

REGULAR MEETING MINUTES

September 09, 2022

The regular meeting of the Economic Development Authority (EDA), of Stafford County, Virginia, was held at the Virginia Smart Community Testbed with Webex option on Friday, September 09, 2022.

1. **CALL TO ORDER**

This meeting was called to order by Mr. Griffin at 9:04 AM. A quorum was present and accounted for. There were no conflicts of interest declared by members.

Members Present

Joel Griffin, Chairman	(In-person)
Howard Owen, Treasurer	(In-person)
Don Newlin, Vice Chairman	(In-person)
Heather Hagerman	(In-person)
Jack Rowley	(In-person)
Danielle Davis	(In Person)

Member Absent

Marlon Wilson

ED&T/EDA Staff Present

John Holden	Secretary, EDA; Director, ED&T
Tammy Guseman	Administrative Assistant, ED&T
Rick Cobert	Economic Development Manager, ED&T
Dale Hendon	Specialist, ED&T
Josh Summits	Business Development Officer, ED&T

Also Present

Kristen Shields	Legal Counsel
Meg Bohmke	Stafford County Board of Supervisors
Dexter Cummings	Planning Commissioner Liaison (remote)

2. **APPROVAL OF MINUTES**

A. August 12, 2022 Regular Meeting Minutes

Mr. Newlin motioned to approve the August Regular Meeting Minutes. Mr. Rowley seconded.

VOTE: 6-0 Approved

3. **PUBLIC PRESENTATIONS**

Mr. Holden welcomed Supervisor Bohmke and she stated she is grateful for the EDA's work.

4. **TREASURER'S REPORT**

A. Current Financials

Mr. Owen stated the following:

- There is currently \$2.5 million in assets
- Pledge to Germanna of \$750,000 will be due soon and assets will go down considerably

Mr. Owen asked if the \$4,530 was for Embrey Mill closing costs. Mr. Summits answered affirmatively and that the EDA will be reimbursed for this. Mr. Griffin asked for an audit update. Mr. Owen replied the audit is going well, is now under County management, and on track to be completed in November or December 2022. Draft management letter expected in November. Mr. Owen asked Supervisor Bohmke that the EDA would like to know of any available properties the County may have that can be developed into business opportunities or revenue. Supervisor Bohmke stated that she will relate this to the Board and the County Administrator.

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

VOTE: 6-0 Approved

5. **CHAIRMAN'S REPORT**

Mr. Griffin echoed Mr. Owen's statement regarding available properties. Mr. Griffin noted that EDA has been very busy with behind-the-scenes work such as grant and loan inquiries, RIoT programs, and the Testbed and they are attracting interest and showing benefits.

6. **SECRETARY'S REPORT**

A. Go VA Grant Update

Mr. Holden noted the following:

- RIoT Pitch Night last month was a great event with 40-50 in attendance and the EDA-sponsored prize of \$5,000 was awarded to Latticet, LLC, a company that is using subatomic material to transmit radio waves and energy.
- Curry Roberts of the Fredericksburg Regional Alliance will present to the EDA in October on the plans for a regional (Go Virginia Region 6) entrepreneurial ecosystem of which RIoT and the Stafford EDA programs will continue to play a role.

B. American Junior Golf Association Allstar Tournament Update

- American Junior Golf Association full economic impact report will be presented to the EDA in October
- AJGA staff was thrilled with the event
- Approximately \$10,000 was raised for charity
- This event may be held earlier next year due to weather and the course

C. Marketing & Events Update

- Next Beer & Business is November 9
- Veteran's Business Boot Camp will be held October 25, from 8:30am-2pm at UMW's Stafford Campus
- The Department and EDA are continuing to work with Stafford Airport to help them with marketing and expansion of hangar space

Mr. Griffin inquired about the Langley Foundation event held at Stafford Airport. Mr. Holden and Mr. Rowley stated they were both in attendance and it was a successful event with 70-80 in attendance and appears to have generated a lot of support.

- D. Mr. Holden noted that the Board's Community Economic Development Committee voted to move RV Parkway (First Line) project forward to the full Board for action and that the Infrastructure Committee indicated support for data center development and requested an update on what may be done to encourage their development at a later date.

Mr. Griffin added the following to the Secretary's Report:

- First Line Technologies is a good example of regional cooperation working with Dahlgren and FRA to get commercial business to Stafford; First Line is expanding his facility, is now getting government contracts and recruiting PhDs to live and work in Stafford; this is a great example of EDA's work
- The EDA is aware that the Board wants to learn more of what EDA is doing; EDA and Department staff will provide the Board a streamlined version of what used to be quarterly reports and any questions from the Board are welcome
- Mr Griffin understands that the discussion of a future Downtown Stafford is a hot topic and noted the Board is considering repeal of the zoning changes put in place to support this project. He believes this will be detrimental to bringing new restaurants and businesses to Stafford
- He added that staff and the EDA are working on bringing new restaurants to Stafford as Board requested
- It is discouraging to work hard for a year to bring restaurants to Stafford only to be stopped due to consideration of changing zoning
- EDA serves at the pleasure of the Board but cannot serve without the proper tools

Supervisor Bohmke stated some of the Board's current concerns:

- Parents in the County are upset due to school student growth and not enough space to house them properly (i.e.-Rocky Run Elem. School expected 600 students but instead have 900)
- One concern the Board has with Downtown Stafford is the 2500 new housing units planned which will bring more students to the County and require more bandwidth than the County currently has
- Stafford County Public Schools is looking to not only build the new high school

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but build two more elementary schools and rebuild a middle school among other projects

- In 2010, the Board voted to accept the Veterans Tax exemption (not realizing it is an unfunded mandate by the state) which allows qualifying veterans that meet certain thresholds to be exempt from paying real estate tax in the Commonwealth. This is \$10.5 million of revenue each year that is not realized and Stafford and Norfolk, with the highest veteran populations, have been hit the hardest.
- Stafford County is a bedroom community and this, coupled with the unfunded Veterans mandate, the enormous school needs, and not getting 'cost-to-compete' benefit (which would add \$20 million to the County's budget and offset the veterans mandate) is overwhelming
- The growth that Downtown Stafford would project is concerning and the Board is trying to analyze all the data to make an informed decision; repeal is not a done deal

Mr. Griffin replied that citizens of the County do not understand the connection between the needs, growth, revenue and funding of the County. Stopping growth in order to have more control over our schools is a fallacy. The only organizations generating revenue are businesses, all others are consuming. We want people to move here for revenue. People cannot insist on eliminating one of the largest, revenue-generating incentives in order to solve the school problems. Citizens want to slow growth, but good amenities need businesses to pay for them through revenue. In the next five years, the EDA and ED&T will have helped establish new businesses that will generate \$8 million in taxable revenue. Mr. Holden affirmed this.

Supervisor Bohmke said that this kind of data is exactly what the Board is looking for to share with the Budget Director. Mr. Holden acknowledged and has been in budget planning meetings and shared this data.

Supervisor Bohmke continued and noted that at Town Hall Meetings citizens seem concerned about zoning, but not much rezoning has been done in the past few years. There are currently 5400 housing units slated for Stafford County; growth cannot be stopped. She further noted that State Police have now upped annual starting pay to \$75,000 to attract employees and they are stealing Stafford Counties deputies as a result.

Mr. Griffin asked again for the Board to send any questions they have about EDA's work and plans to EDA members and reiterated that EDA is more than willing to answer any inquiries in order to give the Board the data they are looking for. Supervisor Bohmke noted the EDA is an operation on its own and that the Board would welcome members reporting more on items the Board and the community need to know about.

Dexter Cummings added and encouraged the use of GIS data and enhanced GIS use in the County to help plan and manage the growth and development.

7. COMMITTEE AND WORKING GROUP REPORTS

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

- All loans current
- Embrey Mill Primary & Urgent Care begins payments in September
- Mr. Owen stated that he has a bank contact that may be willing to help with grants and loans and will share this with Mr. Summits
- Mr. Rowley suggested offering loans with a variable 1-2 year rate and Mr. Summits replied that ED&T will look into this with our lending service agency, Virginia Community Capital

B. Germanna Group (*J Rowley*)

Items for Closed Session only

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

Items for Closed Session only

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

Mr. Holden noted that an update on this should be ready in October

8. OLD BUSINESS

A. Retail Action Plan

Mr. Holden noted that this Retail Action Plan incorporates EDA members' suggestions and shared the following:

- The Plan will be integrated in different parts of the County (i.e.-Route 1 corridor that Supervisor Allen is concerned about, Route 17, etc.)
- ED&T's budget request for FY24 (working with Planning Dept.) will include monies for a consultant to help with place development
- Mr. Holden asked the EDA for any input and guidance on activities and timeline in the Retail Action Plan
- He added that Mr. Cobert is heading to ICSC conference next week (Ms. Hagerman noted she will be there also) and is working with Courtney Swenson of ED&T on advanced marketing. Mr. Cobert shared he has brokers lined up with interest in new retail coming into North Stafford. Mr. Griffin asked for a sidebar meeting with Mr. Cobert to introduce some restaurant groups he is aware of, two of which could be quick progress.

Mr. Rowley inquired about the Black Rifle Coffee project and Mr. Holden stated this was approved by the Board and will be located at the former Ponderosa on Route 17. Mr. Cobert shared that there are 30 new businesses that will be either under construction or opening in the next 12 months. Mr. Rowley noted that it is his understanding that Mason-Dixon will be moving from its Hope Road location to the Publix shopping center near Embrey Mill and suggested that a new establishment will be needed for the space on Hope Road. Mr. Cobert stated he has been in touch with a restaurant company that may be taking over that space.

Mr. Rowley suggested that Mary Washington Healthcare should be listed under Medical & Health companies on the Plan. Mr. Cobert noted that only upcoming or newly-opened

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businesses were included on the Plan. Mr. Griffin requested that Mr. Cobert list everything the EDA has worked towards on the Plan.

Mr. Rowley would like to see timelines set to the Plan.

Ms. Davis inquired if the Culinary Institute of America has staff that could be attracted to open restaurants in Stafford County. Mr. Cobert stated that he has received negative response from D.C. culinary institutes and schools when he asked the same question in the past; they want to keep their staff for D.C. area restaurants.

Mr. Holden noted that Mr. Cobert does significant outreach to the community, and is the lead on veteran workforce and project development with planning. He will be spearheading the Retail Action Plan. But, Mr. Holden added, this adds additional time and stress on existing staff as the Department takes on more activities focused on retail. Ms. Hagerman shared that Mr. Cobert has assisted many of her clients and is always so helpful.

B. Virginia Business Site Ready Program

- Staff have submitted EDA proposals for State money to be used to help support construction and development of new business site in Stafford
- Submitting on September 13
- Estimating our proposal to be upwards of \$4-5 million
- Two interested buyers of the property
- In talks with the two developers, the EDA would get the pad site to develop

C. ARPA Programs Revisited

- The Board's Finance and Budget Committee reviewed the EDA recommendations for use of ARPA funds for economic development but took no action.
- In speaking with some Board Members, Administration has recommendations on what may be approved (Handout provided)
- There is a Board workshop on September 20 where Board will discuss the allocation of the balance of ARPA funds including any for economic development recovery
- The last page of the Handout shows those projects that may be considered favorable by the Board, as indicated by "X" and the associated proposed costs (as originally proposed)
- The next column represents a reallocation of the funds, assuming the full 10% allocation is kept for economic development. That is, the numbers in red are only suggestions on where to spend the \$2.9 million if that amount is allocated
- Unsure if allocation will remain at the 10% (\$2.9M) or only for those projects that may be approved (those with "X").

Questions/Input from EDA:

- Mr. Owen asked if the County Administrator could be invited to the November EDA meeting. Mr. Holden noted that the new County Administrator is planning to meet with many of the commissions and other groups and the EDA, it is a matter of scheduling. Mr. Rowley remarked that the County Administrator could be updated

on Germanna at the November meeting also.

- Mr. Griffin inquired if the Connected Communities project would include actual construction. Mr. Holden explained that it had been a while since he read the rules but his understanding was it might. He added that all the projects indicated by “X” are being reviewed by the County’s consultant to determine eligibility, under ARPA Rules. Mr. Griffin inquired if funds can be reallocated if a project does not receive approval and Mr. Holden stated that they can, assuming the Board has approved the use of the funds for that project.
- Mr. Griffin asked about the ‘Event Venue’ project. Mr. Holden explained that this was a project that had been under consideration when the ARPA funds were first proposed, but since then the project has not proceeded. Without specific project location, he agrees with Administration that such a project would likely not be supported by the Board.
- Mr. Owen asked if Mr. Holden will attend the Sept. 20 meeting and Mr. Holden answered that he will attend and will be providing notes based on today’s input from the EDA for this meeting.
- Mr. Owen and Mr. Rowley shared concern that the Board does not seem to support daycare for advanced training in nursing, health, or other careers.

9. **NEW BUSINESS**

Mr. Holden noted that he will not be at the October EDA Meeting.

A. Consideration of a Startup Tech Incentive Grant\Loan

Mr. Holden noted that ED&T is still getting this program up and running. Mr. Summits mentioned that capital will be needed for this program

B. For Information Only - scheduled for October:

1. County Broadband Plan
2. Regional Ecosystem Plan

Mr. Griffin asked if there are any other presentations coming at the October EDA Meeting. Mr. Holden stated there will be two more: One is a proposed sports entertainment center and another from the National Institute of Economic Development that has specialized financing programs that may be of interest to the EDA and deployed in Stafford.

Mr. Holden mentioned two other items for EDA members to be aware of:

- The Transportation Opportunity Fund “TPOF” Grant that supported the location of DHL and which the EDA will act as pass-through for those funds. County legal has reviewed this grant as has EDA attorney. These funds will be used for the improvements to Wyche Road. Under this agreement the EDA will pay DHL who is doing the road improvements, then the County will pay the EDA, and the state will reimburse the County. Mr. Holden is trying to move this forward to the Board.

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Mr. Griffin moved that, "Subject to final Legal review, the EDA will participate in a contractual agreement for the improvements to Wyche Road as part of the DHL project and an associated Transportation Partnership Opportunity Fund that will reimburse the County and EDA for that project. It is EDA's understanding that this participation is as a pass-through agency for grant funds that will wholly reimburse the EDA." Ms. Hagerman seconded.

VOTE: 6-0 Approved

- Mr Holden explained another pass through project that will allow Merritt Properties to build a sewer line and associated flex industrial space near Austin Ridge with previously approved Board ARPA funds

Mr. Griffin moved to accept. The EDA will participate and contract with Merritt Properties to construct sewer service from its proposed Austin Ridge site to Cedar Lane using ARPA funds previously appropriated by the Board of Supervisors. Final authorization of this vote will take place at the EDA October meeting. Ms. Davis seconded.

VOTE: 6-0 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. Members of the EDA present at the meeting were in the closed session.

Mr. Griffin moved to accept the commitment of \$3,500 match to the airport to fund data for additional market research, if the airport matches. Mr. Newlin seconded.

VOTE: 6-0 Approved

11. ATTORNEY'S REPORT

None

12. ADJOURNMENT

The next regular EDA Meeting will be in-person at the Testbed and is scheduled for October 14, 2022, from 9-11am. There being no further business brought before the Economic Development Authority, Mr. Griffin adjourned the meeting at 10:48 AM.

MINUTES APPROVED BY:



Joel Griffin
EDA Chairman

MINUTES SUBMITTED BY:



John Holden
EDA Secretary

**REGULAR EDA MEETING AGENDA
SEPTEMBER 09, 2022**

A regular meeting of the Economic Development Authority (EDA) of Stafford County will be held in the Virginia Smart Community Testbed located at 2143 Richmond Highway, Stafford, VA 22554. The Meeting will begin at 9:00 A.M.

1. CALL TO ORDER

All Members shall state and disclose any real or perceived conflict of interest on any matters on the Agenda.

2. APPROVAL OF MINUTES

- A. August 12 Regular Meeting Minutes

3. PUBLIC PRESENTATION

None

4. TREASURER'S REPORT

- A. Current Financials

5. CHAIRMAN'S REPORT

6. SECRETARY'S REPORT

- A. RIoT and GO Virginia Grant Update
- B. American Junior Golf Association Allstar Tournament Update
- C. Marketing & Events Update
 - (1) Beer & Business
 - (2) Veterans Business Bootcamp
 - (3) Airport Marketing
 - (4) Role of EDA in economic development—messaging and communicating
- D. Board of Supervisors Update, CEDC, Infrastructure Committee

7. COMMITTEE AND WORKING GROUP REPORTS

- A. Loan Committee (*H Owen, D Davis, J Summits*)
- B. Germanna Update (*J Rowley*)
- C. Property Group (*D Hendon, H Hagerman, J Rowley*)
- D. Broadband Expansion (*D Hendon, M Wilson*)

8. OLD BUSINESS

- A. Retail Action Plan. EDA input
- B. Virginia Site Ready Program—EDA Applications Submitted
- C. ARPA programs revisited

9. NEW BUSINESS

- A. Consideration of a Startup Tech Incentive Grant\Loan
(Continued from August, bring back to EDA in November)
- B. For Information Only scheduled for October:
 - (1) County Broadband Plan
 - (2) Regional Ecosystem Plan

10. CLOSED SESSION

11. ADJOURNMENT

Next Regular Meeting Scheduled for October 14, 2022 in the Virginia Smart Community Testbed.

Agenda 2A

REGULAR MEETING MINUTES

August 12, 2022

The regular meeting of the Economic Development Authority (EDA), of Stafford County, Virginia, was held at the Virginia Smart Community Testbed with Webex option on Friday, August 12, 2022.

1. CALL TO ORDER

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

Members Present

Joel Griffin, Chairman (In-person)
Howard Owen, Treasurer (In-person)
Don Newlin, Vice Chairman (Phone)
Heather Hagerman (In-person)
Jack Rowley (In-person)
Marlon Wilson (In Person)

Member Absent

Danielle Davis

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

Charlie Payne Legal Counsel
Dr. Rebecca Towery Stafford County Public Schools
Abby Wicker Stafford County Public Schools
Tinesha Allen Stafford County Board of Supervisors
Santh Sathya LuftCar
Joe Alfred LuftCar

2. APPROVAL OF MINUTES

- A. June 10, 2022 Regular Meeting Minutes
- B. July 5, 2022 Special Meeting Minutes
- C. July 5, 2022 Joint BOS Meeting Minutes

As no members had any additions or corrections with the three above sets of Minutes, Mr. Newlin declared all three sets approved.

VOTE: 6-0 Approved

3. **PUBLIC PRESENTATIONS**

Dr. Towery and Ms. Wicker gave a presentation of the Cyber 4+ grant program and noted the following:

- Program is a partnership with Germanna Community College, GCubed, Inc., and Stafford County Economic Development & Tourism. Funded by a two-year grant (now entering year two).
- Program offers students credits for both high school and 1 year of college upon completion without debt.
- First cohort of students has been recruited.
- Program will produce well-educated and prepared students to address the current workforce talent need in cyber technology.
- Additional 'outside' help will be needed to: adjust students to cyber security class workload, mentor students, and finding internship possibilities for them.
- Cyber 4+ Roundtable meeting will be held on August 23, from 8:30-9:30am in the Testbed for any interested in mentoring students and offering suggestions on how to replicate Cyber 4+ in other industries that have critical shortages.

EDA Member questions:

- Mr. Griffin asked if the Cyber 4+ program will address the cyber security workforce need and Dr. Towery stated that she believes that this program will play an important role to fill that need.
- Mr. Owen inquired what happens after the initial grant funds are depleted? Dr. Towery is hopeful that outside fundraising and additional grants will allow the program to continue, but noted a multi-tiered approach will be needed to achieve ongoing program success. Mr. Owen asked how much money is needed for this program? Ms. Wicker stated that direct cost will be about \$164,000 for a cohort of 20 students for the 4 years. Mr. Owen inquired if students will contribute to these costs and Ms. Wicker indicated some parents may be able to offset some program costs, but not all can and that the school system is currently seeking solutions for this. Mr. Owen asked if the program is open to all students? Dr. Towery noted it is open to the five current high schools currently though some programs will shift when the sixth high school is built.
- Mr. Wilson inquired what level of certification will the students be receiving? Ms. Wicker stated the credentials issued will be the same as if students started the program in college and noted that they will be ready to be employed once graduated from the program.
- Mr. Griffin added the following:
Five years of actual work experience has been needed prior to this program and that the students will be very marketable as soon as they graduate. Stafford schools already do not have enough teachers and those who are employed with Stafford schools are often recruited by larger schools and companies.
Mr. Griffin noted that the jobs the students will be getting after graduation from the

Cyber 4+ program pay double what teachers receive and due to this it is difficult to retain and recruit teachers. We need to engage professionals in the cyber security field to come into schools and help with this program.

- Mr. Holden noted that Cyber 4+ will be looking to involve local companies for funding.
- Supervisor Allen asked if we can utilize UMW professors for this program to help cut cost? Mr. Griffin stated it is hard to get companies to invest in only a year-long program and suggested a meeting with the Chamber of Commerce may present some funding options.

Mr. Griffin asked if Supervisor Allen had any more comments to add and thanked her for her interest and attendance. Supervisor Allen stated she was present on her own and did not represent the Board of Supervisors. She added she would encourage the EDA to consider the following project:

A "Food Truck Friday" that might utilize the Moncure School lot. This location would offer visibility and it is owned by the County. She thinks that doing something in this area will instill Route 610 with a new vibe and hopefully attract new restaurants in the area in future; Perhaps this project idea would be something the EDA could sponsor.

Mr. Griffin stated the EDA wants to collaborate more with the BOS and noted that a monthly newsletter summarizing what the EDA is accomplishing will be emailed soon.

4. TREASURER'S REPORT

A. Current Financials

Mr. Owen stated the year ended with \$2.6 million in assets, thanked Mr. Summits for the detailed July loan progress report, and noted that due to no budget red flags and this month's long agenda, he will discuss the Treasurer's Report and Budget in detail next month. Mr. Holden stated that ED&T is currently collecting information for the FY22 audit.

5. OLD BUSINESS

Mr. Griffin noted that at the July 5 joint BOS and EDA Meeting and recognized that both groups were not satisfied with the outcome and opened the floor for comments

- Mr. Rowley stated that the BOS was very clear that they would like EDA to focus on bringing more sit-down restaurants to Stafford County. Mr. Rowley suggested a vacant restaurant on Route 17 that closed in 2019 and could possibly be used. Mr. Rowley would like to see an outline of a plan the EDA can use to address this subject of new restaurants.
- Ms. Hagerman noted that attracting restaurants is not easy and will take a significant effort.
- Mr. Owen suggested hiring a consultant to explore what Stafford has to offer restaurants as ED&T is limited in staff.
- Mr. Newlin stated that running a restaurant is very difficult. He added that restaurants will come where business is. In his experience, 70% of restaurants will

fail. The EDA's mission for Stafford County is to attract economic development and that in his opinion there are more important efforts and that ED&T staff should not be focusing on restaurants only.

- Supervisor Allen remarked that there is a disconnect between the BOS and EDA and indicated that a consultant may be a good idea, the consultant's documentation will help the BOS know why restaurants aren't coming to Stafford County and would open dialogue on how to best develop locations for restaurants.
- Mr. Griffin stated that the BOS has given EDA a large challenge. He is concerned that the Board does not understand how business works or the requirements needed to bring restaurants to Stafford. Mr. Griffin noted that EDA and ED&T can spend a lot of time and money into bringing restaurants to the County, but the Board should consider the need for approving more densely populated neighborhoods, considering how to do so with appropriate proffers, zoning, and other tools at its disposal.
- Mr. Cummings remarked that the BOS seems frustrated with the lack of data and asked how EDA can bring about the change that the Board's constituents desire. Mr. Griffin reiterated that there are a number of issues and problems that the EDA encounters when trying to bring restaurants and businesses to this area and suggested the BOS and County could help with these issues—that perhaps input from the Planning Commission encouraging economic development may help. Mr. Griffin added that the ED&T with EDA guidance and support has generated millions of dollars for the County and requested that the BOS not lose sight of this.
- Mr. Holden noted that since the joint BOS and EDA meeting the Department has considered how to proceed with a "Retail Action Plan" and handed out a draft of that plan. After briefly reviewing and noting that it is still being refined, he asked for input:
 - Mr. Owen remarked that the BOS takes too long to approve a project and Supervisor Allen replied that the BOS often does not know the urgency.
 - Mr. Griffin stated that the EDA believes all BOS members want more economic development but also senses a lack of trust in the EDA. The EDA meets monthly and advises the ED&T Department. The EDA does not have several months' time to wait on BOS decisions. There are many examples of this and noted that when the EDA (through the Department) brings a project to the BOS, the EDA has already vetted the project to a large degree.
 - Supervisor Allen urged all EDA members to contact their respective Supervisors so they will become more aware of projects and issues and won't have so many questions that may hold things up. Supervisor Allen noted that if supervisors don't understand something, they will not approve it and suggested EDA members creatively find ways to keep the BOS informed. Mr. Owen stated some EDA members have contacted their Supervisors for months, but to no avail. Supervisor Allen advised EDA to be sure Supervisors know the specifics of projects.
 - Mr. Cummings requested talking points from the EDA so he can take them before the Planning Commission and stated that communication is key.
 - Mr. Rowley remarked that the Mason-Dixon Café was not listed on the Retail Development Action plan and suggested their business plan model may be a good one to replicate due to their success.
 - Mr. Payne stated there are unique opportunities for Stafford County and

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stressed a comprehensive plan that includes investments. He advised that Stafford County needs a central place like Falmouth or Fredericksburg and suggested approving projects that bring synergy.

- Mr. Griffin stated EDA can provide data, but businesses need a business reason to come to Stafford and stay in Stafford County.

6. **CHAIRMAN'S REPORT**

None

7. **SECRETARY'S REPORT**

A. Go VA Grant Update

Mr. Holden noted the following:

- RIoT Pitch Night will be held on August 24, at the Fredericksburg Area Museum Market Square from 5:30-8:30 p.m. and urged members to attend.
- Three members of the RIoT Cohort are currently working on Testbed projects
- One of these Cohort members is seriously talking of starting a business in Stafford County, with their start-up location being the Testbed.
- RIoT's next Accelerator program series will be held October 5-December 22; applications due on September 1.
- Mr. Holden recommend that the EDA sponsor of the RIoT Pitch Nigh by offering a prize the pitch contest winner. Mr. Owen asked what sponsorship cost is usually. Mr. Holden replied that \$2,500 is typical and noted that some companies will turn down a Pitch invite if there is no award given. Mr. Owen stated that he would be in favor of a \$5,000 sponsorship.

Mr. Griffin motioned to approve this \$5000 sponsorship for the Pitch winner. Ms. Hagerman seconded.

VOTE: 6-0 Approved

B. VEDP Business Site Ready Funds – next business park

- The EDA has been invited to submit full application for two sites in South Stafford.
- Currently working on this application and will submit it by September 13.
- More information will be given at EDA September 9 meeting.
- EDA will be the applicant.

C. American Junior Golf Association Allstar Tournament Update

- Starts Sunday, August 14, with the EDA-sponsored Pro Am.
- There are twelve teams and an estimated \$10,000 to go to charity.
- 70-80 golfers will play and these golfers come with families that stay and eat in local hotels and restaurants.

D. Marketing & Events Update

- The August 12 Wine & Business was a great success with 62 attendees.
- Next Beer & Business is November 9.
- Veteran's Boot Camp will be held October 25, from 8:30am-2pm at UMW's Stafford Campus.

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- The Department and EDA are working to further improve and enhance the Stafford Airport marketing efforts. The Airport marketing goals are to attract corporate businesses and general brand awareness support.
- The Airport, working with ED&T and the Smart Community Testbed is exploring the development of sites for unmanned aircraft (drone) technology.

8. **COMMITTEE AND WORKING GROUP REPORTS**

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

- Newest loan to Embrey Mill Primary & Urgent Care is for \$108,000 at 4.25 percent.
- Total loans to date: \$218,000 and loans are current
- Mr. Summits is reviewing and underwriting another Business Growth Fund application (location is off Route 1 near Weiss Market) and this may be ready for vote next month.
- Another similar Business Growth Fund application for a shooting range is also in the works.
- One of these loans will assist with building acquisition (expanding an existing business) and the second with debt financing. Mr. Rowley asked how much they are asking for and Mr. Summits replied he is still working with the applicants and reminded the EDA that the loan program allows up to \$200,000 for each loan.
- Mr. Rowley suggested the C-PACE program could be of use with business loans.
- Mr. Holden noted that EDA loans were featured in ED&T's last newsletter. Mr. Summits stated he received six loan inquiries in one day due to this marketing works. Ms. Browne mentioned that EDA loans will again be the feature for the next newsletter.
- Mr. Summits stated that current loans are generating about \$500 of interest revenue each month.

B. Germanna Group (*J Rowley*) Items for Closed Session only

C. Property Group (*D Hendon, H Hagerman, J Rowley*) Items for Closed Session only

D. Broadband Expansion (*D Hendon, M Wilson*) Mr. Holden noted that the County is applying for a Virginia Advanced Technology Infrastructure Grant that would allow for the significant increase of broadband reach in the eastern area of the County.

9. **NEW BUSINESS**

- #### A. Consideration of a Startup Tech Incentive Grant\Loan
- Per Supervisor Allen request, staff has drafted a Startup Tech Grant\Loan program for consideration. Mr. Holden noted the following requirements for the grant\loan:
- Company must be located in Stafford County

Stafford County Economic Development Authority

- Relatively small business
- Tech-oriented
- Have completed the RIoT Accelerator program (or similar program)
- Testbed Executive Committee would look over the company's technology, making sure it is valid.
- \$25,000 forgivable loan incentive (\$100,000 a year; 4 loans awarded)
- He suggested that the EDA may approach the BOS to ask if it may be willing to support this with their Opportunity Fund which is set up each year with budget of \$500,000. The payment of future taxes could replenish the Fund.

Mr. Summits remarked that this is an inventive way to bring a new type of capital and new business to Stafford County. Mr. Rowley stated that the program is interesting, but feels that \$25,000 is almost nothing to a business trying to get established. Mr. Hendon replied that the \$25,000 is just an initial investment to help businesses raise capital and that EDA succeeds most when the loans are forgiven. Mr. Griffin asked if this Startup Loan program would need member approval in order for the Treasurer to move money. Mr. Summits stated that this would depend on the source of the funds (Opportunity fund, fundraising grants, sponsorships) that program will use. Mr. Holden stated that EDA's loan policy may have to be adjusted for this program and that any money from the BOS fund would require the Board's approval. Supervisor Allen remarked that the BOS may be interested in a 'bet on us, we'll bet on you' type of program.

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 EDA Meeting will be in-person at the Testbed and is scheduled for September 9, 2022, from 9-11am. There being no further business brought before the Economic Development Authority, Mr. Griffin adjourned the meeting at 11:49 AM.

MINUTES APPROVED BY:

Joel Griffin
EDA Chairman

MINUTES SUBMITTED BY:


John Holden
EDA Secretary

Agenda 4A

EDA
Balance Sheet Prev Year Comparison
As of July 31, 2022

	Jul 31, 22	Jul 31, 21	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
10000 · Checking-Stifel	135,743.37	119,818.55	15,924.82	13.3%
10100 · Checking-VPB Operating	1,181,498.68	1,190,654.46	-9,155.78	-0.8%
10200 · Checking-VPB Cares Act	15,770.11	12,381.45	3,388.66	27.4%
10900 · Money Market - VCC 502	105,239.14	44,387.31	60,851.83	137.1%
Total Checking/Savings	1,438,251.30	1,367,241.77	71,009.53	5.2%
Other Current Assets				
11500 · Other Accounts Receivable	163.98	5,023.10	-4,859.12	-96.7%
13000 · Prepaid Expense	0.00	1,294.33	-1,294.33	-100.0%
Total Other Current Assets	163.98	6,317.43	-6,153.45	-97.4%
Total Current Assets	1,438,415.28	1,373,559.20	64,856.08	4.7%
Other Assets				
17700 · CD7-Discover Bank	250,000.00	250,000.00	0.00	0.0%
17800 · CD8-Goldman Sachs Bank USA	250,000.00	250,000.00	0.00	0.0%
18000 · Long Term Note Recv-1318 JD Hwy	426,495.16	436,273.37	-9,778.21	-2.2%
18100 · Long Term Note-Milde	0.00	300,236.05	-300,236.05	-100.0%
18200 · Long Term Note - Ace Flight	36,751.52	45,000.00	-8,248.48	-18.3%
18900 · VCC Bank Loans				
18901 · Adventure Brewing Co	5,587.20	11,566.73	-5,979.53	-51.7%
18902 · Vitale Visual	13,772.85	0.00	13,772.85	100.0%
18903 · UpNorth Kutz	33,948.99	0.00	33,948.99	100.0%
18904 · Embry Mill Primary Urgent Care	108,000.00	0.00	108,000.00	100.0%
Total 18900 · VCC Bank Loans	161,309.04	11,566.73	149,742.31	1,294.6%
Total Other Assets	1,124,555.72	1,293,076.15	-168,520.43	-13.0%
TOTAL ASSETS	2,562,971.00	2,666,635.35	-103,664.35	-3.9%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
20000 · Accounts Payable	0.00	-1,276.68	1,276.68	100.0%
Total Accounts Payable	0.00	-1,276.68	1,276.68	100.0%

EDA
Balance Sheet Prev Year Comparison
As of July 31, 2022

	Jul 31, 22	Jul 31, 21	\$ Change	% Change
Other Current Liabilities				
22000 · Other Accrued Liabilities	0.00	7,653.00	-7,653.00	-100.0%
Total Other Current Liabilities	0.00	7,653.00	-7,653.00	-100.0%
Total Current Liabilities	0.00	6,376.32	-6,376.32	-100.0%
Total Liabilities	0.00	6,376.32	-6,376.32	-100.0%
Equity				
32000 · Retained Earnings	635,998.31	743,750.54	-107,752.23	-14.5%
33000 · Undesignated Fund Balance	1,947,026.76	1,947,026.76	0.00	0.0%
Net Income	-20,054.07	-30,518.27	10,464.20	34.3%
Total Equity	2,562,971.00	2,660,259.03	-97,288.03	-3.7%
TOTAL LIABILITIES & EQUITY	2,562,971.00	2,666,635.35	-103,664.35	-3.9%

EDA
Profit & Loss Prev Year Comparison
July 2022

	Jul 22	Jul 21	\$ Change	% Change
Ordinary Income/Expense				
Income				
46400 · Bank Interest	170.41	-2,818.91	2,989.32	106.1%
46500 · Micro Loan Income				
46501 · Micro Loan Interest Income	192.95	20.10	172.85	860.0%
46502 · Micro Loan Fees	4,530.00	0.00	4,530.00	100.0%
Total 46500 · Micro Loan Income	4,722.95	20.10	4,702.85	23,397.3%
47000 · Property Interest Income				
47100 · Interest Inc-1318 JD Hwy	1,958.60	2,003.22	-44.62	-2.2%
47110 · Interest Inc-Milde	0.00	-979.03	979.03	100.0%
Total 47000 · Property Interest Income	1,958.60	1,024.19	934.41	91.2%
47500 · Unrealized Gain/Loss on Invstmt	0.00	-33,547.50	33,547.50	100.0%
48800 · County Incentive Tax Reimbusem				
48801 · First Line Incentive	0.00	10,190.91	-10,190.91	-100.0%
Total 48800 · County Incentive Tax Reimbusem	0.00	10,190.91	-10,190.91	-100.0%
Total Income	6,851.96	-25,131.21	31,983.17	127.3%
Expense				
63500 · Insurance				
63501 · General Insurance	0.00	117.67	-117.67	-100.0%
Total 63500 · Insurance	0.00	117.67	-117.67	-100.0%
65000 · Legal Fees				
65003 · Project Representation	452.00	0.00	452.00	100.0%
65004 · General Retainer Matters	1,000.00	0.00	1,000.00	100.0%
Total 65000 · Legal Fees	1,452.00	0.00	1,452.00	100.0%
66000 · Accounting	8,900.00	700.00	8,200.00	1,171.4%
69000 · Fees & Charges				
69004 · Service Fee	20.00	0.00	20.00	100.0%
69006 · Loan Servicing Fees	20.00	0.00	20.00	100.0%
Total 69000 · Fees & Charges	40.00	0.00	40.00	100.0%
71000 · Local Industry Support	0.00	-10,000.00	10,000.00	100.0%
71750 · GO VA Grant Expenses				
71752 · Go VA Grant Reimb Expenses 2	9,355.52	0.00	9,355.52	100.0%
Total 71750 · GO VA Grant Expenses	9,355.52	0.00	9,355.52	100.0%

8:49 AM

08/18/22

Accrual Basis

EDA
Profit & Loss Prev Year Comparison
July 2022

	Jul 22	Jul 21	\$ Change	% Change
71800 · First Line Incentive	0.00	8,152.73	-8,152.73	-100.0%
73000 · Marketing	6,416.66	6,416.66	0.00	0.0%
73050 · EDA Meetings/Meals	741.85	0.00	741.85	100.0%
Total Expense	26,906.03	5,387.06	21,518.97	399.5%
Net Ordinary Income	-20,054.07	-30,518.27	10,464.20	34.3%
Net Income	-20,054.07	-30,518.27	10,464.20	34.3%

EDA
General Ledger
As of July 31, 2022

Type	Date	Num	Adj	Name	Memo	Split	Debit	Credit	Balance
10000 · Checking-Stifel									135,713.82
Deposit	07/31/2022				Interest	46400 · Bank Interest	29.55		135,743.37
Total 10000 · Checking-Stifel							29.55	0.00	135,743.37
10100 · Checking-VPB Operating									1,414,712.89
Bill Pmt -Check	07/06/2022	2034		Chase	Account 4246 3153 1331 3577	20000 · Accounts Payable		12,514.54	1,402,198.35
Bill Pmt -Check	07/07/2022	2036		Not Just Numbers LLC	June 2022 MSP	20000 · Accounts Payable		900.00	1,401,298.35
Deposit	07/07/2022			Julio E Montano-Fernandez	Deposit	11500 · Other Accounts Receivable	2,794.10		1,404,092.45
Bill Pmt -Check	07/08/2022	2035		Bishop, Farmer & Co, LLP	Audit of Financial Statements for FY22	20000 · Accounts Payable		8,000.00	1,396,092.45
Bill Pmt -Check	07/13/2022	2037		Sodexo Catering		20000 · Accounts Payable		741.85	1,395,350.60
Bill Pmt -Check	07/13/2022	2038		Uma Marques		20000 · Accounts Payable		217.74	1,395,132.86
Bill Pmt -Check	07/20/2022	2039		Hirschler Fleischer		20000 · Accounts Payable		1,452.00	1,393,680.86
Bill Pmt -Check	07/20/2022	2040		Rachel Linzy Browne		20000 · Accounts Payable		6,416.66	1,387,264.20
Transfer	07/21/2022				Funds Transfer	10900 · Money Market - VCC 502		200,000.00	1,187,264.20
Check	07/21/2022				Wire transfer fee	69004 · Service Fee		20.00	1,187,244.20
Bill Pmt -Check	07/22/2022	2041		Chase	Account 4246 3153 1331 3577	20000 · Accounts Payable		401.36	1,186,842.84
Bill Pmt -Check	07/25/2022	2042		Rlot	Sponsorship for RAP XI Pitch Night - Aug 24, 2022	20000 · Accounts Payable		500.00	1,186,342.84
Bill Pmt -Check	07/27/2022	2043		Uma Marques	Testbed – Technology Specialist Services for	20000 · Accounts Payable		8,454.16	1,177,888.68
Bill Pmt -Check	07/27/2022	2044		Not Just Numbers LLC	June 2022 MSP	20000 · Accounts Payable		900.00	1,176,988.68
Bill Pmt -Check	07/29/2022	2045		State Corporation Commission	Financing Statement Filing Fee (Embrey Mill	20000 · Accounts Payable		20.00	1,176,968.68
Deposit	07/29/2022	1001		Embrey Mill	Deposit	46502 · Micro Loan Fees	4,530.00		1,181,498.68
Total 10100 · Checking-VPB Operating							7,324.10	240,538.31	1,181,498.68
10200 · Checking-VPB Cares Act									15,770.11
Total 10200 · Checking-VPB Cares Act									15,770.11
10900 · Money Market - VCC 502									10,782.54
Deposit	07/05/2022			Adventure Brewing	Deposit	11500 · Other Accounts Receivable	513.02		11,295.56
Deposit	07/05/2022			ACE Flight Solutions Co.	Deposit	11500 · Other Accounts Receivable	833.33		12,128.89
Deposit	07/05/2022			Vitae Visual	Deposit	11500 · Other Accounts Receivable	442.96		12,571.85
Deposit	07/05/2022			Upnorth Kutz	Deposit	11500 · Other Accounts Receivable	648.53		13,220.38
Transfer	07/21/2022				Funds Transfer	10100 · Checking-VPB Operating	200,000.00		213,220.38
Transfer	07/21/2022				Funds Transfer	10902 · Distribution Acct - VCC 0305		108,000.00	105,220.38
Deposit	07/31/2022				Interest	46400 · Bank Interest	18.76		105,239.14
Total 10900 · Money Market - VCC 502							202,456.60	108,000.00	105,239.14
10901 · Sweep Acct - VCC 0312									0.00
Total 10901 · Sweep Acct - VCC 0312									0.00
10902 · Distribution Acct - VCC 0305									0.00
Transfer	07/21/2022				Funds Transfer	10900 · Money Market - VCC 502	108,000.00		108,000.00
Transfer	07/22/2022				Funds Transfer	18904 · Embry Mill Primary Urgent Care		108,000.00	0.00
Total 10902 · Distribution Acct - VCC 0305							108,000.00	108,000.00	0.00
11500 · Other Accounts Receivable									163.98
General Journal	07/01/2022	NJN-sk075	√		07/01/22 Note Receivable Pymt on 1318 JD Highwa -SPLIT-		2,794.10		2,958.08
General Journal	07/01/2022	NJN-sk076	√	Adventure Brewing	to record July 2022 loan payment	18901 · Adventure Brewing Co	513.02		3,471.10
General Journal	07/01/2022	NJN-sk077	√	Vitae Visual	to record July 2022 loan payment	18902 · Vitale Visual	442.96		3,914.06
General Journal	07/01/2022	NJN-sk078	√	ACE Flight Solutions Co.	to record July 2022 loan payment	18200 · Long Term Note - Ace Flight	833.33		4,747.39
General Journal	07/01/2022	NJN-sk076	√	Upnorth Kutz	to record July 2022 loan payment	18903 · UpNorth Kutz	648.53		5,395.92
Deposit	07/05/2022			Adventure Brewing	Deposit	10900 · Money Market - VCC 502		513.02	4,882.90
Deposit	07/05/2022			ACE Flight Solutions Co.	Deposit	10900 · Money Market - VCC 502		833.33	4,049.57
Deposit	07/05/2022			Vitae Visual	Deposit	10900 · Money Market - VCC 502		442.96	3,606.61
Deposit	07/05/2022			Upnorth Kutz	Deposit	10900 · Money Market - VCC 502		648.53	2,958.08
Deposit	07/07/2022			Julio E Montano-Fernandez	Deposit	10100 · Checking-VPB Operating		2,794.10	163.98

EDA
General Ledger
As of July 31, 2022

Type	Date	Num	Adj	Name	Memo	Split	Debit	Credit	Balance
Total 11500 · Other Accounts Receivable							5,231.94	5,231.94	163.98
17700 · CD7-Discover Bank									250,000.00
Total 17700 · CD7-Discover Bank									250,000.00
17800 · CD8-Goldman Sachs Bank USA									250,000.00
Total 17800 · CD8-Goldman Sachs Bank USA									250,000.00
18000 · Long Term Note Recv-1318 JD Hwy									427,330.66
General Journal	07/01/2022	NJN-sk075	√		07/01/22 Note Receivable Pymt on 1318 JD Highwa 11500 · Other Accounts Receivable			835.50	426,495.16
Total 18000 · Long Term Note Recv-1318 JD Hwy							0.00	835.50	426,495.16
18200 · Long Term Note - Ace Flight									37,452.22
General Journal	07/01/2022	NJN-sk078	√	ACE Flight Solutions Co.	to record July 2022 loan payment	-SPLIT-		700.70	36,751.52
Total 18200 · Long Term Note - Ace Flight							0.00	700.70	36,751.52
18900 · VCC Bank Loans									54,731.13
18901 · Adventure Brewing Co									6,090.07
General Journal	07/01/2022	NJN-sk076	√	Adventure Brewing	to record July 2022 loan payment	-SPLIT-		502.87	5,587.20
Total 18901 · Adventure Brewing Co							0.00	502.87	5,587.20
18902 · Vitale Visual									14,165.64
General Journal	07/01/2022	NJN-sk077	√	Vitae Visual	to record July 2022 loan payment	-SPLIT-		392.79	13,772.85
Total 18902 · Vitale Visual							0.00	392.79	13,772.85
18903 · UpNorth Kutz									34,475.42
General Journal	07/01/2022	NJN-sk076	√	Upnorth Kutz	to record July 2022 loan payment	-SPLIT-		526.43	33,948.99
Total 18903 · UpNorth Kutz							0.00	526.43	33,948.99
18904 · Embry Mill Primary Urgent Care									0.00
Transfer	07/22/2022				Funds Transfer	10902 · Distribution Acct - VCC 0305	108,000.00		108,000.00
Total 18904 · Embry Mill Primary Urgent Care							108,000.00	0.00	108,000.00
Total 18900 · VCC Bank Loans							108,000.00	1,422.09	161,309.04
20000 · Accounts Payable									-13,632.28
Bill Pmt -Check	07/06/2022	2034		Chase	Account 4246 3153 1331 3577	10100 · Checking-VPB Operating	12,514.54		-1,117.74
Bill Pmt -Check	07/07/2022	2036		Not Just Numbers LLC	June 2022 MSP	10100 · Checking-VPB Operating	900.00		-217.74
Bill Pmt -Check	07/08/2022	2035		Bishop, Farmer & Co, LLP	Audit of Financial Statements for FY22	10100 · Checking-VPB Operating	8,000.00		7,782.26
Bill	07/08/2022	319516		Sodexo Catering		73050 · EDA Meetings/Meals		741.85	7,040.41
Bill	07/11/2022	4872134		Hirschler Fleischer		65003 · Project Representation		452.00	6,588.41
Bill	07/11/2022	4872143		Hirschler Fleischer		65004 · General Retainer Matters		1,000.00	5,588.41
Bill Pmt -Check	07/13/2022	2037		Sodexo Catering		10100 · Checking-VPB Operating	741.85		6,330.26
Bill Pmt -Check	07/13/2022	2038		Uma Marques		10100 · Checking-VPB Operating	217.74		6,548.00
Bill Pmt -Check	07/20/2022	2039		Hirschler Fleischer		10100 · Checking-VPB Operating	1,452.00		8,000.00
Bill	07/20/2022	203		Rachel Linzy Browne		73000 · Marketing		6,416.66	1,583.34
Bill Pmt -Check	07/20/2022	2040		Rachel Linzy Browne		10100 · Checking-VPB Operating	6,416.66		8,000.00
Bill	07/22/2022	71752		Chase	Account 4246 3153 1331 3577	71752 · Go VA Grant Reimb Expenses 2		401.36	7,598.64
Bill Pmt -Check	07/22/2022	2041		Chase	Account 4246 3153 1331 3577	10100 · Checking-VPB Operating	401.36		8,000.00
Bill	07/25/2022	20223317		Rlot	Sponsorship for RAP XI Pitch Night - Aug 24, 2022	71752 · Go VA Grant Reimb Expenses 2		500.00	7,500.00
Bill Pmt -Check	07/25/2022	2042		Rlot	Sponsorship for RAP XI Pitch Night - Aug 24, 2022	10100 · Checking-VPB Operating	500.00		8,000.00
Bill	07/27/2022	105		Uma Marques	Testbed – Technology Specialist Services for	71752 · Go VA Grant Reimb Expenses 2		8,454.16	-454.16
Bill Pmt -Check	07/27/2022	2043		Uma Marques	Testbed – Technology Specialist Services for	10100 · Checking-VPB Operating	8,454.16		8,000.00
Bill	07/27/2022	3193		Not Just Numbers LLC	June 2022 MSP	66000 · Accounting		900.00	7,100.00
Bill Pmt -Check	07/27/2022	2044		Not Just Numbers LLC	June 2022 MSP	10100 · Checking-VPB Operating	900.00		8,000.00
Bill	07/29/2022	UCC Section		State Corporation Commission	Financing Statement Filing Fee (Embrey Mill	69006 · Loan Servicing Fees		20.00	7,980.00
Bill Pmt -Check	07/29/2022	2045		State Corporation Commission	Financing Statement Filing Fee (Embrey Mill	10100 · Checking-VPB Operating	20.00		8,000.00
Bill	07/30/2022	77405		Bishop, Farmer & Co, LLP	Audit of Financial Statements for FY22	66000 · Accounting		8,000.00	0.00
Total 20000 · Accounts Payable							40,518.31	26,886.03	0.00

EDA
General Ledger
As of July 31, 2022

Type	Date	Num	Adj	Name	Memo	Split	Debit	Credit	Balance
32000 · Retained Earnings									-635,998.31
Total 32000 · Retained Earnings									-635,998.31
33000 · Undesignated Fund Balance									-1,947,026.76
Total 33000 · Undesignated Fund Balance									-1,947,026.76
46400 · Bank Interest									0.00
General Journal	07/01/2022	NJN-sk076	√	Upnorth Kutz	to record July 2022 loan payment	18903 · UpNorth Kutz		122.10	-122.10
Deposit	07/31/2022				Interest	10000 · Checking-Stifel		29.55	-151.65
Deposit	07/31/2022				Interest	10900 · Money Market - VCC 502		18.76	-170.41
Total 46400 · Bank Interest							0.00	170.41	-170.41
46500 · Micro Loan Income									0.00
46501 · Micro Loan Interest Income									0.00
General Journal	07/01/2022	NJN-sk076	√	Adventure Brewing	to record July 2022 loan payment	18901 · Adventure Brewing Co		10.15	-10.15
General Journal	07/01/2022	NJN-sk077	√	Vitae Visual	to record July 2022 loan payment	18902 · Vitale Visual		50.17	-60.32
General Journal	07/01/2022	NJN-sk078	√	ACE Flight Solutions Co.	to record July 2022 loan payment	18200 · Long Term Note - Ace Flight		132.63	-192.95
Total 46501 · Micro Loan Interest Income							0.00	192.95	-192.95
46502 · Micro Loan Fees									0.00
Deposit	07/29/2022	1001		Embrey Mill	Deposit	10100 · Checking-VPB Operating		4,530.00	-4,530.00
Total 46502 · Micro Loan Fees							0.00	4,530.00	-4,530.00
Total 46500 · Micro Loan Income							0.00	4,722.95	-4,722.95
47000 · Property Interest Income									0.00
47100 · Interest Inc-1318 JD Hwy									0.00
General Journal	07/01/2022	NJN-sk075	√		07/01/22 Note Receivable Pymt on 1318 JD Highwa 11500 · Other Accounts Receivable			1,958.60	-1,958.60
Total 47100 · Interest Inc-1318 JD Hwy							0.00	1,958.60	-1,958.60
Total 47000 · Property Interest Income							0.00	1,958.60	-1,958.60
65003 · Project Representation									0.00
Bill	07/11/2022	4872134		Hirschler Fleischer	June monthly meeting; Review of Proposed MOU an 20000 · Accounts Payable		452.00		452.00
Total 65003 · Project Representation							452.00	0.00	452.00
65004 · General Retainer Matters									0.00
Bill	07/11/2022	4872143		Hirschler Fleischer	June monthly meeting; Review of Proposed MOU an 20000 · Accounts Payable		1,000.00		1,000.00
Total 65004 · General Retainer Matters							1,000.00	0.00	1,000.00
Total 65000 · Legal Fees							1,452.00	0.00	1,452.00
66000 · Accounting									0.00
Bill	07/27/2022	3193		Not Just Numbers LLC	June 2022 MSP	20000 · Accounts Payable	900.00		900.00
Bill	07/30/2022	77405		Bishop, Farmer & Co, LLP	Audit of Financial Statements for FY22	20000 · Accounts Payable	8,000.00		8,900.00
Total 66000 · Accounting							8,900.00	0.00	8,900.00
69004 · Service Fee									0.00
Check	07/21/2022				Wire transfer fee	10100 · Checking-VPB Operating	20.00		20.00
Total 69004 · Service Fee							20.00	0.00	20.00
69005 · Trade Commissions									0.00
Total 69005 · Trade Commissions									0.00
69006 · Loan Servicing Fees									0.00
Bill	07/29/2022	UCC Section		State Corporation Commission	Financing Statement Filing Fee (Embrey Mill	20000 · Accounts Payable	20.00		20.00
Total 69006 · Loan Servicing Fees							20.00	0.00	20.00
69000 · Fees & Charges - Other									0.00
Total 69000 · Fees & Charges - Other									0.00
Total 69000 · Fees & Charges							40.00	0.00	40.00
71752 · Go VA Grant Reimb Expenses 2									0.00
Bill	07/22/2022	71752		Chase	beer & business food/beverage;BAR payment;Testb 20000 · Accounts Payable		401.36		401.36
Bill	07/25/2022	20223317		Rlot	Sponsorship for RAP XI Pitch Night - Aug 24, 2022 20000 · Accounts Payable		500.00		901.36

EDA
General Ledger
 As of July 31, 2022

Type	Date	Num	Adj	Name	Memo	Split	Debit	Credit	Balance
Bill	07/27/2022	105		Uma Marques	Testbed – Technology Specialist Services for	20000 · Accounts Payable	8,454.16		9,355.52
Total 71752 · Go VA Grant Reimb Expenses 2							9,355.52	0.00	9,355.52
Total 71750 · GO VA Grant Expenses							9,355.52	0.00	9,355.52
73000 · Marketing									0.00
Bill	07/20/2022	203		Rachel Linzy Browne	July Invoice # 203	20000 · Accounts Payable	6,416.66		6,416.66
Total 73000 · Marketing							6,416.66	0.00	6,416.66
73050 · EDA Meetings/Meals									0.00
Bill	07/08/2022	319516		Sodexo Catering	Dinner for Joint Meeting w/ BOS and EDA 7/5/22	20000 · Accounts Payable	741.85		741.85
Total 73050 · EDA Meetings/Meals							741.85	0.00	741.85
TOTAL							498,466.53	498,466.53	0.00

8:50 AM

08/18/22

Accrual Basis

EDA
Account QuickReport
As of July 31, 2022

<u>Type</u>	<u>Date</u>	<u>Num</u>	<u>Name</u>	<u>Memo</u>	<u>Split</u>	<u>Amount</u>	<u>Balance</u>
10000 · Checking-Stifel							135,713.82
Deposit	07/31/2022			Interest	46400 · Bank In...	29.55	135,743.37
Total 10000 · Checking-Stifel						29.55	135,743.37
TOTAL						29.55	135,743.37

EDA
Account QuickReport
As of July 31, 2022

Type	Date	Num	Name	Memo	Split	Amount	Balance
10100 · Checking-VPB Operating							1,414,712.89
Bill Pmt -Check	07/06/2022	2034	Chase	Account 4246 ...	20000 · Accoun...	-12,514.54	1,402,198.35
Bill Pmt -Check	07/07/2022	2036	Not Just Numbers LLC	June 2022 MSP	20000 · Accoun...	-900.00	1,401,298.35
Deposit	07/07/2022		Julio E Montano-Fern...	Deposit	11500 · Other ...	2,794.10	1,404,092.45
Bill Pmt -Check	07/08/2022	2035	Bishop, Farmer & Co,...	Audit of Finan...	20000 · Accoun...	-8,000.00	1,396,092.45
Bill Pmt -Check	07/13/2022	2037	Sodexo Catering		20000 · Accoun...	-741.85	1,395,350.60
Bill Pmt -Check	07/13/2022	2038	Uma Marques		20000 · Accoun...	-217.74	1,395,132.86
Bill Pmt -Check	07/20/2022	2039	Hirschler Fleischer		20000 · Accoun...	-1,452.00	1,393,680.86
Bill Pmt -Check	07/20/2022	2040	Rachel Linzy Browne		20000 · Accoun...	-6,416.66	1,387,264.20
Transfer	07/21/2022			Funds Transfer	10900 · Money ...	-200,000.00	1,187,264.20
Check	07/21/2022			Wire transfer fee	69004 · Service...	-20.00	1,187,244.20
Bill Pmt -Check	07/22/2022	2041	Chase	Account 4246 ...	20000 · Accoun...	-401.36	1,186,842.84
Bill Pmt -Check	07/25/2022	2042	Rlot	Sponsorship f...	20000 · Accoun...	-500.00	1,186,342.84
Bill Pmt -Check	07/27/2022	2043	Uma Marques	Testbed – Tec...	20000 · Accoun...	-8,454.16	1,177,888.68
Bill Pmt -Check	07/27/2022	2044	Not Just Numbers LLC	July 2022 MSP	20000 · Accoun...	-900.00	1,176,988.68
Bill Pmt -Check	07/29/2022	2045	State Corporation Co...	Financing Stat...	20000 · Accoun...	-20.00	1,176,968.68
Deposit	07/29/2022	1001	Embrey Mill	Deposit	46502 · Micro L...	4,530.00	1,181,498.68
Total 10100 · Checking-VPB Operating						-233,214.21	1,181,498.68
TOTAL						-233,214.21	1,181,498.68

8:53 AM

08/18/22

Accrual Basis

EDA
Account QuickReport
As of July 31, 2022

<u>Type</u>	<u>Date</u>	<u>Num</u>	<u>Name</u>	<u>Memo</u>	<u>Split</u>	<u>Amount</u>	<u>Balance</u>
10200 · Checking-VPB Cares Act							15,770.11
Total 10200 · Checking-VPB Cares Act							15,770.11
TOTAL							15,770.11

8:51 AM

08/18/22

Accrual Basis

EDA
Account QuickReport
As of July 31, 2022

Type	Date	Num	Name	Memo	Split	Amount	Balance
10902 · Distribution Acct - VCC 0305							0.00
Transfer	07/21/2022			Funds Transfer	10900 · Money ...	108,000.00	108,000.00
Transfer	07/22/2022			Funds Transfer	18904 · Embry ...	-108,000.00	0.00
Total 10902 · Distribution Acct - VCC 0305						0.00	0.00
TOTAL						0.00	0.00

8:51 AM

08/18/22

Accrual Basis

EDA
Account QuickReport
As of July 31, 2022

Type	Date	Num	Name	Memo	Split	Amount	Balance
10900 · Money Market - VCC 502							10,782.54
Deposit	07/05/2022		Adventure Brewing	Deposit	11500 · Other ...	513.02	11,295.56
Deposit	07/05/2022		ACE Flight Solutions ...	Deposit	11500 · Other ...	833.33	12,128.89
Deposit	07/05/2022		Vitae Visual	Deposit	11500 · Other ...	442.96	12,571.85
Deposit	07/05/2022		Upnorth Kutz	Deposit	11500 · Other ...	648.53	13,220.38
Transfer	07/21/2022			Funds Transfer	10100 · Checki...	200,000.00	213,220.38
Transfer	07/21/2022			Funds Transfer	10902 · Distribu...	-108,000.00	105,220.38
Deposit	07/31/2022			Interest	46400 · Bank In...	18.76	105,239.14
Total 10900 · Money Market - VCC 502						94,456.60	105,239.14
TOTAL						94,456.60	105,239.14

Agenda 6A

RIoT At A Glance

August/September Updates

Greetings Stafford County Economic Development Authority Members,

On behalf of the RIoT organization, I would like to thank you for your continued support of our efforts in the region.

July concluded RIoT's first RIoT Accelerator Program (RAP) cohort in Virginia. We had seven companies participate in the program: one was from Canada, three from out of Virginia, and three from Virginia, with two from the Stafford region.

In August, we hosted our first Pitch Night in Virginia. The companies in the RAP cohort pitched their companies to a panel of judges. The judges included Debi Roder, Director of Entrepreneurial Ecosystems, Virginia Innovation Partnership Corporation (VIPC), Vernon Green, President and CEO, GCubed Inc., Beckey Gallamore, President/Owner, Rocky Top Embroidery & More Inc and Chairperson, King George County Economic Development Authority, Curry Roberts, President, Fredericksburg Regional Alliance, and Billy Beale, CEO, Atholwood Consulting Services and Chair, GO Virginia Region 6.

August's event was sponsored by the Virginia Smart Community Testbed, the City of Fredericksburg, the King George Economic Development Authority, and PPB Law.

The winner of the pitch event was awarded \$5,000, courtesy of the Stafford County Economic Development Authority.

Latticet, a company that seeks to prototype a material piece that provides power and transmits communication signals more efficiently at a material microscopic level, won the pitch competition. At the event, the founder indicated she would use the money provided to purchase materials to begin product development of her computer simulations.

RIoT maintains relationships with each of these companies and will continue to track and monitor their progress as they grow.

The same week as pitch night, RIoT hosted a week long Business Foundations program in conjunction with the Bay Consortium Workforce Development Board that serves Stafford to the Eastern Shore. RIoT staff met with 9 idea stage entrepreneurs, hosted 5 workshops, and conducted daily individual 1:1s with each participant.

Looking ahead, RIoT will be moderating a panel with Stafford EDT and VIPC at the Smart Cities Connect conference in DC to highlight the partnerships involved in the Virginia Smart Community Testbed. We look forward to discussing the work happening here on this world stage.

We look forward to kicking off on next cohort of the RIoT Accelerator Program and hope that each of you will join us for lunch to meet our startups on October 5 and consider volunteering to mentor a company.

Thank you for your continued support.

Sincerely,
Jen Morgan, Virginia Program Lead

Questions? Email Jen Morgan at jennifer@riot.org

RIoT Upcoming Events

September

Sept 7 - Conference - COVITS Panel with Stafford EDT, VIPC, and Stafford CIO

Sept 7 - RIoT Event - The Future of Rural Entrepreneurship, 5:30PM to 7:30 PM, University of Mary Washington Dahlgren Campus, 4224 University Drive, King George, VA

Register > <https://www.meetup.com/riot-virginia/events/287598401/>

Sept 20 - Sponsor Event - RIoT Q3 2022 Sponsor Call, 4:00PM - Virtual

All Stafford EDA members are welcome to attend. Please email Jen Morgan at jennifer@riot.org for more information.

Sept 22 - RAP - RIoT Accelerator Program Mentor Interest Meeting

All Stafford EDA members are welcome to attend. Please email Jen Morgan at jennifer@riot.org for more information.

Sept 26 - 29 - Conference - Smart Cities Connect Conference, Washington, DC

October

Oct 5 - RAP - RIoT Accelerator Program XIII Launch (VIP Lunch)

All Stafford EDA members are welcome to attend. Please email Jen Morgan at jennifer@riot.org for more information.

November

Nov 1 - RIoT Event - RIoT Demo Night, 5:00 PM to 8:00 PM EDT, Raleigh Convention Center, 500 S Salisbury St, Raleigh, NC

This is RIoT's largest event of the year! See more than 50 IoT and technology demos, join our live show as we hold our first live job giveaway, AND this year, every participant gets to be an investor, helping us select the most promising IoT startup from the past 4 RIoT Accelerator Program (RAP) cohorts!

Register > <https://www.meetup.com/riot-nc/events/288157162/>

Questions? Email Jen Morgan at jennifer@riot.org

Agenda 6C



Veterans Business Bootcamp

EXPANDING BUSINESS

October 25, 2022 | 8:30 am - 2:00 pm | UMW Stafford

VETERANS BUSINESS BOOTCAMP Grow your business!

The Veterans Business Bootcamp Workshop is a program instituted by the University of Mary Washington Center for Economic Development (UMW SBDC) and the Stafford County Economic Development Authority (Stafford EDA).

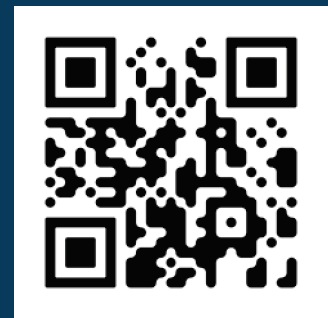
This bootcamp designed for veterans and partners will provide resources and knowledge to grow your veteran owned business.

You will be led through educational sessions by veteran entrepreneurs and local business executives, and have one-on-one discussions with leading professional resource providers in our region including CPAs, Attorneys, Marketing Agencies and more!

BOOTCAMP INFO

- FREE for Veteran Businesses
- Breakfast & Lunch Included
- Presenting Regional Veteran Business of the Year Award

Scan Code For More Information & Registration



Thank you to our Sponsors

REGISTER HERE



Agenda Item 6D

Board of Supervisors
Community Economic Development Committee
12:00 Noon
ABC Room
RV Parkway on Agenda
Background Report and Slides Follow

Board of Supervisors
Infrastructure Committee
1:30 PM
ABC Room
Data Center Briefing
Background Report and Slides Follow

Stafford County
Board of Supervisors Meeting
Agenda Item Report
Meeting Date: September 6, 2022
AGENDA ITEM

Subject:	
<p>ECONOMIC DEVELOPMENT; CONSIDER A RESOLUTION TO HOLD A PUBLIC HEARING FOR THE TRANSFER OF PROPERTY TO THE ECONOMIC DEVELOPMENT AUTHORITY (EDA) FOR THE SALE, DEVELOPMENT AND EXPANSION OF FIRST LINE TECHNOLOGIES Proposed Resolution R22-204 BACKGROUND SUMMARY: Publicizes hearing.</p>	
Recommended Action:	
Committee/Commission Recommendation:	
Fiscal Impact:	District:
\$0	George Washington
Overview:	
<p>The Stafford EDA has been successful in redevelopment and putting non-taxable County properties back into economic use. This property was discussed at the recent Joint Meeting of the Board and EDA. EDA is requesting the transfer of the property located at Tax Map Parcel No. 45-98, known generally as RV Parkway for this purpose.</p>	
Discussion/Analysis:	
<p>The Stafford EDA has been successful in redevelopment and putting non-taxable County properties back into economic use. The EDA has been discussing the redevelopment of a property, Tax Map Parcel No. 45-98, known generally as RV Parkway for some time ("Property"). The EDA would like to further develop and sell this property for the expansion of First Line Technologies.</p> <p>First Line Technologies is a technology-based company located on Lendall Lane. First Line further developed technologies developed at Naval Support Facility (NSF) Naval Support Facility Dahlgren. Working with the Fredericksburg Regional Alliance, Stafford County and the EDA encourage the consolidation and expansion of First Line to its currently location on Lendall Lane in 2019. First Line has since broadened its product and training services and grown its business significantly.</p> <p>The Property was the sight of a former trash dump. First Line and the EDA have completed Phase I and Phase II Environmental Assessments on the property. First Line will comply with the recommendations of the Phast II EA in the development of the Property.</p>	



The development of the Property by First Line will allow them to expand their production capacity and generate new jobs.

The subject of this Property transfer was reviewed at the joint meeting of the Board and EDA, held July 5.

Attachments:

1. R22-204 Attachment 1.ecodev Proposed Resolution R22-204
2. R22-204 Attachment 2.ecodev Slides for CEDC RV Pkway First Line 8-30-22

Summary/Conclusion:

Schedule a Public Hearing for the transfer of property Tax Map Parcel No. 45-98 to the EDA for redevelopment.

Strategic Priorities:

Vibrant and Exciting Business Community

Reviewed By:

PROPOSED

BOARD OF SUPERVISORS
COUNTY OF STAFFORD
STAFFORD, VIRGINIA

RESOLUTION

At a regular meeting of the Stafford County Board of Supervisors (the Board) held in the Board Chambers, George L. Gordon, Jr., Government Center, Stafford, Virginia, on the 16th day of August, 2022:

MEMBERS:

- Crystal L. Vanuch, Chairman
- R. Pamela Yeung, Vice Chairman
- Tinesha O. Allen
- Meg Bohmke
- Thomas C. Coen
- Darrell E. English
- Monica L. Gary

VOTE:

On motion of , seconded by , which carried by a vote of , the following was adopted:

A RESOLUTION AUTHORIZING THE COUNTY ADMINISTRATOR TO ADVERTISE A PUBLIC HEARING TO TRANSFER PROPERTY TO THE ECONOMIC DEVELOPMENT AUTHORITY (EDA) FOR ITS SALE, AND REDEVELOPMENT

WHEREAS, a function of the Stafford Economic Development Authority (“EDA”) is for the transfer, acquisition real property for the purposes of economic development; and

WHEREAS, the County has excess and underused property identified as Tax and Parcel Map Number 45-98, referred to as “RV Parkway” (“Property”); and

WHEREAS, the County would benefit from the additional investment, jobs and tax revenue generated by redevelopment of the Property; and

WHEREAS, the Board desires and is required to hold a public hearing to consider transfer of the Property to the EDA for redevelopment;

NOW, THEREFORE, BE IT RESOLVED by the Stafford County Board of Supervisors on this the 16th day of August, 2022, that the County Administrator be and he hereby is authorized to advertise a public hearing to for the purposes of public input to the transfer of the Property to the EDA for redevelopment..

REV:

RV Parkway Transfer

Expansion of First Line Technologies

Action for Consideration

Property Development

- RV Parkway
 - 5.8 Acres
 - Rezone from R1 to M2
 - Expansion of First Line Technology
- “Industrial” development facilitated by Main Line project, extension of RV Parkway (road), sewer



First Line Technology

Successful R&D Transfer and Business Expansion

- Expanded to Stafford
 - Tech Transfer Product from NSWC Dahlgren – Dahlgren Decon
 - 2019 Expansion & Consolidation in Stafford with Incentive
- Business Growth
 - New Products to be made in Virginia (Stafford Co)
 - New technical/science jobs and personnel
 - Facility would allow for double revenue
 - Products that support DOD, DHS, Law Enforcement, and International Response
- Identified Property & Assisted with Phase I and Phase II Environmental Assessments

Request

Put Non-Taxable Property Back onto Tax Roles Assist Growing Stafford Business

- County Initiated Rezone from R1 to M1
- Transfer Property to EDA
- EDA Negotiate Sales/Lease and Project Development Agreement with First Line
 - 27,000 SF building
 - 15 jobs (new)
 - Extension of Sewer across property improving industrial development in area

Infrastructure Committee Meeting
AGENDA
September 6, 2022 - 1:30 PM

Committee Members: Chairman Meg Bohmke, Tinesha Allen, and Pamela Yeung
AGENDA ITEM

Subject:	
ECONOMIC DEVELOPMENT & TOURISM; DATA CENTER MARKET	
Recommended Action:	
Committee/Commission Recommendation:	
This is an informational meeting designed to provide summary of the data center industry and economic development opportunities for Stafford.	
Fiscal Impact:	District:
	Countywide
Overview:	
At the request of the Committee, a brief presentation on the data center industry will be made by individuals representing the industry, Dominion Power, and the Fredericksburg Regional Alliance, followed by a question and answer time.	
Discussion/Analysis:	
<p>Virginia, notably Northern Virginia, is home to the largest concentration data centers in the world. Data centers are physical structures that house computing equipment for the purpose of storing and processing the massive amounts of data integral to the technology people use every day. Over the past decade, the data center industry has grown significantly in Virginia due to access to infrastructure, workforce, and a favorable business climate. The Pandemic further accelerated that growth when it created a surge in new internet traffic to support growth of cloud technology and virtual collaboration for businesses. As companies evolve, data centers will continue to expand and adapt to meet the increased need from businesses and communities for new technology, online services, and remote work capabilities.</p> <p>A report by Mangum Economics in 2022 estimated that for every 1 Million SF of Data Center development in Stafford County, the County should estimate an annual fiscal influx of \$18 Million in direct tax revenue, 150 FTE jobs with 24 Million in associated pay and benefits, and 400+ jobs via indirect and induced economic activity.</p> <p>According to a report by Northern Virginia Technology Council also completed by Magnum Economics,</p>	

the data center industry employed 5,550 operational jobs and 10,230 construction and manufacturing jobs generating \$1.6 billion in associated employee pay and benefits and a total of \$7.5 billion in economic output. Taking into account the economic ripple effects generated by that direct impact, the total impact on Virginia from data centers in 2021 was approximately 45,460 supported jobs, \$3.6 billion in associated employee pay and benefits and \$15.3 billion in economic output. For every job inside a Virginia data center, there are 4.1 additional jobs that are supported in the rest of the Virginia economy .

In 2020, the local benefit to cost ratios associated with the industry in Loudoun County equal for every \$1.00 in county expenditures that data centers were responsible for generating, it provided approximately \$13.20 in tax revenue. In Prince William County, for every \$1.00 in county expenditures that data centers were responsible for generating, it provided approximately \$13.50 in tax revenue.

The most widely recognized, and publicized, challenge facing data centers is their cumulative energy consumption. Dominion Power has announced its plans to expand its use of renewable energy sources to lessen their reliance on fossil fuels. As of 2021, 36% of all solar energy produced by Dominion Energy in Virginia was directly attributable to data centers. Most of the data center operators already run on 100% renewable energy (e.g., solar, wind, geothermal). Typically, data centers offset their non-renewable power use by purchasing renewable energy certificates (REC) and power purchase agreements (PPA). The REC allows the purchaser to take “credit” for the RECs as renewable power “use” and PPAs can be purchased from a qualified renewable resource without requiring its direct use.

Access to water is another important need and potential impact on county infrastructure. Data center use of water varies widely by the type of facility. The industry has developed a variety of technologies to cool facilities and recirculate water. This includes, as example, using non-potable water sources. Many data center operators use recycled water for cooling in northern Virginia.

Stafford County, working with the Fredericksburg Regional Alliance (FRA), at the wishes of the Board, began exploring and marketing data centers beginning in 2015. On behalf of Stafford, the FRA worked with Dominion to focus on vetting potential data center locations and marketing efforts on sites that were in very close proximity or with direct access to power lines to avoid the need to extend lines across other properties.

In 2019, the member communities of the FRA worked together, with the leadership of Stafford County Commissioner of Revenue, and agreed to a set a common tax rate for data centers across the Greater Fredericksburg Region. This rate (Stafford’s) is currently \$1.25 and has made Stafford County and the region very appealing to the Data Center market.

Per Stafford County's current zoning code, data centers are permitted in B2 Urban Commercial Zoning District, RBC Recreational Business Campus District, M1 Light Industrial District, M2 Heavy Industrial District, and the ICTP Integrated Corporate and Technology Park Overlay. As with any other use, they are subject to Site Plan approval and must meet current ordinance requirements for parking, lighting, landscaping, setbacks, building height, etc. required by each district.

Attachments:

1. Attachment 1.ecodev EDT Slides for IC 090622

Summary/Conclusion:

Strategic Priorities:

Vibrant and Exciting Business Community

Reviewed By:

This agenda may be amended on the day of the meeting. Participation of all citizens is encouraged. For all individuals with special needs, please notify County Administration of any accommodations required at least 24 hours in advance of the meeting. The agenda and related materials may be found on the County's website at www.staffordcountyva.gov

Data Center Briefing

Data Center Value

Input from and Guest:

- Josh Levi, President, Data Center Coalition
- Stan Blackwell, Dominion Energy
- Curry Roberts, President, Fredericksburg Regional Alliance

Two Types

Enterprise/Single User

Business owns/controls servers and peripherals, may own facility

Multi-Tenant

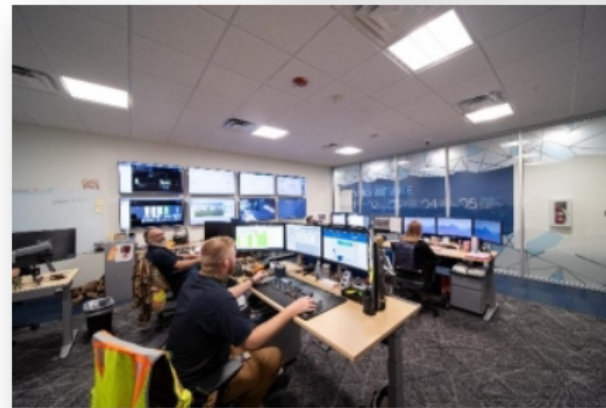
Facility owner leases to multiple tenants

Data Center Briefing

Data Center Value

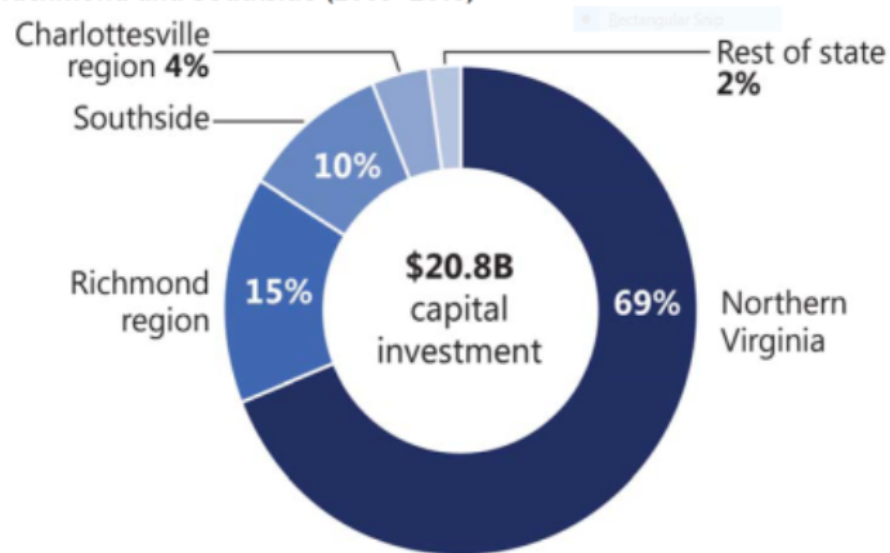
- **Focus on areas with power lines**
 - Estimated \$18M in direct new tax revenue per 1 Million SF of Data center
 - 150 FTE jobs
 - \$24M in pay and benefits
 - 400+ jobs via indirect and induced economic activity.

Data Center Briefing Samples



Data Centers: A Statewide Opportunity

Most data center activity has occurred in Northern Virginia, followed by Richmond and Southside (2009–2018)



Graphic Source: Data Center and Manufacturing Incentives Econ. Development Incentives, VA Joint Legislative Audit and Review Commission, June 17, 2019.
Data Source: Weldon Cooper Center analysis of VEDP announcements data 2009–2018, and undisclosed announcements by GO Virginia Region.
NOTE: Does not include some recent data center announcements in Virginia Beach.



Data Centers Are Highly Efficient Consumers of Energy

The New York Times

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Cloud Computing Is Not the Energy Hog That Had Been Feared

The digital services churned out by the world's computer centers are multiplying, but their energy use is not, thanks to cloud computing, a new study says.



Majd Bakaz, a Google vice president. The largest cloud data centers are owned and operated by big tech companies like Google. Josh Edelson/Agence France-Presse — Getty Images



By Steve Lehr

Feb. 27, 2020

- “In 2010, the researchers estimated that 79 percent of data center computing was done in smaller traditional computer centers, largely owned and run by non-tech companies.
- “By 2018, 89 percent of data center computing took place in larger, utility-style cloud data centers.”
- A new study of data centers globally found that while their computing output jumped sixfold from 2010 to 2018, their energy consumption rose only 6 percent.

Source: New York Times, Cloud Computing Is Not the Energy Hog That Had Been Feared, Feb 27, 2020.



Data Center Briefing

Power

- Great data center sites are near existing transmission lines
- Dominion provides transmission and substation infrastructure power plan
- Recommend Counties develop a fast track permitting program
- Typically takes 3-4 years to power a site

Data Centers in Stafford - A Timeline



2010
Russell Knox
Building completed
with state of the art
data center



2016
Yyotta Opens in
Quantico Corporate
Center

1994
GEICO's central
data center in
basement of
building



2014
Quantico Corporate
Center Certification by

Quantico Corporate Center
DATA CENTER SITE (FOR SALE OR LEASE)
 Quantico Corporate Center - Corporate Drive - Stafford County, Virginia

PROPERTY HIGHLIGHTS

- 100,000 sq ft of office space
- 25,000 sq ft of server space
- 25,000 sq ft of storage space
- 100,000 sq ft of office space
- 25,000 sq ft of server space
- 25,000 sq ft of storage space

TENANTS

- GEICO
- GEICO Financial Group
- GEICO Insurance Agency
- GEICO Insurance Agency
- GEICO Insurance Agency

CONTACT: DAVID NEWMAN
 Phone: 541.238.1100 | Fax: 541.238.1102
www.quantico.com

Data Centers in Stafford - A Timeline



2017

Dominion/REC sites identified across region along transmission lines

50 sites further vetted for other utilities/zoning

List narrowed to 15 premiere sites across the five localities

Modification to Stafford Merchant Capital Tax

Major, multi-locality data center project identifies difference in tax revenue

2018

Fredericksburg area taking regional approach to attracting data centers

By CATHY JETT THE FREE LANCE-STAR Apr 28, 2019

Fredericksburg and the surrounding counties are positioning themselves to attract a slice of the fast-growing data center market.

2019

Worked with Stafford Commissioner of Revenue to standardize tax rate among 5 localities

Commissioners create MOU on depreciation schedule

Data Centers in Stafford - A Timeline

'Unprecedented Times': A Power Shortage In Data Center Alley Has Developers Scrambling

August 14, 2022 | Dan Rabb, Bisnow Data Centers Reporter



An unexpected power shortage in the heart of Data Center Alley has thrown the critical industry into turmoil.



2020

Loudoun and Prince William have limited greenfield sites

Searches across the region heat up especially around raw/reuse water

State sales tax extension: 2010-2035

Today

Governor Youngkin administration working to spread data centers outside of Northern Virginia

Major topic of discussion on Secretary Merrick's August 18-19 regional tour

Agenda Item 8A

Retail Development Action Plan

Outline

August 10, 2022

Revised August 31, 2022

DRAFT

Background

- Please see the attached provided to the Joint BOS-EDA Meeting on July 5 (attached). As a result of that meeting, Staff have developed this Retail Development Action Plan.
- Current program has expanded retail/commercial by 100+ locations directly; many more indirectly
- Focus has been on major brands. Staff has had role in the following:
 - The first focused "win" was Chipotle' on Route 610. The first Chipotle' opened in December 2014; the second Chipotle' on US Route 17 opened in December 2015.
 - Many other stores followed in similar fashion, including Wawa, Sheetz, Royal Farms, Panda Express, 7 Eleven, and more. These stores continue to grow and expand; some developing new sites in Stafford
 - Staff assisted and encouraged the expansion of Mission BBQ and Umi's Japanese restaurant.
 - ED&T Staff assisted our local breweries from zoning code to expansions, as well as covid-19 grants.
 - ED&T Staff assisted in the recruitment and locating of Panda Express (now with two locations); Fatty's Taphouse; El Patron; Marco's Pizza; Royal Farms; Lidl; Starbucks; Firestone; Aspen Dental; Dunkin Donuts (now with three locations); IHOP South Stafford; Bojangles; Sonic; Freddy's; Publix
 - ED&T Staff assisted a number of medical and health companies locate (and expand) to Stafford: Anytime Fitness; Triton Fitness; Helping Hands; Fleming Therapy; KidMed; Fresenius Kidney, Virginia Oncology, Embry Mill Urgent Care (including an EDA loan).
 - Some confidential pending brands have been recommended and introduced to brokers, including brand steakhouses and other national brands for locations along Garrisonville Road and other locations.
- Approach. Our approach has been to conduct
 - Outreach to Brokers; Broker relationships; sharing opportunities
 - Outreach to owners; small businesses; restaurant groups
 - Outreach to major brands

Larger Local Area Context

Retail development follows "Place" development, in that the kinds and types of retail follow the development of different types of "places." Retail types around a quality shopping center next to a highway interchange are different from those in a residential-dense "downtown." Working with Planning and engaging the public in a variety of ways, we would like to explore *Stafford Area Place Development Plans*. These would be integrated into a broader county-wide and region-wide economic development strategy. *The Department will initiate planning and some brainstorming sessions internally and with the EDA during FY2022 and will seek funding for additional consultant assistance for an updated comprehensive economic development action strategy that encompasses Place development in FY2023.*

At the same time, we propose the following Action Plan for enhanced retail development. The following include actual plans in place and other ideas for input and discussion. **Actual plans in place are in green.**

Retail Development Acton Plan FY2023

- Focused Marketing. We will continue and expand our focused marketing and outreach to the broker and developer committee.
 - ICSC September 14-15 2022, National Harbor
 - Direct marketing around ICSC includes:
 - Reviewing attendees list of 636 to identify leads for Stafford
 - Pull lead generation list into ED&T CRM
 - Develop and send out pre-conference Stafford branded email to lead generation list
 - Staff attending will have a LinkedIn branded post to meet potential clients
 - At ICSC staff will meet with and collect business cards with leads
 - After ICSC staff will follow-up via email communications to narrowed leads
 - One month after initial email communications follow-up, staff will follow up a second time with narrowed leads list
 - Send postcards outlining the program to a list of restaurant groups in the DMV.
 - Make a video presentation of some vacant spaces that would be good restaurant locations that can be sent via email to interested users.
- Additional and documented and outreach (over span of 6 months) to restaurant group owners
 - Clyde's
 - Great American
 - Bloomin Brands
 - Darden
 - Others
- The EDA has proposed a portion of ARPA funds be used on Consultant to advise on improvements to Hospitality Industry in Stafford (\$100,000). Some portions of this Action Plan will need additional staff or consulting resources.
- Request that developers secure FSR as part of proffers.
- Host meeting of brokers and developers for their insights on new restaurant development.
- Retail Roundtable. Local meeting(s) with retail and restaurant owners and developers to learn from their experience. Learn there current concerns and discuss opportunities to improve their business and more retail growth.
- Working with the FRA we will hold smaller scale "focus group" of FXBG restaurant developers
- Establish Tourism Zones across county. Offering some incentives in areas focused on appropriate development. These TZ incentives may include upfront cash grant, with claw backs, utilizing County Opportunity Fund. Tourism Zones to be presented to the Board under New Business in September or October. These Zones will coincide and compliment the *Stafford Area Place Development Plans*. **Tourism Zones will be presented to the Board's Community Economic Development Committee tentatively in October or November.**