PKWY GLEN ALLEN VA 23060
Business Telephone: _____ Ext: _____ Business Fax: _____
Business E-Mail Address: nathan.joyce@markel.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? 1

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 MBA 2015
- 5 years of professional experience in finance
- small business owner (manage rental property)
- experience in community leadership from non-profits to associations

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.

N/A

Other Community Involvement:

- Richmond SPCA
- Condominium Board of Directors
- VCU School of Business Mentor



**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.

Work Experience

Markel Corporation – Global Procurement (11/2019 – Present), Glen Allen, Virginia

Procurement Analyst

- *Drafted, redlined, negotiated, and executed favorable contracts for domestic and international stakeholders*
- *Defended company interests in terms of indemnification, limitations of liability, data protection, etc.*
- *Accumulated savings by negotiating periods of performance, discounts, and price locks*
- *Conducted quick bids and RFP's from in-take through contract execution, serving as project manager*

Fannie Mae – Corporate Procurement (06/2015 – 11/2019), Bethesda, Maryland

Procurement Specialist

- *Provided cradle-to-grave procurement services to Fannie Mae's external client, Common Securitization Solutions*
- *Drafted, redlined, negotiated, and executed contracts with "Big 4" Consulting, Legal, HR, and technology firms*
- *Conducted quick bids and RFP's*
- *Issued purchase orders for all procurement categories*
- *Analyzed supplier W-9's, invoices, banking docs, etc for data quality and for audit purposes*
- *Conducted risk assessments to identify supplier risk; managing risk project from start to close*

VCU School of Business – Marketing Dept (08/2013 – 05/2015), Richmond, Virginia

Research Graduate Assistant

- *Wrote articles for Marketing Department's "Market Share" Blog*
- *Assigned as grader for student's to review quiz grades*
- *Compiled data for professors to conduct research*

Dobrin Homes, LLC (09/2014 – 12/2014), Richmond, Virginia

Marketing and Research Intern

- *Developed payoff analyses for upcoming building acquisitions*
- *Analyzed market potential and competitor rates*
- *Acquired pricing on materials and services from multiple suppliers*
- *Submitted plans to historic society to rebuild neighborhoods*

Ingalls Shipbuilding (05/2014-07/2014), Pascagoula, Mississippi

Pricing and Estimation Intern

- *Developed new cost proposals and made changes to existing ones*
- *Used Excel to determine prices and quantities of ship's material*
- *Documented buildings/assets for potential insurance claims*
- *Boarded ships to confirm any approved changes*

State Department Federal Credit Union (06/2013 – 08/2013), Alexandria, Virginia

Mortgage and Lending Intern

- *Released liens on mortgages and home equity lines of credit*
- *Returned paid off car titles to members*
- *Used spreadsheets and Account Services software to locate closed loans*

Department of the Army (06/2010 – 08/2012), Washington, DC

Management Support Technician, GS-4

- *Built matrices and Program Reviews for Army equipment*



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- Helped start building of Army Budget for FY15-19
- Pulled data from Army Flow Model and AFM websites to equip units
- Briefed senior leadership on Program Objective Memorandums (Budgeting) for FY15-19
- Helped create ATARAC messages to send out to entire Army

Education

Virginia Commonwealth University, Richmond, Virginia

Degree: Master's in Business Administration

GPA: 3.50, Graduated May 2015

- Analyzed credit worthiness of loan seekers in SAS and Tableau
- Used Excel to forecast sales for local stone company
- Used ESRI to locate an ideal restaurant location
- Recommended changes for healthcare website using Google Analytics
- Recommended strategic changes for toy company to reposition and rebrand

Christopher Newport University, Newport News, Virginia

Degree: Bachelor of Science, Major: Business Management

GPA: 3.39, Graduated May 2013

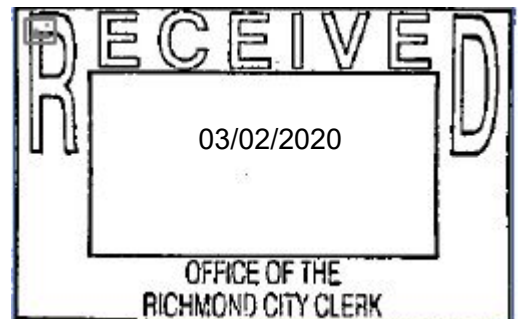
- Vice President of Multicultural Student Association (MSA)
- Selected as a Luter School of Business mentor in Fall 2012
- All-conference scholar-athlete all 8 semesters enrolled as part of CNU Track

Community Leadership

Richmond SPCA (08/2014 – 05/2015)

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

City Clerk Blog Posting from Jan 16



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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: *Mr*
Name: *Neil M Millhiser*
Home Address: *003118 W GRACE ST RICHMOND VA 23221*
Home Telephone: *8043631205* Home Fax:
Personal E-Mail Address: *nmillhiser@gmail.com*
Employer: *Industrial Advisors Global*
Job Title: *Vice President of Operations & General Counsel* How Long?
Business Address: *006641 WEST BROAD ST STE 100 RICHMOND VA 23230*
Business Telephone: *8042673626* Ext: Business Fax:
Business E-Mail Address: *neil@reydev.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? *2* Number of Years? *7*

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 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:

Extensive non profit experience professionally and as a board member. I have a strong understanding of corporate governance, and the dynamics between a board and management/staff and how a board can make an organization stronger. I have experience in real estate development and property management, as well as extensive experience in contract drafting and negotiations, project management, government relations, operations, and regulatory compliance.

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.

Elon University: BA English 2005

Washington and Lee University School of Law, JD 2011

Six Sigma - Green Belt

Virginia Bar - License to practice law



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**Authorities, Boards, Commissions and Task Forces
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Other Community Involvement:

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

Law Council - Washington and Lee University School of Law (Sep 2019 - Present)

Development Committee - Riverside School (2013 - Present)

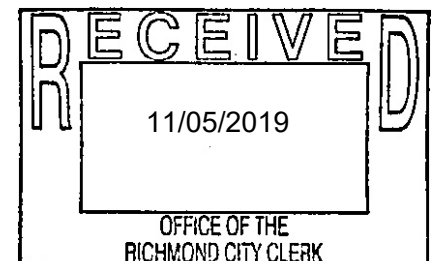
Class Agent - Washington and Lee University School of Law (2012 - Present)

Board of Directors - Riverside School (2013 - June 2019), Chaired Search Committee for New Head of School (Oversaw nationwide search)

Washington and Lee University Richmond Alumni Chapter Board Member/Service Chair (2014 - September 2019)

Board Member - Neighborhood Housing Services of Richmond (2013-2015)

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City Council

**Authorities, Boards, Commissions and Task Forces
Application**

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

ECONOMIC DEVELOPMENT AUTHORITY

Title: _____
Name: *Lewis L Nelson*
Home Address: 003120 NORTH AVE RICHMOND VA 23222
Home Telephone: 4349893478 Home Fax: _____
Personal E-Mail Address: lewisnelson@gmail.com
Employer: Fluke Corporation
Job Title: Sales Engineer How Long? _____
Business Address: 006920 SEAWAY BLVD EVERETT WA 98203
Business Telephone: 206-430-0776 Ext: _____ Business Fax: _____
Business E-Mail Address: lewis.nelson@fluke.com
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? Yes No If Yes, Which City Council District? 3 Number of Years? 1

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 served as a federal civil servant / active-duty military member for 15 years before attending the University of Virginia's Darden School of Business for an MBA. During my time at Darden, I was very involved with the entrepreneur community (while exploring the possibility of starting my own business). I mentored many startups on marketing based on a previous freelance digital marketing and web design side business I had for over a decade. Ultimately, I chose to enter an in formal general management development program within Fortive Corporation. For my first 18 months at a Fortive operating company (Fluke Corporation) in Everett, WA, I was responsible for an \$18m global business unit as a product manager and launched 69 new products, working closely with distributors, suppliers, and end-users. In March of 2019, I transitioned to my second role with Fluke as a sales engineer for VA-MD-DC-DE-NJ. In my time as a federal employee, product manager, and now sales engineer, I have often worked with small business, Service Disabled Veteran Owned Small Businesses, and HUBZone businesses to be awarded government contracts.

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.

n/a



City of Richmond, Virginia
City Council

**Authorities, Boards, Commissions and Task Forces
Application**

Other Community Involvement:

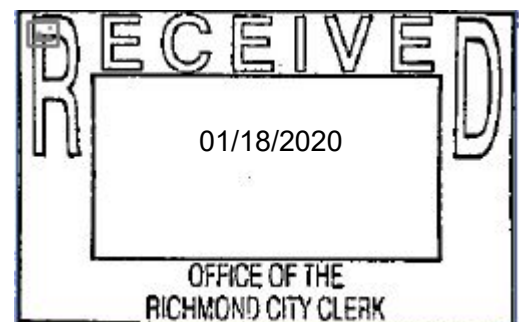
Currently in discussions with a City of Richmond non-profit about being part of their initial non-profit board for a fund-raising wing planned for 2020.

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

While fairly new to the Richmond area, I chose to purchase my home in the Brookland Park neighborhood and have been supporting many of the local businesses through both friendship and in an informal advisory capacity to include Hand/Thrown and Alma's. I also have an indirect relationship with a local developer who owns and is redeveloping the area and we speak often strategies to both spark community involvement as well as minority ownership in the neighborhood. I'm very interested in this advisory position because I'm a strong community advocate and hope to make Richmond my long-term home. As a former civil servant, I'd like to return to a some sort of community service and believe that my experiences and passion for economic development (and being a minority myself who has tried to run my own business) can be an asset for the city.

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

Nathan Hughes, current EDA advisory board member



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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: *KENNETH W SMITHER*
Home Address: 003508 SEMINARY AVE RICHMOND VA 23227
Home Telephone: 804-346-5125 Home Fax: _____
Personal E-Mail Address: ksmither@smitherandcompany.com
Employer: Smither & Company Capital Markets, LLC
Job Title: President How Long? 24
Business Address: 003330 W. LEIGH ST SUITE B RICHMOND VA 23230
Business Telephone: 80-270-5488 Ext: 2 Business Fax: 804-270-5494
Business E-Mail Address: ksmither@smitherandcompany.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? 8

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 received my B.S. degree in Finance from the University of Virginia's McIntire School of Commerce in 1982, and have over 35 years of banking and investment banking experience. Included in this experience is extensive work on a wide range of project-finance engagements, mergers and acquisitions, and commercial finance. My investment banking firm is a FINRA-regulated broker/dealer, and I personally hold Series 7 (General Securities Representative), Series 24 (General Securities Principal), Series 28 (Introducing Broker-Dealer Financial and Operations Principal), Series 63 (Uniform Securities Agent Virginia) and Series 79 (Investment Banking Representative) licensing designations. I have also been a founder and/or direct investor in several successful private entities outside of my investment banking activities.

The nature of my investment banking work combines a high level of focus on historical and projected financial analysis with an ability to successfully negotiate complex financial transactions on behalf of my clients. I have experience with the issuance of conduit bond financings and the role of an EDA in this process.

As a city resident I remain very interested in seeing Richmond continue to thrive and to establish the foundation for a long-term solution for educational and infrastructure funding in the decades ahead.

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.



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City Council

**Authorities, Boards, Commissions and Task Forces
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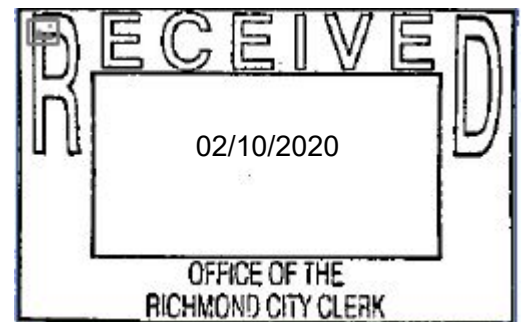
Other Community Involvement:

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

Married 37 years to Margaret H. Smither, a 1982 graduate of UVA who holds an MBA from Virginia Commonwealth University and a JD degree from the University of Richmond; one daughter, Christine S. Minnick, a 2011 graduate of the University of Georgia with a degree in Social Work, and a 2013 graduate of Virginia Commonwealth University with a Masters Degree in Social Work. My daughter, son-in-law and grandson are also residents of the City of Richmond.

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

General inquiry into open positions with a focus on economic development within City of Richmond.



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