

FOR IMMEDIATE RELEASE

Westmoreland County Announces Dale Hendon as Director of Economic Development

MONTROSS, VA – August 7, 2025 – Westmoreland County is pleased to announce the appointment of Dale Hendon as Director of Economic Development, effective August 18, 2025. Mr. Hendon will lead the county's economic development initiatives and work to attract new businesses, support existing enterprises, and foster economic growth throughout the region.

"We are excited to welcome Dale Hendon to our team," said County Administrator Jim Taylor. "His extensive experience in economic development strategy and proven track record working with state and local governments make him an ideal fit to advance Westmoreland County's economic priorities and build on our momentum in attracting quality jobs and investment to our community."



In his new role, Hendon will be responsible for developing and implementing comprehensive economic development strategies to include managing business retention and expansion programs, coordinating with regional partners, and serving as the primary liaison between the county and the business community. He will also work with our partners to promote tourism leveraging the County's rich historical heritage.

Hendon brings more than 15 years of experience as an economic development leader and strategist, having worked extensively in state government, local government, and regional organizations to drive growth and resilience. His comprehensive approach spans all facets of economic development with a focus on data-driven strategy development and entrepreneurship.

Currently serving as Vice President and Partner at What's Next Strategies since 2023, Hendon leads strategic consulting engagements focused on entrepreneurship-led economic development (ELED), innovation ecosystems, grant strategy, and smart community initiatives. He has advised emerging U.S. and European government technology companies on their U.S. commercialization, securing startup grant funding and leading site selection efforts.

A recognized expert in his field, Hendon was among the first 50 professionals globally certified as an Entrepreneurship Development Professional (EDP) by the International Economic Development Council (IEDC), where he currently serves on the Membership Engagement Advisory Committee.

Hendon's local government experience includes serving as Economic Development and Tourism Specialist for Stafford County, Virginia (2021-2023), where he launched and led the County's first successful entrepreneurship program and served as Secretary and Manager of the Stafford County Economic Development Authority. He also co-led the development of the Virginia Smart Community Testbed, supporting strategy development, vendor onboarding, entrepreneurial programming, and overall operations.

Hendon holds a Graduate Certificate in Public Policy from Liberty University and a Bachelor of Arts in History from the University of Tennessee.

"I am honored to join Westmoreland County and look forward to working with local businesses, community leaders, and regional partners to drive economic growth and create opportunities for our residents," said Hendon. "I can bring immediate value to the County's economic development efforts through my experience helping localities attract and retain businesses, advance site readiness, secure funding, and achieve strategic economic goals. I understand the importance of strong relationships in a rural setting and am committed to building partnerships that will benefit our entire community."

About Westmoreland County Located on the Northern Neck Peninsula in eastern Virginia, Westmoreland County (est. pop. 19,000) is nestled between the Potomac River on the north and the Rappahannock River on the south. The County is located 65 miles northeast of Richmond and 100 miles southeast of Washington, DC. The Port of Hampton is 100 miles south of the County. Westmoreland County is home to scenic farms and beautiful waterways. It boasts two towns: The Town of Colonial Beach and the Town of Montross, which serves as the county seat.

The County enjoys a strong economy, a healthy business presence, a strong school system with an amazing new high school, thriving local arts, many tourist attractions, and parks and greenways that celebrate the County's pastoral setting.