

REGULAR MEETING MINUTES

April 08, 2022

The regular meeting of the Economic Development Authority (EDA), of Stafford County, Virginia, was held at the Virginia Smart Community Testbed with Zoom option on Friday, April 08, 2022.

1. CALL TO ORDER

This meeting was called to order by Mr. Griffin at 9:01 AM. A quorum was present and accounted for. Mr. Griffin read the Conflict of Interest statement; no members had any conflicts.

Members Present

Joel Griffin, Chairman	(In-person)
Howard Owen, Treasurer	(In-person)
Heather Hagerman	(In-person)
Jack Rowley	(In-person)
Marlon Wilson	(Zoom)
Danielle Davis	(Zoom)

Member Absent

Don Newlin, Vice Chairman

ED&T/EDA Staff Present

John Holden	Secretary, EDA; Director, ED&T
Linzy Browne	Marketing & Events Coordinator, EDA
Tammy Guseman	Administrative Assistant, ED&T
Dale Hendon	Specialist, ED&T
Josh Summits	Business Development Officer, ED&T

Also Present

Chris Hornung	Langley Flight Foundation
Phil Hornung	Langley Flight Foundation
Scott Mayausky	Commissioner of the Revenue
Jennifer Morgan	RIoT

2. APPROVAL OF MINUTES

A. March 11, 2022 Regular Meeting Minutes

Mr. Rowley motioned to approve the March Regular Meeting Minutes. Ms. Hagerman seconded.

VOTE: 6-0 Approved

3. PUBLIC PRESENTATIONS

Mr. Hornung of The Langley Flight Foundation presented the Foundation's goal to commemorate Professor Samuel Pierpont Langley's achievement of heavier-than-air sustained

mechanical flight in Stafford County. Mr. Hornung shared the following:

- A replica of Prof. Langley's Aerodrome #5 is on display at the Smithsonian National Air and Space Museum
- The Langley Foundation's goal is to construct an exact replica of this Aerodrome for display in Stafford County
- The cost for the replica alone is \$300,000 and a total of \$350,000 will need to be raised to see this project to completion
- The Foundation has contracted with The Wright Experience in Warrenton, VA, to complete this work which will take 18-24 months
- This replica will be financed by a combination of public grants, private donations, and corporate sponsorships
- The Foundation plans to raise an additional \$10,000 in the next thirty days to pay for a high-quality fund-raising video.

Mr. Griffin suggested that the EDA fund this \$10,000 and asked ED&T to fund an additional \$5,000 for other expenses that will be incurred. Mr. Rowley motioned to approve The Langley Foundation video funding. Mr. Wilson seconded.

VOTE: 6-0 Approved

4. TREASURER'S REPORT

A. Current Financials

Mr. Owen noted the following, noting the financials lag 6-weeks:

- The Milde (Centreport property) loan has been paid in full which is another success for the EDA, this is not reflected on current financials
- EDA's upcoming \$25,000 investment in the AJGA golf event in August, reflected in the financials
- The EDA participated in the County process to hire an auditor; 6 bids reviewed and 1 tentatively chosen while negotiating price

Mr. Rowley shared that a page of the General Ledger has incorrect dates. Mr. Holden will let the EDA Finance Contractor know of this.

Mr. Rowley moved to accept the Treasurer's Report. Mr. Griffin seconded.

VOTE: 6-0 Approved

Mr. Rowley motioned to authorize Mr. Owen to accept the County's new auditor choice. Ms. Hagerman seconded.

VOTE: 6-0 Approved

5. CHAIRMAN'S REPORT

None. The Chairman did ask that Staff (ED&T) update the Board of Supervisors on the number of events the EDA and RIoT are hosting in May.

6. **SECRETARY'S REPORT**

A. Go VA Grant Update

Mr. Holden noted that EDA's role in the Smart City Testbed has returned the investment many times over with interest in the Testbed and significant "messaging" for Stafford County in general, providing another channel for marketing to companies desiring to start tech businesses here. Mr. Holden shared the 2022 Smart 50 Award for transformative work in smart cities that he received on behalf of Stafford and VIPC at the recent Smart & Connected Communities Conference this week.

Ms. Morgan shared the following:

- RIoT just completed their Foundations first-round program (5 companies participated-3 in Stafford and 2 in North Carolina), majority attended in person and gave positive feedback
- Accelerator program is kicking off this month, is a 12-week course, six participants signed up thus far, and each one will be paired with two outside mentors
- EDA members would be great mentors for the program attendees and could help these local businesses gain business knowledge as well networking opportunities
- April 12 from 5-7pm is the first mentor meet-up at the Testbed for EDA interested members
- April 27 at 12:30 pm there will be a lunch at the Testbed for program participants and EDA members are encouraged to attend and mingle

Mr. Griffin stated that he will mentor and Mr. Rowley asked for more detailed information on the mentor program to be emailed to him.

B. American Junior Golf Association Allstar Tournament

Mr. Holden shared the following:

- The EDA has opportunity to raise money through the ProAm portion of this event
- The Stafford Schools Foundation and The Stafford Junction have been chosen as recipients of the extra profits from the ProAm
- Mr. Owen shared that an email will be forthcoming with more information on the AJGA and encouraged members to join a foursome and be involved. Mr. Holden stated that the foursomes are being finalized between \$1,200 and \$2,000.

C. Marketing & Events Update

1. Beer & Business

Ms. Browne shared that the next B&B will be held on May 18 at Highmark Brewery and will be sponsored by the Fredericksburg Nationals. Ms. Browne noted that we will host a Wine & Business on August 10 at Potomac Point Winery.

Ms. Morgan shared that King George County is having their own B&B on May 12 and suggested members attending that for networking purposes.

2. Business Appreciation Reception (BAR)

Ms. Browne shared that all BAR sponsorships have been sold, \$15,000 has been raised for the BAR, and EDA is in budget for this event. Mr. Owen inquired if the Supervisors are receiving all the EDA email reminders and Ms. Browne affirmed this. Mr. Rowley suggested that the presentation times for the BAR be greatly reduced from previous

Stafford County Economic Development Authority

years. Mr. Griffin stated those receiving awards be asked not to give a speech to condense the program. Mr. Rowley inquired if there was an outside speaker for the BAR? Ms. Browne stated there is no outside speaker, but rather the BAR will focus on Stafford County businesses and their “success” and “Hero’s” theme as previously approved.

Ms. Browne noted there are 34 award applicants and a final decision will be made by the Award Committee, including Ms. Hagerman, Mr. Holden, and Mr. Cobert.

Mr. Griffin thank Ms. Browne for her work on finding all the BAR sponsorships and congratulated Mr. Holden on receiving the Smart 50 award and also acknowledged Ms. Courtney Swenson on the Fredericksburg Chamber Marketing Madness award for ED&T’s website.

7. COMMITTEE AND WORKING GROUP REPORTS

A. Loan Committee (*H Owen, D Davis, J Summits*)

Mr. Holden shared the following:

- Per by-laws, any loan over \$15000 must be approved by the Board of Supervisors.
- The loan committee met and have approved 3-0 a startup loan for \$35,000 for Up North Cuts, a full-service barber shop located next to Publix.

Ms. Davis stated that Up North Cut’s location near Embrey Mill is target-rich. Ms. Hagerman motioned to approve the loan. Mr. Rowley seconded.

VOTE: 6-0 Approved

- EDA’s loan fund is getting low and as Mr. Summits picks up his circulating, we will see more loan applications and both Mr. Holden and Mr. Summit advised re-capping the loan fund.

Mr. Summits stated there are two more loans forthcoming; one is a business-growth fund possibly up to \$200,000, is a primary care facility, and also located in Publix shopping center. Mr. Rowley asked if the primary care facility is a health practitioner or an M.D. Mr. Summits stated he believes it is an M.D. Mr. Griffin inquired if grants to provide supplemental funding have been researched since EDA is not a government body. Mr. Holden stated that grants such are on the radar. Mr. Griffin inquired if the barber shop owner has been in business before. Mr. Summits affirmed the shop has operated on base for three years already and is fully licensed.

B. Germanna Group (*J Rowley*)

Mr. Rowley stated the following:

- A former EDA member, Mr. Ted Haanz, is being honored by Germanna as philanthropist of the year on April 27 in Richmond. Mr. Griffin requested that Mr. Rowley share the Haanz award information with all members.
- Germanna’s efforts to double their healthcare program are moving forward.

Stafford County Economic Development Authority

- President Gullickson, Mr. Rowley and Mr. Holden will meet next week to discuss possible uses for ARPA funds in the college sphere.

C. Property Group (D Hendon, H Hagerman, J Rowley)

Mr. Holden shared for the record that as the EDA has expressed its intent and interest in investing in properties for economic development purposes, not to compete with the market but instead to find properties that could be important to Stafford County economic development efforts.

D. Broadband Expansion (*D Hendon, M Wilson*)

Mr. Wilson noted the committee's meeting on April 11 with IT. Mr. Griffin inquired if the committee will be ready to present on May 13 and Mr. Wilson affirmed that the plan is to be ready by that date.

8. **OLD BUSINESS**

A. C-PACE Update

Mr. Hendon shared the following:

- He spoke with the contractor that C-PACE has been out-sourced to
- Biggest community pitfalls relative to C-PACE: multi-family units, Treasurers not endorsing assessments
- C-PACE is no cost to the County
- The C-PACE contractor will manage the marketing and technical aspects, so ED&T staff will not be overworked

Ms. Hagerman motioned to direct the EDA Secretary to draft a letter of general support for C-PACE and recommend that the Board of Supervisors passes the enabling ordinances once provided by the State to create a C-PACE assessment program. Mr. Rowley seconded. Mr. Griffin clarified that this is an optional program.

VOTE: 6-0 Approved

B. ARPA funds for Economic Development

Mr. Holden reviewed his ARPA suggestions summary document and opened the floor for discussion. Mr. Owen stated the following:

- Stafford County schools have not held a convocation for several years due to the pandemic but will hold one this year on August 5 in the Nationals stadium and will have approximately 4,300 people attend
- There is now a new school Superintendent
- The goal of the convocation is to empower school staff for the coming year, discuss post-Pandemic recover, and the plan is to hold convocation events every five years
- Cost for this event will be \$180,000

Mr. Owen encouraged the EDA to support the local school system by using ARPA funding to help fund the convocation as schools are part of economic development. Mr. Griffin asked if EDA would redirect existing funds to accomplish this? Mr. Owen affirmed this. Mr. Rowley expressed interest in funding the convocation and suggested taking allocated ARPA funds from hospitality and using instead for education. Mr. Holden said he would

explore this with the Schools and to also consider if this is eligible use of ARPA funds.

Mr. Owen recommended using ARPA funds to pay the entire \$300,000 needed to complete The Langley Foundation's project to build a replica of the Aerodome #5. Mr. Owen noted having the Aerodrome #5 at the Stafford Airport would be great for the County. Ms. Hagerman agreed. Mr. Griffin noted that The Langley project also ties in with the schools (field trips, local history) and Mr. Rowley stated funding this would be a good use of ARPA funds. Mr. Holden will review eligibility under ARPA rules.

Mr. Rowley shared that Stafford schools and businesses desperately need vocational programs and suggested finding ways to partner with the schools and colleges to distribute ARPA funds for these types of programs. Mr. Griffin noted that Stafford public schools need updated equipment for existing programs or possibly additional space for current programs and stressed that new programs are not necessarily needed. Mr. Griffin inquired if the ED&T/EDA ARPA funds are capped at \$2.9 million and asked if schools are receiving any ARPA funds directly. Mr. Holden affirmed that the funds are totaling \$2.9 million and he is unsure if schools receive ARPA funds directly but will make inquiries. Mr. Griffin suggested finding sponsors to match the school and Langley projects together.

Mr. Holden shared that the hospitality budget portion of the ARPA summary document was intended to be very broad. Mr. Holden noted that projects such as Langley, outdoor venues for restaurants, storm water, and water/sewer were bundled under hospitality and suggested further shuffling of funds is needed as ARPA is discussed more thoroughly. Mr. Holden will break down in detail the budget portions and send out to EDA members and also look into how other Stafford County departments have allocated their funds for comparison.

Uses for ARPA funds:

- Mr. Rowley and Ms. Hagerman stated their desire to be lead sponsors for the Langley project. Mr. Wilson voiced support for getting sponsors for the Langley project such as Lockheed and Boeing and would direct these companies' eyes to Stafford.
- Mr. Rowley expressed interest in giving to Micah Ministries, a housing program in Fredericksburg, and Mr. Owen to the Hope House housing program to help the homeless. Mr. Griffin stated that he does not support giving ARPA funds to housing programs such as the Micah House because the homeless are actively addressing consumers and businesses. Mr. Griffin instead supports programs that encourage people to obtain employment and provides resources for them to achieve this.
- Ms. Hagerman stated the EDA needs to fund programs that support economic development.

Mr. Holden suggested he readjust the budget, taking funds from the proposed Water line item portion and put it towards workforce development for the convocation and detail projects in the hospitality category. Mr. Wilson recommended the last line item of budget be listed as 'Infrastructure' in case any broadband needs arise and asked if the BOS has a

Stafford County Economic Development Authority

list of what they have used ARPA funds for. Mr. Holden affirmed this and stated he will share this document and the revised budget memo with the members.

9. NEW BUSINESS

None

10. EXECUTIVE SESSION

The EDA Board went into closed session in accordance with Section 2.2- 3711.A.3 and 5, et al. of the Code of Virginia 1950, as amended. No Votes were taken while in closed session. Members of the EDA present at the meeting were in the closed session.

11. ATTORNEY'S REPORT

None

12. ADJOURNMENT

The next Regular Meeting will be in-person at the Testbed and is scheduled for May 13, 2022. There being no further business brought before the Economic Development Authority, Mr. Griffin adjourned the meeting at 11:03 AM.

MINUTES APPROVED BY:



Joel Griffin
EDA Chairman

MINUTES SUBMITTED BY:



John Holden
EDA Secretary