

## **Ted Figura, Principal**

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### **Ted Figura Consulting**

116 Stevens Road  
Newport News, VA 23608

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Fax: 757-877-5708

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### **Skills**

Economic Development Strategic Planning  
Strategic Target Industry Selection  
Economic Development Program Development  
Business Attraction/Expansion Incentive Structuring  
Pre-Legal Drafting and Review

- Local Performance Agreements
- Development Agreements
- Requests for Proposals/Qualifications

Fiscal Impact Studies

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### **Employment History**

2004-Present, Ted Figura Consulting  
1980-2009, City of Newport News, Virginia, Department of Development

- Manager of Marketing, 1999-2009
- Marketing Coordinator, 1991-1999
- Administrator of Marketing and Research, 1986-1991
- Grants Development Coordinator, 1983-1986
- Economic Analyst, 1980-1983

1981-1996, Christopher Newport University, Adjunct Instructor, Economics  
1975- 1980, Old Dominion University, Norfolk, Virginia, Government Documents Librarian

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### **Major Achievements**

Key member of Newport News economic development strategic planning and deal-structuring team

- More than \$1.5 billion in actual and announced capital investment since 1995
- More than 6,500 new jobs to Newport News since 1995
- Announcements include: AREVA, A-10 Conference headquarters, Canon Virginia, Continental Automotive Systems projects, Icelandic USA, Twinpak/Printpak, UPS customer support center, and Downtown Shipyard engineering centers

Wrote all economic development comprehensive plans for Newport News since 1980s

- Economic Development chapter for City's comprehensive plan (with quinquennial revisions)
- City's second Overall Economic Development Plan and updates for U.S. Economic Development Administration (EDA)

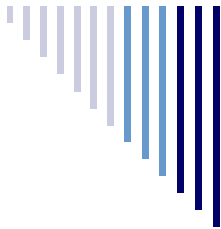
Newport News Local Enterprise Zone Administrator

- Secured designation of one of first 6 Virginia Enterprise Zones for Newport News
- Added 2 new Enterprise Zones and 4 Sub-zones and secured re-designation of original Enterprise Zone
- Wrote successful Enterprise Zone designation application for Portsmouth
- Created grant-equivalent-to-taxes-paid Enterprise Zone incentive which served as model throughout Virginia

Conducted all phases of marketing for City of Newport News

- Produced City's first economic development marketing brochure
- Created City of Newport News economic development marketing program, including print advertising program, ad lead responses and collateral materials
- Created EDA marketing website

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### Major Achievements *(continued from first page)*

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Constructed all cost-benefit and fiscal impact models for City of Newport News

- Created fiscal impact models for City Center and other mixed-use developments
- Part of City Center at Oyster Point negotiating team

Conducted or supervised all elements of economic development research for the City of Newport News

- Wrote City's Economic Base Study
- Conducted commercial area market assessments
- Conducted policy-based research using multiple regression analysis models

Secured and administered more than \$2.5 million in federal grants from U.S. EDA, National Science Foundation and National Endowment for the Arts

Performed fiscal impact studies for private developers as independent consultant

*For more information on credentials and achievements, go to the Expertise link on this website*

### Education

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1981, Masters in Urban Studies (Urban Economics), Old Dominion University

1975, Masters in Library Science, University of Texas at Austin

1974, Bachelor of Arts in History, University of Memphis

### Memberships

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Virginia Economic Developers Association

North Carolina Economic Developers Association

### Client List

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Boyd Homes

City of Newport News, Virginia

City of Portsmouth, Virginia

Fort Monroe Authority

Housing Associates of Virginia, Inc.

University Square Associates

Villa Development