

REGULAR MEETING MINUTES

May 13, 2022

The regular meeting of the Economic Development Authority (EDA), of Stafford County, Virginia, was held at the Virginia Smart Community Testbed on Friday, May 13, 2022.

1. **CALL TO ORDER**

This meeting was called to order by Mr. Owen due to Mr. Griffin's impending arrival 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 (Virtual)
Jack Rowley (In-person)
Marlon Wilson (In-person)

Members Absent

Danielle Davis
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
Rick Cobert Economic Development Manager, ED&T
Josh Summits Business Development Officer, ED&T
Mike Cannon Stafford County IT, Director

Also Present

Charlie Payne, Counsel (Virtual)
Dexter Cummings Stafford County Planning Commission

2. **APPROVAL OF MINUTES**

- A. March 29, 2022 Special Meeting Minutes
Mr. Rowley motioned to approve the March 29 Special Meeting Minutes. Mr. Wilson seconded.

VOTE: 5-0 Approved

- B. April 08, 2022 Regular Meeting Minutes
Mr. Rowley motioned to approve the April Regular Meeting Minutes. Mr. Wilson seconded.

VOTE: 5-0 Approved

3. **PUBLIC PRESENTATIONS**

Mr. Ihrie, chief technology officer, of Virginia Innovation Partnership Corporation gave a presentation on the Virginia Smart Community Testbed and shared the following:

- The focus of the Testbed is on small and entrepreneur-based business
- The partnership with the EDA and Stafford County has been phenomenal and Mr. Ihrie thanked both the EDA and Stafford County for their partnership and participation.

Mr. Owen asked how many similar testbeds there are in Virginia and Mr. Ihrie replied that there is a vibrant network across the state, but that Stafford's Testbed is the hub.

- Mr. Ihrie noted that there are private companies now finalizing agreements to be Sponsors in the Testbed including Cisco and Verizon. In addition, Verizon has recommended that the Testbed become one of its Smart City innovation Hubs.— providing access to the most advanced technologies and new business entrepreneurs.
- VIPC has extensive interaction with Federal Agencies and most notably Department of Homeland Security, Science and Technology Division—that is the source of many new technologies and funding for those.

Mr. Wilson suggested the Testbed work with the company Mitre. Mr. Ihrie indicated they have had numerous discussions with Mitre. Mr. Rowley inquired as to the nature of Mitre and Mr. Ihrie replied that Mitre is a government contractor that runs many national laboratories. Mr. Rowley asked for examples of VIPC projects. Mr. Ihrie gave the following examples:

1. Infrastructure
2. Cybersecurity
3. Smart Poles
4. 5G
5. Work with the National Science Foundation
6. Internet of Things
7. Simulated trainings for law enforcement, fire fighters, nursing students
8. Wildfire and flood sensors

Mr. Ihrie stated that Stafford County already has 14 flood sensors and that VIPC has signed an agreement with Dept. of Homeland Security to supply 100 flood sensors to deploy nationwide. Mr. Owen inquired what the cost would be for one of these sensors and Mr. Ihrie replied each sensor is approximately \$5,000, but they are provided at no cost to communities. Mr. Cummings asked if the flood sensors have been commercialized and Mr. Ihrie affirmed this.

- The Testbed has been what has created all the opportunities to work with the federal government and other countries.

Mr. Holden stated that the Testbed is helping to bring companies from other countries to Stafford and gave examples of interactions with Australia, United Kingdom, Czech Republic, and Canada. Mr. Cummings asked if a goal of the Testbed is to expand relationships with other countries. Mr. Hendon replied that the goal is to get products and services deployed to Stafford with as little difficulty as possible. Mr. Wilson affirmed that secure data is the biggest issue. Mr. Ihrie noted that the

Department of Defense is closely watching the Testbed activity.

- There are significant, ongoing discussions on implementing a national data trust and having secure ways to share data between agencies. Mr. Wilson affirmed that secure data is the biggest issue. Mr. Ihrle noted that the Department of Defense is closely watching the Testbed activity.

Mr. Rowley requested that VIPC's presentation be emailed to EDA members.

4. TREASURER'S REPORT

A. Current Financials

Mr. Owen reviewed the financials.

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

VOTE: 5-0 Approved

5. CHAIRMAN'S REPORT

The Chairman had no comments but wanted to reiterate and thank the efforts of the entire Economic Development and Tourism Team for their work supporting the EDA.

6. SECRETARY'S REPORT

A. Go VA Grant Update

Mr. Holden briefly noted that the Grant was progressing well and in interest of time will defer to next month for a more detailed update. Mr. Owen asked for an update on the grant financial reporting as part of that update.

B. American Junior Golf Association Allstar Tournament

Mr. Holden reminded members that the Tournament is on August 14 at 2 pm at the Gauntlet Golf Club and encouraged them to register to be join a team. Mr. Griffin asked who will be keeping track of teams and sponsors and Mr. Holden replied that he and Ms. Logan will do that. Mr. Rowley requested that the AJGA update be sent to all members.

C. Marketing & Events Update

1. Beer & Business

Ms. Browne reminded all 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 the Nationals have provided as a giveaway a suite for 30 persons with food and drink provided.

2. Business Appreciation Reception (BAR)

Ms. Browne shared that there are 1200 registered for the BAR thus far and that Mr. Rowley, Mr. Wilson and Ms. Hagerman will be presenting the awards.

3. Economic Development Profile

Ms. Browne distributed the Upcoming Events Memo and Stafford Airport brochure to members.

4. Airport Marketing

Mr. Holden introduced Mr. Stover, Stafford Airport director, and noted that ED&T/EDA has been working with the Airport on a new I-95 sign/billboard, brochures, website, and hangars. Mr. Stover stated that he noticed a major void in the airport's presence in both the aviation community and Stafford County so he contacted ED&T for marketing

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help and feels that increased marketing for the airport will mean increased revenue for the County. Mr. Stover believes the airport can secure funds for additional marketing and they will be continuing to work with ED&T in this regard.

7. **COMMITTEE AND WORKING GROUP REPORTS**

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

Mr. Summits shared the following:

- EDA has three loans in re-payment all are current
- Will have report from VCC bank each month.

Mr. Holden recommended transferring \$200,000 to our VCC bank account due to the loan fund getting low.

Mr. Rowley motioned to transfer said funds. Mr. Wilson seconded.

VOTE: 5-0 Approved

B. Germanna Group (*J Rowley*)

Mr. Rowley stated the following:

- Germanna just graduated 385 students.
- He recommended the EDA review President Gullickson's presentation to the Fredericksburg Regional Alliance's on "Zero Workforce: Where Art Thou?" He will share with the EDA.

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

None

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

Mr. Cannon gave his presentation of Broadband Overview and shared the following:

- VATI Grant with Comcast
Mr. Griffin asked if the highlighted areas on map are where the County/Comcast will be installing broadband? Mr. Cannon affirmed this. Mr. Griffin commented that this is a large area of property and inquired on how much coverage the rest of Stafford has. Mr. Cannon stated that the County is currently at 95% coverage and the completion of the current project will put County at 96-97% and that this is considered full coverage by the state. Mr. Griffin asked the reason for the holdup on this project. Mr. Cannon replied that they have encountered setback and financial limitations. Mr. Griffin requested that Mr. Cannon share more details of this project when available. Mr. Cannon noted that this project will provide broadband to 100 homes in King George County and 625 homes in Stafford County.
- Mr Cannon updated the EDA on the Telecommunications Strategy and Plan Study underway and will share more with the EDA when that Study is further completed.

8. OLD BUSINESS

A. ARPA Funds for Economic Development

Mr. Holden reviewed the ARPA Recommendations as listed in Memo:

- Workforce Development
- Training for Impacted Individuals
- Direct Support for Hospitality Industry
- Expenditures for 'disproportionally impacted communities'
- Infrastructure

Upon review of the Memo in some detail, Mr. Rowley motioned and Mr. Owen Second that the Memo be finalized and delivered to the Board of Supervisors. Mr. Holden noted that the County's Cares Act and ARPA accounting consultant will review the recommendations before he forwards the Memo to the Board. The Board will review the EDA recommendations at its next Finance and Budget Committee meeting, still being scheduled.

VOTE: 5-0 Approved

9. NEW BUSINESS

None

Mr. Wilson motioned to go into Executive Session. Ms. Hagerman seconded.

VOTE: 5-0 Approved

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. ADIOURNMENT

The next Regular Meeting will be in-person at the Testbed and is scheduled for June 10, 2022. There being no further business brought before the Economic Development Authority, Mr. Griffin adjourned the meeting at 11:13 AM.

MINUTES APPROVED BY:



Joel Griffin
EDA Chairman

MINUTES SUBMITTED BY:



John Holden
EDA Secretary