



SPEAKER PROFILES

Becky Clay Christensen Director of Community Partnerships Bon Secours Richmond Health System

Becky Clay Christensen is the Director of Community Partnerships for the Bon Secours Richmond Health System. The main focuses of her work are around the East End Transformation activities, leading the Community Benefit Investment Program, and in developing and managing strategic partnerships. Becky is also the founder of The Clay Christensen Group LLC, a company devoted to developing strong leaders, better processes and more effective results for organizations that are making a difference in their communities. Over her 35-year career, she has worked with local and state governments, nonprofit organizations and collaborative partnerships in the areas of affordable housing, economic development, education, transportation and health.



PORTRAIT INNOVATIONS | Personal Portrait | portrait.com

Christopher D. Lloyd Senior Vice President, Infrastructure & Economic Development

Chris Lloyd leads the McGuireWoods Consulting infrastructure and economic development team where he specializes in site selection and economic development incentives negotiations. Chris has also worked closely with clients on numerous public-private partnership projects for transportation and other infrastructure as well as playing a leading role in the development and passage of Virginia's public-private partnership laws. These statutes have since become model legislation for use in other states. As a result of this work, Chris has become a frequent speaker on economic development policy issues and public private partnership projects around the country.

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 for the fifteen agencies within that Secretariat which oversees 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 children, Ryan and Meredith.



Michael Woods Senior Manager, Troutman Sander Strategies VEDA Public Policy Liaison

Mike Woods serves as a Senior Manager of State Government Affairs with Troutman Sanders Strategies. Mr. Woods works with clients on business issues, including property and casualty insurance, tax policy, natural resources, public safety, procurement, economic development, privatization, and public-private partnerships. Since joining the Troutman Sanders Strategies, Mr. Woods has represented a number of national business interests and associations before the Virginia General Assembly and the Executive Branch. He actively monitors legislative and regulatory issues before the Virginia General Assembly and various state regulatory agencies and provides analysis of their impact on our clients' and their business.

Mr. Woods joined Troutman Sanders Strategies after serving as the Political Director for House Majority Leader, Morgan Griffith. Mr. Woods has successfully managed Republican campaigns for a number of General Assembly members, as well as federal, state, and local



officials. He has also served as Deputy Political Director for the Republican Party of Virginia. In addition to campaign work, Woods most recently handled Attorney General Bob McDonnell's election recount and served as a member of the Attorney General's Transition Team.

With his extensive experience working with state government and in Virginia politics, Mr. Woods offers our clients a valuable resource in assessing the political landscape in Virginia. Additionally, Mr. Woods utilizes his vast experience for our clients to develop winning strategies for both business development and procurement opportunities.

With his extensive experience working with state government and in Virginia politics, Mike offers our clients a valuable resource in assessing the political landscape in Virginia. Additionally, Mike utilizes his vast experience for our clients to develop winning strategies for both business development and procurement opportunities.

**Stephen Moret
President & CEO
Virginia Economic Development Partnership**

Stephen Moret is president and CEO of the Virginia Economic Development Partnership (VEDP), the economic development authority for the Commonwealth of Virginia.

Prior to VEDP, Moret served as president and CEO of the LSU Foundation, where he crafted a blueprint for the future of development at LSU, preparing the institution to launch the largest capital campaign of any kind in state history. Concurrently he served as executive director of the LSU Property Foundation, working to launch a \$180-million, mixed-use real-estate development that will revitalize the western edge of the LSU campus.

From 2008 through early 2015, Moret served as secretary of the Louisiana Department of Economic Development (LED), which he transformed into one of America's top state economic development agencies. At LED, he directed business development efforts and cultivated higher education partnerships that helped secure a diverse array of economic development projects in urban and rural communities, including software/IT centers (e.g., CGI, CSC, GE Capital, and IBM), food/agricultural processing facilities, and a few of the largest foreign direct investment manufacturing projects in U.S. history. Altogether Moret and his team helped secure private-sector capital investments in excess of \$62 billion. He also established LED FastStart, which *The Economist* called "probably the most notable statewide workforce-development initiative [in America]."

During Moret's tenure, LED repeatedly was recognized as one of the top-performing state economic development agencies in the U.S., and Louisiana improved to its highest-ever position in every national ranking of state business climates. Business Facilities ranked LED FastStart the best state workforce training program in the U.S. every year from 2009 through 2015.

Moret previously served as president and CEO of the Baton Rouge Area Chamber of Commerce; a management consultant with McKinsey & Company; a public policy fellow with the Public Affairs Research Council of Louisiana (a good-government think tank); a consultant to Harvard Business School; assistant to the chancellor of LSU; and an environmental consultant to industry at Trinity Consultants.

Moret earned a B.S. in mechanical engineering from LSU and an M.B.A. from Harvard Business School. He earned a doctorate (Ed.D.) in higher education management, with Distinction for Dissertation, from the University of Pennsylvania, where his research focused on linkages between higher education and the labor market in the United States.

Moret resides in Richmond with his wife, Heather, and their four children.



**Dr. Richard R. Antcliff
Chief Strategist and Special Assistant to the Center Director for Regional Development
NASA Langley Research Center**

Dr. Richard Antcliff is the Chief Strategist and Special Assistant to the Director for Regional Economic Development at the NASA Langley Research Center in Hampton, Virginia. In these roles, he guides the development of the Center strategy, linked to the Agency mission, to assure the maximum contribution to national priorities. Rich develops over the horizon projections of societal and technological trends and the analysis of how these will impact the agency. Rich also leads the development of innovative partnerships that bring value to the nation through cooperative leveraging of government and private capabilities. Rich is the Agency Program manager for the NASA Regional Economic Development Program. RED is an element of NASA's Space Technology Mission Directorate's Commercial Partnerships Portfolio and seeks to facilitate commercialization through local and regional partnerships and strengthen the commercialization activities in local regions.



Jeff Johnson
Director
Tech Center Research Park

Jeff Johnson joined the Virginia Tech Corporate Research Center, a subsidiary of the Virginia Tech Foundation, in January 2014 as Director of Tech Center Research Park located in Newport News, Virginia.

Johnson is responsible for establishing and leading the research and innovation portion of the 100-acre, \$450 million mixed use Tech Center based on the internationally acclaimed Virginia Tech Corporate Research Center in Blacksburg, Virginia. Johnson identifies, vets, recruits and supports technology based companies that are focused on commercializing discovery and growing businesses that matter.

Johnson has a strong record in executive leadership with extensive experience in competitive analysis and positioning, strategic marketing and branding, business and organizational development, manufacturing management, strategic planning and predictive analytics.

In 2009, he founded his own consulting company, Averitas, to help small and medium sized businesses profitably grow. Jeff has worked with several national and international brands. Prior to that, he was Founding CEO and Executive Director of an innovative healthcare based work force training program for adults, and an arts based education program for high school students in Cleveland, Ohio. Johnson has over 20 years of corporate experience, and has held director and senior-level executive leadership positions with profit and loss responsibilities at global industry leading companies in automotive tires and building material finishes.

A certified Six Sigma Champion Trainer, Johnson also holds an Executive M.B.A. from Tulane University and a B.A. in Chemistry from Virginia Tech.



Bill Donohou
President, Executive Director
GENEDGE ALLIANCE

Bill Donohue is currently the President, Executive Director for GENEDGE, a unit of the Commonwealth of VA and long-term affiliate of the National Institute of Standards and Technology MEP program. GENEDGE has helped industrial enterprises across Virginia to innovate, compete and grow for nearly two decades.

Prior to assuming the president/executive director position in October 2014, Bill was interim executive director as well as vice president/chief operating officer. In that capacity, he led state wide marketing, sales and delivery of services that have fulfilled clients needs to grow their top and bottom lines. Each year, GENEDGE serves 100 plus companies with high quality, affordable consulting services.

Bill has consistently been able to incorporate expertise within a wide variety of high impact disciplines such as Supply Chain Optimization, Growth Services and Innovation, Lean Six Sigma, and Strategic Planning. The creation and delivery of unique client solutions has been enhanced by his prior executive experience with market leaders such as General Electric (GE). This has enabled GENEDGE to deliver timely and clear roadmaps for success, resulting in substantial returns on investment for Virginia's manufacturing and industrial clients.

According to independent U.S. Department of Commerce surveys of GENEDGE clients since 2000, GENEDGE has generated nearly \$3 billion of total economic impact along with over 7,200 jobs created/saved.

Bill is a chemical engineering graduate of the University of Rochester, completed the GE Management Development Program, is a certified Lean Six Sigma master black belt, and is a member of various professional organizations. He and his wife Pam reside in Danville, VA.



Wilson Flohr
CEO
Grow Capital Jobs Foundation
GO Virginia Regional Council, Region 4

Wilson H. Flohr Jr. served as an Executive Vice President and General Manager of Paramount's Kings Dominion, a regional family theme park in Doswell, Virginia until January 1999. He is the former president and CEO of Richmond Region 2007; the nonprofit organization that oversaw events celebrating Richmond's 400th anniversary and CEO of Richmond 2015, the non-profit organization charged with producing the UCI Road World Championships cycling event in Richmond, VA.

Flohr holds a BA from Rollins College, a MBA from the Crummer Graduate School of Business at Rollins College and attended the Wharton School Financial Management for Non-Financial Managers Program.

Flohr has served on over 20 local boards including serving as chairman of the Richmond Chamber of Commerce. He has been recognized with the Boomer and Shaker Award for 2015, the Richmond Times Dispatch Person of the Year Award and from RTD Metro Business – one of 30 people with the greatest impact on the region during the last 30 years. As CEO, he speaks to numerous civil clubs, lawyer groups and other professional; organizations

Brian Cole
Chair
GO Virginia Regional Council, Region 9

Brian Cole is Executive Site Lead at LexisNexis, has offices in Charlottesville. He was Chair of the CentraVirginia Partnership for Economic Development Board in FY 2015, has served on the Partnership's Executive Committee for four years and co-chaired the Partnership's GO Virginia Planning Team before assuming Chair of the Regional Council. He has a solid understanding of regional economic development and GO Virginia and helped establish a very collaborative and inclusive process for the formation of GO Virginia Regional Council 9.

George Pace
Chair
GO Virginia Steering Committee, Region 8

George W. Pace is the former President and Chief Executive Officer of Rocco, Inc., a privately held food company employing over 3,500 employees. Prior to joining Rocco, his career spanned seventeen years with RJR Nabisco, where he held senior management positions in sales, marketing and strategic planning at Nabisco and Del Monte Foods.

Mr. Pace earned a Bachelor of Science degree and a Master's degree in business administration from the University of North Carolina, graduating Phi Beta Kappa.

He currently serves as a corporate board director for Summit Financial Group, Comsonics Inc., Lantz Construction Company, Blue Vigil LLC, Shenandoah Valley Organic LLC, and the Rain Bird Corporation. He also serves on the advisory board for Dynamic Aviation and is a founding member of the Shenandoah Valley Angel Investors network.

George's public sector activities have included terms on the Harrisonburg Electric Commission, the Harrisonburg Planning Commission and Harrisonburg City Council as Vice Mayor. He currently serves on Harrisonburg's Economic Development Advisory Council.

George's non- profit activities have included board membership with Sentara's Rockingham Memorial Hospital, WVPT Public Television, and the Harrisonburg/Rockingham County Community Foundation. He currently serves on the advisory board of the Harrisonburg/Rockingham County Boys and Girls Club, and the public board of directors of the University of Virginia Physicians Group and the Harrisonburg/Rockingham County Free Clinic.

Mark M. Sweeney
Senior Principal
McCallum Sweeney Consulting (MSC)

Mark Sweeney is a senior principal with McCallum Sweeney Consulting (MSC), providing site selection services and economic development consulting to companies and organizations worldwide.

With more than 25 years of experience in site selection and economic development, Mr. Sweeney assists companies in identifying, evaluating, and selecting the optimal location for their capital investments. Such projects cover a wide array of related factors, including sites, infrastructure, transportation, labor and demographics, state and local taxes, and incentives.

Mr. Sweeney also provides consulting services to leading economic development organizations across the United States in such areas as strategic planning, organizational design, site certification, target industry programs, and incentives strategies.

Mr. Sweeney has assisted clients in a wide variety of industries for manufacturing, distribution and headquarters projects. Recent clients include BMC (headquarters), CalStar (manufacturing), Hertz (headquarters), Coeur d'Alene Mines Corp. (headquarters), Tronox (headquarters), PDM Bridge (headquarters), Daiichi Sankyo (pharmaceutical), Mitsubishi Electric (transformer manufacturing), SunCoke Energy (headquarters), SGL/BMW (joint venture carbon fiber manufacturing for electric vehicles), Boy Scouts of America (recreation). Multiple project clients include Nissan (headquarters; auto assembly; engine; distribution), Michelin (tire and rubber manufacturing, distribution), and Dollar General (distribution). Of particular note are the Hertz headquarters relocation from New Jersey to Florida (2013) and the Nissan auto assembly project that announced in Canton, Mississippi (2000). Mr. Sweeney has conducted siting projects in Europe, Asia, and Canada; and most regions of the United States.



Recent economic development clients include state agencies (South Carolina, Iowa, Wyoming, and Florida); regional organizations (Miami-Dade, Florida; Charleston, South Carolina; Central Louisiana); and utilities (Duke Energy - Carolinas, Midwest, Florida; CLECO - Louisiana; Gulf Power; AEP; and TVA).

Mr. Sweeney spent more than five years at the South Carolina Department of Commerce, serving as Director of Research and Communication. There, he directed departments providing project management support, information management (including world's leading economic development application of Geographic Information Systems), and communications. Mr. Sweeney was also one of the authors of *Approaching 2000 – An Economic Development Vision for South Carolina*, a state strategic plan for economic development.

Mr. Sweeney has a Masters in Business Administration from Clemson University and a Bachelor of Science from Appalachian State University. In addition, Mr. Sweeney was a recipient of a Murphy Fellowship for graduate work in economics at Tulane University.