

Regional Funding

Fiscal Year 2023 - Intergovernmental Funding Application

Fredericksburg Regional Alliance

Agency Total Budget

In the boxes below provide an overview of the administrative costs associated with your total agency budget for the FY 2023 Budget. Please also provide updated FY 2021 Actuals, data has been rolled over from previous application submissions for other fiscal years.

	FY 2019 Actual	FY 2020 Budgeted	FY 2020 Actual	FY 2021 Estimate	FY 2021 Actual	FY 2022 Budget	FY 2023 Budget
Salary	380,807.00	380,807.00	380,807.00	321,554.00	321,554.00	321,554.00	331,732.00
Benefits					25,422.00		25,422.00
Operating Expenses	344,956.00	344,956.00	344,956.00	203,067.00	203,067.00	203,067.00	252,510.00
Capital Expenses					0.00		0.00
Other Expenses					0.00		0.00
Total	725,763.00	725,763.00	725,763.00	524,621.00	550,043.00	524,621.00	609,664.00

Agency Total Revenues

Please include revenue associated with your entire organization for FY2023. Please also provided updated FY 2021 Actuals, data has been rolled over from previous application submissions for other fiscal years. This section represents the TOTAL revenue your organization is receiving. The revenue associated with specific programs will be listed within your program budgets; this section represents total revenues. (For example if your organization requests funding for multiple programs the total amount requested from each locality or other entities goes within this section)

	FY 2019 Actual	FY 2020 Budgeted	FY 2020 Actual	FY 2021 Estimate	FY 2021 Actual	FY 2022 Budget	FY 2023 Budget
Caroline	29,727.00	29,727.00	29,727.00	29,727.00	29,727.00	29,727.00	30,381.00
Fredericksburg	30,088.00	30,088.00	30,088.00	30,088.00	30,089.00	30,088.00	30,089.00
King George	25,381.00	25,381.00	25,381.00	25,381.00	25,381.00	25,381.00	26,229.00

	FY 2019 Actual	FY 2020 Budgeted	FY 2020 Actual	FY 2021 Estimate	FY 2021 Actual	FY 2022 Budget	FY 2023 Budget
Spotsylvania	131,549. 00	131,549. 00	135,000. 00	135,000. 00	135,000. 00	135,000. 00	135,000. 00
Stafford	144,350. 00	144,350. 00	142,590. 00	144,350. 00	142,590. 50	144,350. 00	146,773. 00
United Way					0.00		0.00
Grants					0.00		0.00
Client Fees					0.00		0.00
Fundraising					0.00		0.00
Other (Click to itemize)	364,668. 00	364,668. 00	362,977. 00	160,075. 00	0.00	160,075. 00	0.00
Total	725,763. 00	725,763. 00	725,763. 00	524,621. 00	362,787. 50	524,621. 00	368,472. 00

Surplus / Deficit

	FY 2020 Budgeted	FY 2020 Actual	FY 2021 Estimate	FY 2021 Actual	FY 2022 Budget	FY 2023 Budget
Surplus or Deficit	0.00	362,786.0 0	0.00	187,255.5 0	0.00	241,192.0 0

Fredericksburg Regional Alliance

Agency Information

Agency Name Fredericksburg Regional Alliance
Physical Address 1125 Jeff Davis Hwy, Suite 240, Fredericksburg, VA, 22401, US
Mailing Address P.O. Box 119
Agency Phone Number (540) 361-7373
Federal Tax ID # 54-1961653
Web Address www.fredregion.com
Agency Email Address tgillingham@fredregion.com

Agency Mission Statement

The Fredericksburg Regional Alliance assists the public and private sector by supporting existing businesses and aggressively recruiting new businesses to the Fredericksburg Region.

Number of Years in Operation 21

Main Contact

Main Contact Todd Gillingham, phone: (540) 361-7373, email: tgillingham@fredregion.com
Job Title Vice President, Marketing and Operations

Localities Served

Please select any/all localities your agency serves.

Caroline
Fredericksburg
King George
Spotsylvania
Stafford

Fredericksburg Regional Alliance

Locality Information

Caroline County

In cooperation with the Virginia Economic Development (VEDP) Prospect Handling Protocol, the FRA actively engages state economic development resources in order to facilitate the project process with the localities. The FRA is the region's only "one stop" resource for crucial information, services, and regional coordination that increases the Fredericksburg Region's global competitiveness by: Providing a single contact for corporate executives and site consultants, which decreases the time and money needed to collect community information, increases the likelihood of being considered for a re-location or expansion project, and improves the regional business climate by showing prospective and existing corporate companies the cohesiveness, efficiency, and public/private cooperation existing within the Fredericksburg Region.

City of Fredericksburg

In cooperation with the Virginia Economic Development (VEDP) Prospect Handling Protocol, the FRA actively engages state economic development resources in order to facilitate the project process with the localities. The FRA is the region's only "one stop" resource for crucial information, services, and regional coordination that increases the Fredericksburg Region's global competitiveness by: Providing a single contact for corporate executives and site consultants, which decreases the time and money needed to collect community information, increases the likelihood of being considered for a re-location or expansion project, and improves the regional business climate by showing prospective and existing corporate companies the cohesiveness, efficiency, and public/private cooperation existing within the Fredericksburg Region.

King George County

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Spotsylvania County

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Stafford County

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Fredericksburg Regional Alliance

Agency Budget Narrative

Administrative Expenses

Provide an overview of the administrative costs for your agency.

The budget funds a total of 2 positions in addition to the President of the Fredericksburg Regional Alliance. Each staff member's salary, including the President's, is accounted for in both Marketing and General and Administrative based upon their specific responsibilities and job duties. This has been done in an effort to better represent personnel dollars spent on both marketing and administrative operations.

The following percentages detail this practice:

- Kellyn Sink: 60% Marketing; 40% General and Administrative
- Todd Gillingham: 40% Marketing; 60% General and Administrative
- Curry Roberts: 80% Marketing; 20% General and Administrative

Health insurance is provided with the Alliance paying 100% of the cost. The proposed budget also provides that 8% of employees' salary to be distributed to each employee as a contribution to a retirement plan of their choice. The 8% contribution is generally made prior to April 30th of each year.

If your agency is requesting an increase or decrease in administrative funding, please describe in detail the reasons for these changes.

Being a per capita funded organization, the organization is requesting an increase in funding based on the population growth experienced in specific localities. All additional funding will go towards marketing programs designed to increase economic development leads and projects within the high-paying, targeted industries identified by the localities we serve.

Please provide justification for and specific amounts of administrative costs that are defrayed by locality funds.

Being a per capita funded organization, the organization is requesting an increase in funding based on the population growth experienced in specific localities. All additional funding will go towards marketing programs designed to increase economic development leads and projects within the high-paying, targeted industries identified by the localities we serve.

Capital Expenses

Please provide an overview of the capital costs for your agency.

N/A

Please provide justification for and specific amounts of capital costs that are defrayed by locality funds.

N/A

Salary & Benefit Expenses

Please provide an overview of any increases or decreases in general personnel expenses for your agency.

The organization funded a salary adjustment for the two staff positions. This is the first salary increase that was given in three years.

Please provide a description of any changes to agency benefits structure or cost.

N/A

Budget Issues

Provide any legislative initiatives or issues that may impact the agency for the upcoming year.

N/A

If you are aware of “outside” funding sources that will expire or be reduced on a set cycle or date, please note those below and how you are planning for them.

N/A

Please detail any identified agency needs or areas of concern that are currently not being addressed in your funding request.

N/A

Fredericksburg Regional Alliance - Regional Economic Development

Program Overview

General Information

Program Name Regional Economic Development

Is this a new program? No

Program Contact

Name Todd Gillingham

Title Vice President

Email tgillingham@fredregion.com

Phone (540) 361-7373

Program Purpose / Description

Provide an overview of this program

The Fredericksburg Regional Alliance (FRA) is a public/private economic development marketing partnership created to provide CEOs, presidents, corporate real estate executives, and site selection consultants with a single source for comprehensive demographic, economic, and commercial real estate information on the Fredericksburg, Virginia Region — which includes the City of Fredericksburg and the counties of Caroline, King George, Spotsylvania, and Stafford — while also providing a wide range of services designed to facilitate the creation of jobs and capital investment while diversifying the economy and increasing the tax base.

By working in cooperation with local economic development offices, the Virginia Employment Commission (VEC), higher educational institutions, and other regional groups, the Alliance is able to offer a truly comprehensive collection of services and information vital to corporations considering expanding or relocating their operations.

Justification of Need

Please state clearly why this service should be provided to the citizens of the region and why the localities should consider this funding request.

In cooperation with the Virginia Economic Development (VEDP) Prospect Handling Protocol, the FRA actively engages state economic development resources in order to facilitate the project process with the localities. The FRA is the region's only "one stop" resource for crucial information, services, and regional coordination that increases the Fredericksburg Region's global competitiveness by: Providing a single contact for corporate executives and site consultants, which decreases the time and money needed to collect community information, increases the likelihood of being considered for a re-location or expansion project, and improves the regional business climate by showing prospective and existing corporate companies the cohesiveness, efficiency, and public/private cooperation existing within the Fredericksburg Region.

If this is a new program, be sure to include the benefits to the region for funding a new request.

N/A

Fredericksburg Regional Alliance - Regional Economic Development

Program Budget Narrative

Please indicate in detail reasons for increases or decreases in the amounts you are requesting.

The Fredericksburg Regional Alliance requests public sector funding at a level of \$1.00 per capita. Since we do not yet know what the population increase for the next reported year is, we cannot request an increased amount on this application. However, we do request and encourage each locality's funding level to remain at at least \$1.00 per capita.

If an increase is being requested, please describe the impact not receiving an increase would have on the program.

In particular, please describe in detail if any increase is sought for new positions or personnel.

Fredericksburg Regional Alliance - Regional Economic Development

Program Specific Budget

In the boxes below provide program specific administrative costs associated with this program for FY 2023. Please also provide updated FY 2021 Actuals. Data has been rolled over from previous fiscal year application submissions.

	FY 2019 Actual	FY 2020 Budgeted	FY 2020 Actual	FY 2021 Estimate	FY 2021 Actual	FY 2022 Budget	FY 2023 Budget
Personnel	380,807.00	380,807.00	380,807.00	321,554.00	321,554.00	321,554.00	331,732.00
Benefits					25,422.00		25,422.00
Operating Expenses	344,956.00	344,956.00	344,956.00	203,067.00	203,067.00	203,067.00	252,510.00
Capital Expenses					0.00		0.00
Total	725,763.00	725,763.00	725,763.00	524,621.00	550,043.00	524,621.00	609,664.00

Program Specific Revenue

In the section below please provide revenue specifically associated with your program for FY 2023. Please also provide updated FY2021 Actuals. Data has been rolled over from previous fiscal year application submissions. The revenue in this section supports the implementation of your program and the services provided to the community.

	FY 2019 Actual	FY 2020 Budgeted	FY 2020 Actual	FY 2021 Estimate	FY 2021 Actual	FY 2022 Budget	FY 2023 Budget
Caroline	29,727.00	29,727.00	29,727.00	29,727.00	29,727.00	29,727.00	30,381.00
Fredericksburg	30,088.00	30,088.00	30,088.00	30,088.00	30,089.00	30,088.00	30,088.00
King George	25,381.00	25,381.00	25,381.00	25,381.00	25,381.00	25,381.00	26,229.00
Spotsylvania	131,549.00	131,549.00	135,000.00	135,000.00	135,000.00	135,000.00	135,000.00
Stafford	144,350.00	144,350.00	142,590.00	144,350.00	142,590.50	144,350.00	146,773.00
United Way					0.00		0.00
Grants					0.00		0.00

	FY 2019 Actual	FY 2020 Budgeted	FY 2020 Actual	FY 2021 Estimate	FY 2021 Actual	FY 2022 Budget	FY 2023 Budget
Client Fees					0.00		0.00
Fundraising							0.00
Other (Click to itemize)	364,668. 00	364,668. 00	362,977. 00	160,075. 00	202,008. 50	160,075. 00	202,008. 50
Private Sector Investors	364,668. 00	364,668. 00	362,977. 00	160,075. 00	202,008. 50	160,075. 00	202,008. 50
Total	725,763. 00	725,763. 00	725,763. 00	524,621. 00	564,796. 00	524,621. 00	570,479. 50

Surplus / Deficit

	FY 2019 Actual	FY 2020 Budgeted	FY 2020 Actual	FY 2021 Estimate	FY 2022 Budget	FY 2023 Budget
Surplus or Deficit	0.00	0.00	0.00	0.00	14,753.00	39,184.50