

SPECIAL MEETING MINUTES

January 13, 2023

The special meeting of the Economic Development Authority (EDA), of Stafford County, Virginia, to discuss and outline the EDA's Strategic Initiatives for 2023, was held at the Virginia Smart Community Testbed with Webex option on Friday, January 13, 2023.

1. CALL TO ORDER

This meeting was called to order by Mr. Griffin at 11:30 AM. A quorum was present and accounted for. There were no conflicts of interest declared by members.

Members Present

Joel Griffin, Chairman	In-person
Don Newlin, Vice Chairman	In-person
Howard Owen, Treasurer	In-person
Danielle Davis	In-person
Heather Hagerman	In-person
Jack Rowley	In-person
Marlon Wilson	In-person

ED&T/EDA Staff Present

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

Also Present

Jennifer Morgan	RIoT
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2. OPENING COMMENTS

A. Chairman - None

B. Secretary, Director, Stafford County Economic Development

Mr. Holden shared the Governor's recently released his Economic Development policy and added that it ties in well with what the EDA is doing, and stated that investment is what Economic Development is all about. Mr. Holden asked members and staff for any comments.

C. Members

Mr. Owen stated he would like to see the EDA spend their money by continuing to pursue investment. He suggested taking one-third of the monies and putting it to good use, possibly in the Airport. Mr. Griffin reminded members that the EDA has received great returns for their efforts in the past. He noted the shift in the EDA's relationship with the

Stafford County Economic Development Authority

Board of Supervisors and suggested doing what we can to mend the relationship (i.e.- focusing on bringing restaurants to Stafford and continue to be open to questions).

D. Staff - None

3. UPDATE STATUS AND STAFFING OF ECONOMIC DEVELOPMENT

A. Secretary, Director, Stafford County Economic Development

Mr. Holden stated that Tourism has been shifted to report to Parks & Recreation but will still continue to work together with Economic Development. Mr. Holden noted there are some position requests in to account for this and the hiring team for the Economic Development Manager position will start reviewing applications soon.

B. Strategic Plan(s)

1. Governor's Strategy for Virginia

Mr. Holden noted the following:

- Major categories in the Governor's Strategy were Innovation and Technology, Property and Site Development and Marketing

2. Stafford County 2040.

The Board of Supervisors are updating their Strategic Plan. Mr. Holden shared the following:

- Board of Supervisors is reconsidering Downtown Stafford and that proposed developments attraction and to bring a sense of "place" many in Stafford desire
- The Board's draft Agenda indicates some priorities relating to Economic Development: providing Education and Wellness Opportunities (workforce development), Economic Diversification, Strategies to Incentivize and Attract New Restaurants
- Economic Development (and Tourism) will be taking the idea of Tourism Zones back to the Board. Mr. Holden is drafting incentive recommendations likely focused on large investments and a second smaller "restaurant" fund.

4. RETAIL DEVELOPMENT

Updated Retail Action Plan

Mr. Holden handed out updated Action Plan. Mr. Rowley suggested contacting the owner of Mason-Dixon Café as their Stafford location is currently closed. Mr. Holden stated he will contact the owner of Mason-Dixon for an update. Mr. Hendon stated ED&T has reached out to the realtor of the vacated Mason-Dixon restaurant space and they are advising the real estate agent with some recommendations for a new renter to fill the space.

Mr. Griffin suggested the following:

- Feedback questionnaire be sent to area restaurants to see what the County/EDA

Stafford County Economic Development Authority

is doing well and what could be improved upon

- Bringing Board members to national retail/restaurant conferences in D.C. to expand their view
- Board needs to be made aware of specific challenges (i.e.-walkable space, zoning requirements, regulations) EDA faces regarding restaurants, development and tourism zones

Ms. Hagerman stated she invited her Supervisor to International Council of Shopping Centers (meeting place for retailers looking for space) last year but received no response. She agreed with Mr. Griffin that it would be helpful to invite the Board of Supervisors to a similar event and suggested that after the event they collectively visit a few areas, such as Prince William, that have achieved a thriving urban community center (i.e.-Downtown Stafford).

Mr. Cummings stated the County needs a mechanism to engage its constituents and noted Stafford has the Testbed, prime location and beautiful area but not a real identity. Mr. Griffin referred to the site selector which stated Stafford has 'no sense of space' and noted that the Board must decide Stafford's identity. Mr. Holden shared that ED&T will seek a consultant and area planner and compose an RFP that would include a retail study and planning advice and suggested the County would benefit from the same.

Mr. Holden noted ED&T's Smart Technology Innovation Loan which is a \$25,000 forgivable loan and suggested a similar EDA loan for new and expanding restaurants that meet criteria (i.e.-stay in business for certain number of years). Mr. Rowley suggested a \$50,000 loan in order to utilize C-PACE program. Ms. Davis noted restaurants are notorious for going under in the first year of business so EDA could be out the \$50,000 if that happened. Mr. Rowley replied that businesses must have some form of capital to start. Mr. Griffin stated that most restaurants that fail do so from lack of education as well as money. Mr. Holden shared the Board has an opportunity fund that is recapped each year and the EDA could request \$50,000 from this fund to see if it works for restaurant investment.

Mr. Rowley inquired on status of the 30-acre parcel behind Fountain Park. Mr. Holden stated the Board is revisiting this during their February retreat.

5. ENTREPRENEURSHIP AND INNOVATIONS—TECHNOLOGY MANUFACTURING DEVELOPMENT

- A. Partnership with RIoT – entrepreneurial development
- B. Leveraging Testbed in Stafford

Mr. Holden shared the following:

- EDA will eventually become the sole owner of the Testbed
- Strategic plan for the Testbed includes marketing and website updating
- Stafford's Testbed is the Commonwealth resource and the hub for other testbeds
- Various pilot projects that are located around the Commonwealth

- Contemplating another Go VA grant
- Testbed is continuing to receive international interest (Czech Republic, Hong Kong)

C. Funding STIL and Using it Across Region

Mr. Holden noted ED&T's Smart Technology Innovation Loan which is a \$25,000 forgivable loan and once again suggested a similar EDA loan for new and expanding restaurants that meet criteria (i.e.-stay in business for certain number of years). Mr. Rowley replied that businesses must have some form of capital to start. Mr. Griffin stated that most restaurants that fail do so from lack of education as well as money and asked how the EDA would seed such a loan or grant fund. Mr Griffin recalled a Board fund for economic development. Mr. Holden shared the Board has an opportunity fund that is recapped each year and the EDA could request \$50,000 from this fund to see if it works for restaurant investment.

D. International (FDI) Focus

Mr. Holden stated the Testbed is continuing to receive international interest (Czech Republic, Hong Kong)

6. TOOLS TO SUPPORT ECONOMIC DEVELOPMENT

A. Site Development

1. Current and Planned Sites

Mr. Holden stated the EDA may need to invest in property themselves without the Board's aid. The Foundation property is one of the best options due to size and location. Mr. Rowley suggested investing in the property behind the hospital as it is ripe for development. Mr. Holden shared he has talked to the hospital foundation program and they have no interest in this. Mr. Cummings stated he knows an investor willing to invest with low interest rate and offered to connect EDA with them.

2. Airport Site Development. The EDA previously expressed on going interest in working to build out sites at the Stafford Regional Airport.

3. UMWf Site and Partnership

Mr. Summits shared the EDA was eliminated from the first round and will receive full briefing on this next week. There was some level of locality interest on the part of eighty percent of the applicants. Reasons why EDA was eliminated: Foundation owned property, no locality interest and no developer. Ms. Hagerman asked if it was a combination of reasons why EDA was eliminated. Mr. Summits stated we need to have two of the three reasons.

4. CPACE

Mr. Holden stated he will share CPACE information with the County Treasurer in hopes that she will come on board with this project.

5. Brownfield Funding Opportunities

Mr. Holden stated that Mr. Hendon is continuing to track these opportunities.

B. EDA Loan Programs

1. Review of Current

Mr. Holden asked members to do what they can to market the loan programs

2. Additional Soft Marketing, Leveraging

Mr. Summits noted that he will sit down with loan officers to see how they can build each other's pipelines. Mr. Griffin suggested marketing RIoT with the banks as entrepreneurs need funding, not just networking.

Stafford County Economic Development Authority

C. Incentives

Mr. Holden stated that incentives are all about marketing. The EDA previously discussed possible restaurant (retail) incentives (above)

7. **WORKFORCE AND EDUCATION**

A. Germanna 2.0

Mr. Rowley noted that \$850,000 of a recently awarded \$1.1 million grant to GCC was designated for Cyber programs here in Stafford. Mr. Holden stated the need for ED&T staff to be aware of what is going on in workforce development and requested that if an EDA member is asked to serve on a committee or on a project, that they let him know.

B. University of Mary Washington. UMW continues to develop and market its adult cyber certification training.

C. Cyber 4K+. EDA Members were reminded of the Stafford schools' program to foster cyber education

8. **OTHER AREAS OF INTEREST, THOUGHTS, INPUT**

A. EDA Members, Meetings

Mr. Rowley noted how much Mr. Newlin will be missed when he retires from the EDA in a few months and inquired if a replacement has been found. Mr. Newlin responded that Supervisor Coen has recommended the replacement. Mr. Griffin advised that the replacement is a business owner and should be a good fit.

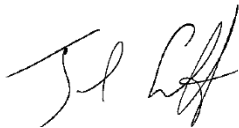
9. **REVIEW AND ACTION ITEMS**

Mr. Griffin asked that all members send Mr. Holden their top three requests for EDA to be involved with by Friday, January 20. Ms. Davis suggested that members not cc any other members for confidentiality.

10. **ADJOURNMENT**

The next Regular EDA Meeting will be in-person at the Testbed and is scheduled for February 10, 2023, from 9-11am. There being no further business brought before the Economic Development Authority, Mr. Griffin adjourned the meeting at 12:44 PM.

MINUTES APPROVED BY:



Joel Griffin
EDA Chairman

MINUTES SUBMITTED BY:



John Holden
EDA Secretary

**SPECIAL EDA MEETING AGENDA
JANUARY 13, 2023**

A special 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 11:30 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.

This is a Special Meeting of the Stafford EDA to discuss and outline the EDA's Strategic Initiatives for 2023

2. OPENING COMMENTS

- A. Chairman
- B. Secretary, Director, Stafford County Economic Development
- C. Members
- D. Staff

3. UPDATE, STATUS AND STAFFING OF ECONOMIC DEVELOPMENT

- A. Secretary, Director, Stafford County Economic Development
- B. Strategic Plan(s)
 - (1) Governor's Strategy for Virginia
 - (2) Stafford County 2040
 - (3) EDA—Action Oriented

4. RETAIL DEVELOPMENT

Updated Retail Action Plan –

5. ENTREPRENEURSHIP AND INNOVATIONS--TECHNOLOGY MANUFACTURING DEVELOPMENT

- A. Partnership with RIoT—entrepreneurial development
- B. Leveraging Testbed in Stafford
- C. Funding STIL and using it across Region?
- D. International (FDI) Focus

6. TOOLS TO SUPPORT ECONOMIC DEVELOPMENT

A. Site Development

- (1) Current and planned sites
- (2) Airport Site Development
- (3) UMWF site and partnership
- (4) CPACE
- (5) Brownfield funding opportunities

B. EDA Loan Programs

- (1) Review of current
- (2) Additional soft marketing, leveraging

C. Incentives

7. WORKFORCE & EDUCATION

- A. Germanna 2.0
- B. University of Mary Washington
- C. Cyber 4+ and Other Programs
- D. Other Programs

8. OTHER AREAS OF INTEREST, THOUGHTS, INPUT

- A. EDA Members, Meetings

9. REVIEW AND ACTION ITEMS

10. CLOSED SESSION

11. ADJOURNMENT

Next Regular Meeting Scheduled for February 10, 2023 in the Virginia Smart Community
Testbed at 9:00 AM

Agenda 4

Retail Development Action Plan Outline

August 10, 2022

Revised August 31, 2022

Updated October 7, 2022 (updates in green)

Updated October 27, 2022 (updates in blue)

Updated January 3, 2023 (updates in Orange)

Background

- This Update to the Retail Action Plan is presented as part of the Stafford EDA's January Strategic Priorities Meeting. Since last updated, ED&T staff have continued to reach out to 3-5 regional or national brand names to encourage and help secure their expansion to Stafford. One or two of these are anticipated to have an announcement in the first quarter of 2023.
- 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. **Updates as of date above in green.**

Economic Development has encouraged and recommended a coordinated strategy for the development of a strategic retail development plan in concert with an updated economic and tourism development strategy and a strategic “small area plans” focused on “place development” around the County—all part of the Board’s updated Stafford 2040 Strategic Plan.

Retail Development Action Plan FY2023

- Focused Marketing. We will continue and expand our focused marketing and outreach to the broker and developer committee.
 - R Cobert attended ICSC September 14-15 2022, National Harbor
 - ED&T did direct marketing around ICSC including:
 - Staff reviewed attendee list of over 630 registered attendees and narrowed it down to approximately 70 “target contacts.” Sent emails to these in advance.
 - Anecdotal evidence that pre-email invite to “see Rick” generated more acceptable introductions.
 - Staff are finalizing “lead” follow-ups as well as general follow-up with the pre-targeted contacts
 - Send postcards outlining the program to a list of restaurant groups in the DMV. ED&T still evaluating this action item, estimated cost \$250
 - Make a video presentation of some vacant spaces that would be good restaurant locations that can be sent via email to interested users. Staff evaluating costs and will be contacting local RE agents for filming locations.
 - Consider how to redevelop some former restaurants, including the former German restaurant on north Route 1; other strip infill, etc. and develop a video of these sites to send to CRE agents. Staff still evaluating how to proceed, estimates costs for video at \$500
- Additional and documented and outreach (over span of 6 months) to restaurant group owners
 - Clyde’s. Contact made and follow-up underway
 - 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. This was not approved by the Board of Supervisors. The Department is (as noted above) recommending a coordinated effort to develop a RFP for this activity.
- Staff will focus some of its limited “BRE” (outreach to existing businesses) to local restaurant owners. Staff will consult and document concerns, issues, and how they have recovered from Pandemic. Staff will ask “how County can help.” This information will augment and support

potential additional focused entrepreneurial development by RIoT (if funded by ARPA-allocated BOS funds). Proposed use of ARPA funds to extend and expand RIoT programming in County will focus on retail and restaurants, notably encouraging use of new technologies for existing establishment. Request to clarify this ARPA use of funds presented to CEDC, second time, November 1. The CEDC did not recommend use of ARPA funds for this activity.

- Make more habit to request that developers secure full service restaurants 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 their current concerns and discuss opportunities to improve their business and more retail growth. Staff have not had time to consider or organize. Staff would like EDA input on organizing a local-Stafford restaurant owner “Council.” The Council may be better organized as a “Retail Council” (broader than just “restaurant”) to get a more comprehensive look at the retail landscape and economy. The EDA would host the Council and encourage and seek out action items from members with two specific goals in mind. 1) How to expand and grow existing locally owned retail businesses. 2) How to improve the overall retail environment in Stafford to attract new sit-down restaurants. The solutions or actions should include specific policies, procedures, and/or incentives that may be adopted by the EDA or BOS. This Council may meet 1-3 times a year or as needed as part of a strategic retail development activity.
- .
- Working with the FRA we will hold smaller scale “focus group” of FXBG restaurant developers. Staff have not had time to consider or organize.
- Outreach to culinary schools. Staff still evaluating how to proceed.
- 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 on November 1. Tourism Zones were generally received by CEDC. Staff are working up more details on the incentives to recommend and will present to CEDC in April.

Would the EDA like to consider a Restaurant Startup Loan, like the STIL program we just established?

Agenda 6A3

INDUSTRIAL ZONED
I-95 CORRIDOR DEVELOPMENT OPPORTUNITY



NORTHERN VIRGINIA INDUSTRIAL LAND

STAFFORD, VA | 448.103 ACRES | ZONED M-1

STAFFORD, VIRGINIA

OFFERING MEMORANDUM



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EXECUTIVE SUMMARY

Colliers International is pleased to present 448.103 acres of industrial zoned land for sale in the highly desired Northern Virginia Industrial market.

This opportunity is located in Stafford County, Virginia off of Route 17/Warrenton Road just west of Exit 133 off Interstate 95. The property provides highly attractive scale along the new supply constrained Northern Virginia I-95 Industrial corridor.

The property is currently zoned M-1 (Light Industrial) and is located inside the county's Urban Service Area, allowing access to county water and sewer. With national tenants like Amazon, FedEx, and Lidl selecting this market for it's attributes and strategic location, this opportunity provides the potential for an industrial development to service the Northern Virginia market for years to come.



NORTHERN VIRGINIA
I-95 CORRIDOR MARKET



448.1 ACRES

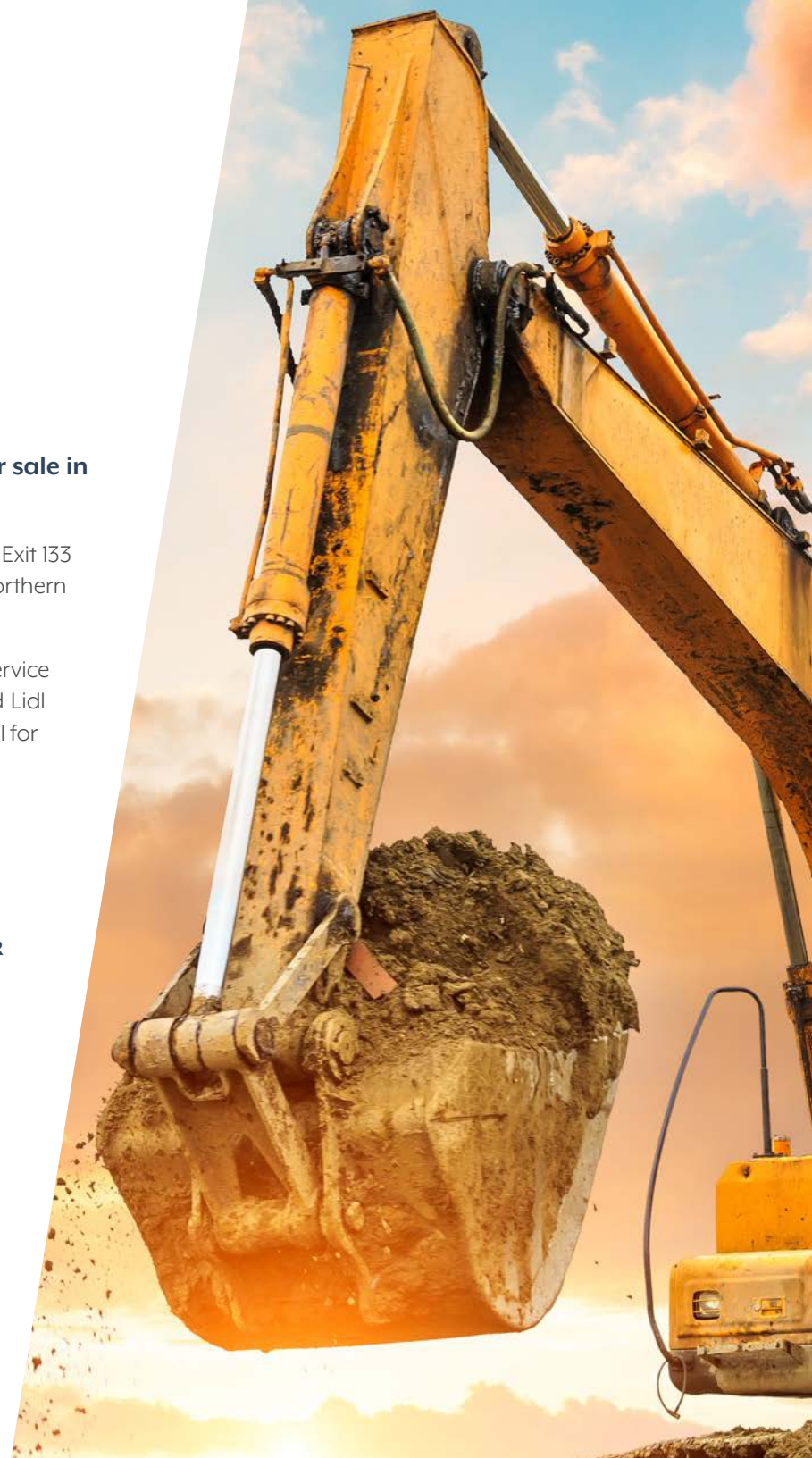


ZONED M-1
(LIGHT INDUSTRIAL)



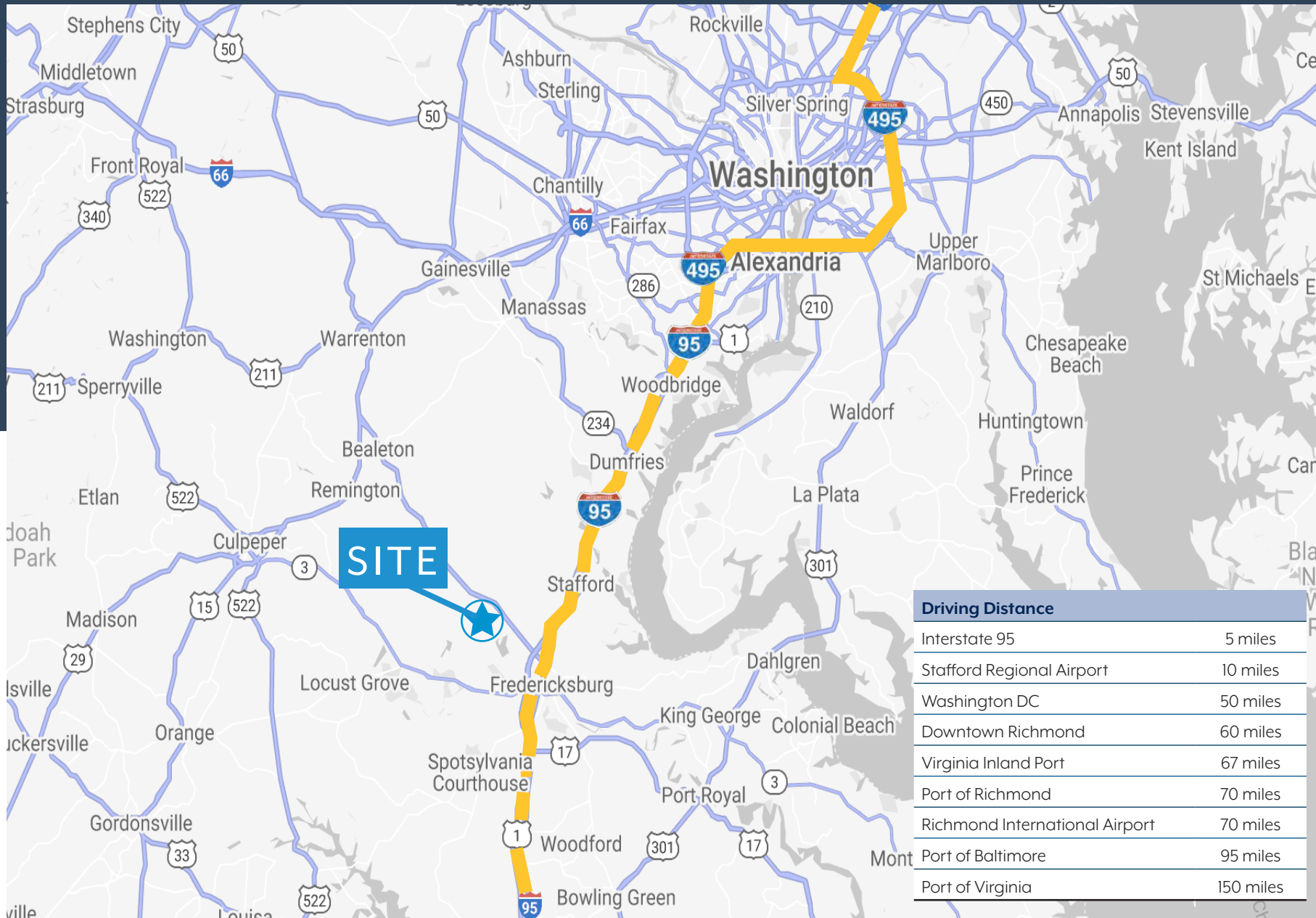
WATER & SEWER
ACCESSIBLE

SUBMARKET TENANTS



PROPERTY OVERVIEW

AREA MAP





PROXIMATE TO I-95 & WASHINGTON DC





ROUTE 17 CORRIDOR EXISTING INDUSTRIAL TENANTS

Stafford County, VA is the next emerging big-box distribution submarket along the I-95 corridor

"STAFFORD WEST"
220.862 acres

"STAFFORD EAST"
227.241 acres

 **approximately
6 miles east** 

STAFFORD COUNTY ZONING ORDINANCE: M-1 INDUSTRIAL LIGHT

The purpose of the M-1 district is to establish areas of the county to provide for certain types of business and industrial uses characterized by light manufacturing, fabrication, warehousing and wholesale distribution, which are relatively free from offensive activities and which, with proper performance standards, will not detract from residential desirability of adjacent properties. It is intended that the M-1 district encourage the development of parks for the location of these uses. This district should be located only where necessary public utilities are available and where transportation systems are adequate.

USES PERMITTED BY RIGHT

- Aquaculture
- Automobile assembling/disassembling, painting, upholstering, repairing, rebuilding, reconditioning, body and fender work, truck repairing or overhauling, tire retreading or battery manufacture
- Building materials sales and service yards
- Commercial kennels
- Contractors equipment and storage yards
- Convenience center or convenience store
- Data and computer services centers
- Fleet parking
- Flex office or General office uses
- Hotel
- Laboratory, research and testing
- Light industrial uses
- Light manufacturing uses
- Machinery sales and service
- Maintenance, rental, and repair of modular units designed for temporary office or classrooms
- Microbrewery
- Motor vehicle rental
- Parking and storage of tractor trailers
- Printing, publishing engraving
- Public facilities/utilities but not including propane and heating fuel distribution facilities, generating facilities, substations, switching stations and wastewater treatment facilities which are permitted as a conditional use permit
- Public parking lot
- Public works excluding wastewater treatment facilities
- Railroad sidings
- Restaurants without drive-through
- School, vocational
- Selected indoor recreational enterprises within industrial parks
- Storage warehouse
- Veterinary clinic
- Warehousing, mini-storage
- Welding or machine shops (including the use of punch presses not to exceed 50 tons rated capacity)
- Wholesale business

CONDITIONAL USE PERMIT

- Adult business
- Airport, private
- Boat sales
- Brewery
- Clinic, medical and dental
- Communication facility
- Distillery
- Drive-through
- Dwelling for watchman or caretaker on-premises
- Low intensity commercial retail not otherwise listed
- Medium intensity commercial retail not otherwise listed
- Microbrewery, with facilities for events such as wedding, parties and/or events with 200 or more attendees
- Motor vehicle sales
- Other light industrial and manufacturing uses not otherwise listed
- Place of worship
- Public facilities/utilities for propane and heating fuel distribution facilities, generating facilities, substations, switching stations and wastewater treatment facilities
- Recycling facilities
- School
- School, industrial
- Truck stop
- Vehicle fuel sales

STAFFORD WEST

PARCEL ID	ZONING	ACREAGE
PARCEL 35-23 (ELO)	M-1 (Light Industrial)	34.348 acres
PARCEL 35-24	M-1 (Light Industrial)	67.304 acres
PARCEL 35-28	M-1 (Light Industrial)	95.677 acres
PARCEL 35-28B	M-1 (Light Industrial)	22.560 acres
PARCEL 35-30A	RW (Rural Wooded)	1.033 acres
TOTAL ACREAGE		220.862 acres

STAFFORD EAST

PARCEL ID	ZONING	ACREAGE
PARCEL 35-27B	M-1 (Light Industrial)	15.000 acres
PARCEL 43-59	M-1 (Light Industrial)	35.901 acres
PARCEL 43-59A	M-1 (Light Industrial)	3,890 acres
PARCEL 43-59B	M-1 (Light Industrial)	66.030 acres
PARCEL 43-59C	M-1 (Light Industrial)	8.970 acres
PARCEL 43-59D	M-1 (Light Industrial)	94.690 acres
PARCEL 43-59E	M-1 (Light Industrial)	2.760 acres
TOTAL ACREAGE		227.241 acres



ACCESS TO NATIONAL AND INTERNATIONAL INSTITUTIONAL LOGISTICS NETWORK

Richmond is centrally located along the U.S. East Coast's freight backbone with immediate deep-water port access and immense rail infrastructure.

80% OF US POPULATION IS WITHIN A 1-DAY DRIVE OF THE ASSET

MARKET OVERVIEW

STAFFORD COUNTY AND THE I-95 CORRIDOR

Located just 25 minutes south of Washington, DC's Capital Beltway (Interstate 495) via Interstate 95, Stafford County is one of Northern Virginia's fastest-growing counties and one of the best places for business and commerce in the Washington, DC Metropolitan Region. Stafford County's proximity to Washington DC has been a key catalyst for growth and development for decades. Since 2000, its population has grown by more than 54% and current average household income is over \$115,000 per year. These factors, along with others, have helped rank Stafford County the top county for growth in the Commonwealth of Virginia.

Stafford County's proximity to the Federal government and key military bases such as Quantico have allowed the growth to be sustained and well-balanced. In addition to the FBI and US Department of Defense being two of the county's top employers, the area is home to several Fortune 500 companies, and is a hub for the world's greatest high technology and R&D employers, including Booz Allen Hamilton, Lockheed Martin, General Dynamics, Geico, Intuit and SAIC. The Stafford County area is also the location of the region's largest permanent demand driver: Marine Corps Base Quantico, home to the United States Marine Corps, the Drug Enforcement Administration (DEA), and the Federal Bureau of Investigation (FBI). Offering a business-friendly environment, highly desirable demographics, an outstanding transportation infrastructure and rich amenities, and permanent employment demand drivers, the County is poised for continued, thoughtfully measured growth for the foreseeable future.

THE REGION'S BEST DEMOGRAPHICS

One of the most compelling selling points for Stafford County's continued future growth as a business hub is its region-leading demographics. The County's proximity to Washington, DC is a natural advantage in attracting leading-edge companies and a highly educated workforce that focus on research, development and technical services in support of the nation's defense, cyber security and intelligence agencies.

THE I-95 CORRIDOR IS HOME TO
10 DOJ OPERATIONS
(TOTALING 482,459 SF)



4TH FASTEST GROWING COUNTY IN VIRGINIA – *Weldon Cooper Center*

TOP 25 HIGH-TECH HOTSPOTS – *Progressive Policy Institute*

8TH BEST PLACE FOR JOB GROWTH – *CNN Money*

STAFFORD COUNTY INDUSTRIAL SUBMARKET

STAFFORD COUNTY DEVELOPMENT PIPELINE (*immediately surrounding site*)

DEVELOPER	SIZE (SF)	# OF BULDINGS	ESTIMATED DELIVERY
DHL	533,624	1	Delivered/Leased
Peterson Companies	2,437,255	6	630,00 SF Delivered/Leased
555,000 SF Under Construction Q4 2022			
Flint Development	933,946	1	Beginning Construction
Merritt Properties	393,275	5	Planning Approval
Matan Companies	431,000	2	TBD
Total	4,729,100	15	

The Stafford County Industrial Submarket is comprised of 4.6 Million SF and is currently 2.4% vacant as of Q3 2022. The submarket has experienced over +/- 1.2 MSF of YTD net absorption in 2022 and average warehouse rental rates of \$8.78 PSF NNN. With approximately 4.8 MSF of buildings planned over the next two (2) years, a substantial increase in industrial development will occur in Stafford County. The developers include Peterson Companies, DHL, Matan Companies, Merritt Properties and Flint Development.

Stafford County's access to Northern Virginia/Washington DC and surrounding counties is the driving factor in the surge of development. Acting as the "Gateway" to Northern Virginia, the submarket is located directly along the I-95 corridor. Some of the largest distribution tenants in the world have given the location the green light with Amazon, FedEx, and 7-Eleven all signing leases or developing buildings in the submarket.



AMAZON
836,000 SF
LEASED
(2 BULDINGS)



FEDEX
486,720 SF
LEASED
(1 BULDING)



7-ELEVEN
533,624 SF
LEASED
(1 BULDING)

AREA INDUSTRIAL HIGHLIGHTS

The Northern Virginia Industrial Land site is located in the broader Fredericksburg, VA Industrial Submarket, providing unmatched access to both Northern Virginia/ Washington D.C. and Richmond, VA. Direct access to major population centers to the North and South benefit both industrial owners and tenants thanks to the Fredericksburg Industrial Market's central location along I-95. The Northern Virginia Industrial Land site is specifically located in Stafford County, VA.

	FREDERICKSBURG	NORTHERN VIRGINIA	RICHMOND
Inventory (SF):	15,233,926	86,093,701	99,292,076
Overall Vacancy (SF):	359,283	3,943,091	1,875,217
Vacancy Rate:	2.36%	4.58%	1.89%
Q3 2022 YTD Net Absorption (SF):	1,272,571	1,605,231	2,092,028
YTD Absorption as % of Inventory:	8.35%	1.86%	2.11%
Q3 2022 YTD Deliveries:	711,000	328,991	1,742,010
YTD Deliveries % of Inventory:	4.67%	0.38%	1.75%
Under Construction (SF):	2,252,339	1,497,802	12,363,698
Average Warehouse Rent (PSF NNN):	\$8.78	\$13.08	\$6.09

DRIVE TIME



30 MINUTE DRIVE

Population	813,053
Med. HH Income	\$110,224
Proj. Med. HH Income Growth	2.17%
Blue Collar Workforce	16.6%

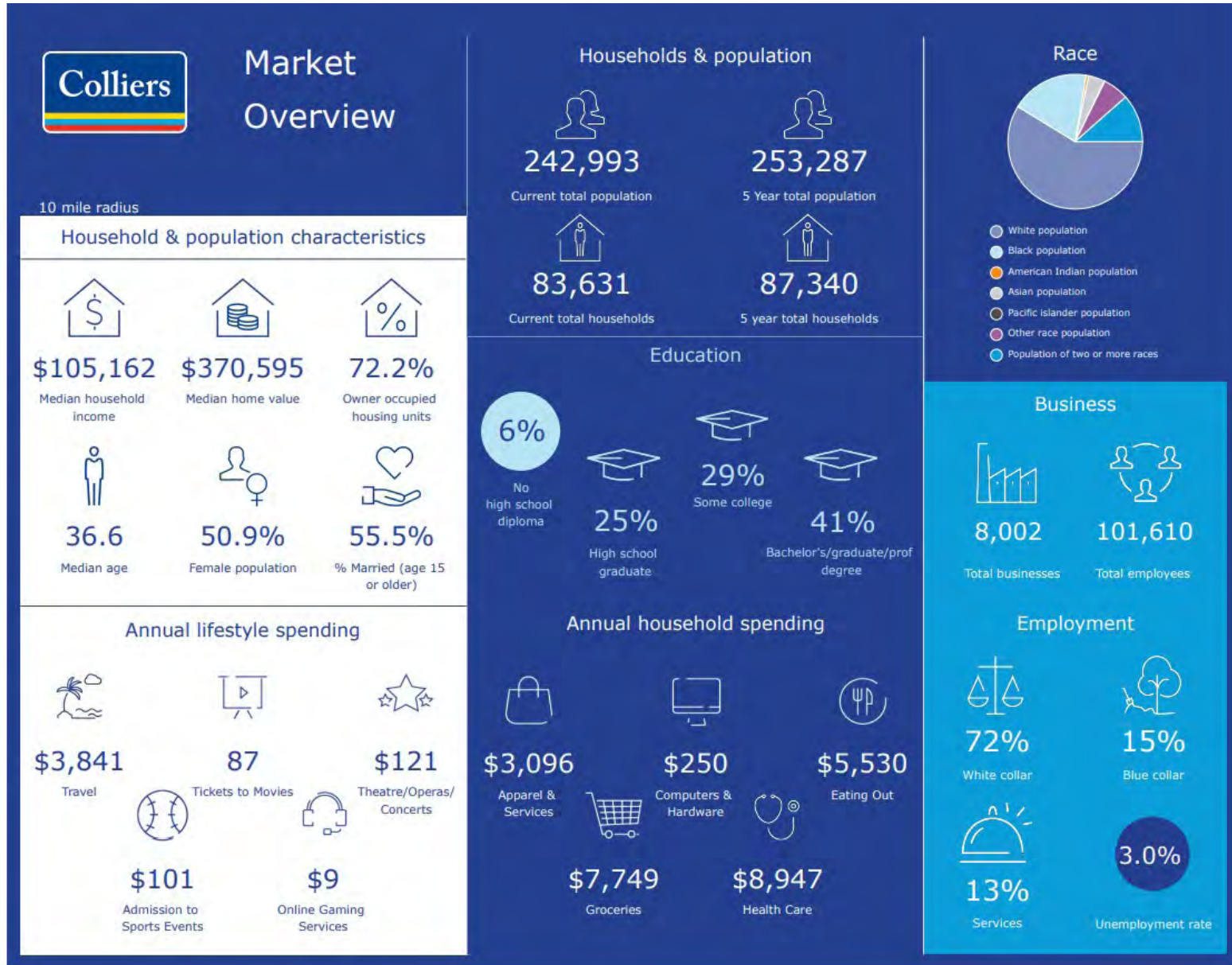
60 MINUTE DRIVE

Population	5,063,872
Med. HH Income	\$112,568
Proj. Med. HH Income Growth	2.6%
Blue Collar Workforce	12.9%

120 MINUTE DRIVE

Population	11,266,415
Med. HH Income	\$97,336
Proj. Med. HH Income Growth	2.36%
Blue Collar Workforce	15.9%

DEMOGRAPHICS



NORTHERN VIRGINIA INDUSTRIAL LAND

STAFFORD, VA | 448.103 ACRES AVAILABLE | ZONED M-1

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Agenda 6A5

EPA BROWNFIELDS GRANTS

Stafford County EDA

January 13, 2023

What is a Brownfield?



A brownfield is a property, the expansion, redevelopment, or reuse of which may be complicated **by the presence or potential presence** of a hazardous substance, pollutant, or contaminant.

Why Brownfields?

The EPA Brownfields Program assesses sites contaminated by hazardous substances, pollutants, contaminants (including hazardous substances comingled with petroleum), and/or petroleum.

Cleaning up and reinvesting in these properties:

- Increases local tax bases
- Facilitates job growth
- Utilizes existing infrastructure
- Takes development pressures off of undeveloped, open land
- Improves and protects the environment



Brownfields Programs

EPA Programs:

- Assessment Grants funding for brownfield inventories, planning, environmental assessments, and community outreach. County wide (Up to \$500,000), Regional (Up to 1 Million), Targeted Brownfields Assessment (Single Property Up to \$120,000).
- Revolving Loan Fund (RLF) Grants provide funding to capitalize loans that are used to clean up brownfield sites.
- Cleanup Grants provide funding to carry out cleanup activities at brownfield sites owned by the applicant.
- Multipurpose (MP) Grants provide funding to conduct a range of eligible assessment and cleanup activities at one or more brownfield sites in a target area.

Virginia Department of Environmental Quality Programs:

- Site Assessment and Planning Grant (up to \$50,000 with 1:1 match)
- Site Remediation Grant (up to \$500,00 with 1:1 match)

Agenda 6B



Smart Technology Innovation Loan Fund

The Smart Technology Innovation Loan (STIL) is designed to stimulate the growth of new and innovative technology-based businesses in Stafford County. The STIL provides early stage capital to technology companies and businesses as a forgivable loan.

The Program is part of the strategy to create new jobs, encourage new business start-ups and expansion, and grow tax base by assisting entrepreneurs and stimulating business growth in the County.

The Stafford County Economic Development Authority's (EDA) lending program(s) have three (3) primary economic development goals, eligible applicants must meet at least one of these goals:

New job creation for sales growth.

Technology Research & Development.

Expansion in to new or emerging markets.



USE OF FUNDS:

Operational Working Capital
Technological Research & Development
Machinery and Equipment

AMOUNT OF THE LOAN:

The maximum loan amount shall be \$25,000. Equity requirement for the program include a 1:1 match via the business through equity (cash) investment, state and/or federal Loans, etc.

LOAN TERMS:

Three (3) years. The loan principle shall be forgiven at a pro rata rate per year.

INTEREST:

The interest rate shall be calculated at 15% fee on outstanding principle. If the business does not maintain operations in Stafford as per loan terms the loan and all interest at the date of relocation is repayable.

GENERAL CONDITIONS:

Eligible businesses must be operating within the "smart technology" field as defined, reviewed, and acknowledged by the Virginia Smart Community Testbed Executive Committee.



CONTACT US:
STAFFORD COUNTY ECONOMIC DEVELOPMENT
JOSH SUMMITS | 540 - 658 - 8664
jsummits@staffordcountyva.gov
StaffordEDA.com





Business Growth Fund

The Business Growth Fund provides market-rate gap financing to businesses for commercial real estate development projects; furniture, fixtures, & equipment; inventory; and working capital.

The Stafford County Economic Development Authority's (EDA) lending program(s) have three (3) primary economic development goals, eligible applicants must meet at least one of these goals:

New job creation or job retention.

Technology upgrades or innovation.

Expansion in to new or emerging markets.



USE OF FUNDS:

Land and Building Costs including acquisition, construction, and rehabilitation; Soft Costs associated with property development; Working Capital; and Machinery and Equipment

AMOUNT OF THE LOAN:

The maximum loan amount shall be \$200,000 or 40% of the total project costs, whichever is less. The minimum loan amount is \$15,000.

LOAN TERMS:

Loan terms are variable dependent upon their usage. Typically loan terms equal up to 5 years for working capital or soft costs, up to 7 years for equipment, and up to 15 years for leasehold improvement, and up to 20 years for real estate.

INTEREST:

The interest rate shall be determined based on loan underwriting and the overall risk associated with the loan. Loan interest rates shall not exceed the Wall Street Journal Prime Rate (WSJ Prime Rate) +1.0%.

GENERAL CONDITIONS:

Eligible businesses are defined to include commercial real estate development companies, non-profit organizations, non-profit CDCs engaged in real estate development projects, commercial and industrial businesses, wholesale, retail, service enterprises, advanced technology companies, and manufacturing firms. Businesses must be registered and current with Stafford County.



CONTACT US:
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jsummits@staffordcountyva.gov
StaffordEDA.com



Micro-Loan Program



USE OF FUNDS:

Operational working capital
Machinery and Equipment
Leasehold Improvements
Leveraging other private capital

AMOUNT OF THE LOAN:

\$5,000 to \$50,000;
Loans above \$15,000 require an equity (cash) contribution by the applicant or financing by a private lender of at least 10% of the total project costs.

LOAN TERMS:

Loan terms are variable dependent upon their usage. Typical loan terms equal up to 3 years for working /operating capital, up to 5 years for FF&E, and up to 15 years for leasehold improvements.

INTEREST:

The interest rate shall be determined based on loan underwriting and the overall risk associated with the loan. Loan interest rates shall not exceed the Wall Street Journal Prime Rate (WSJ Prime Rate) +1.0%.

GENERAL ELIGIBILITY:

Eligible businesses are defined to include though are not limited to retail businesses, service enterprises, small batch manufacturing firms, makers, and advanced technology businesses. Businesses must be registered and current with Stafford County.

The Micro-Loan Program provides low-cost, short-term financing aimed to meet the growth opportunities and immediate needs of new and/or existing businesses.

The Stafford County Economic Development Authority's (EDA) lending program(s) have three (3) primary economic development goals, eligible applicants must meet at least one of these goals:

New job creation or job retention.

Technology upgrades or innovation.

Expansion into new or emerging markets.



Agenda 7A

https://fredericksburg.com/news/local/education/federal-spending-bill-includes-1-1-million-for-germanna-community-college/article_d71ea010-8779-11ed-8e9d-bb97c9ae16ab.html

ALERT TOP STORY

Federal spending bill includes \$1.1 million for Germanna Community College

Adele Uphaus

Dec 31, 2022



Germanna Community College will receive money for expansion from the latest federal spending bill.

File, Mike Morones, The Free Lance-Star

Adele Uphaus

The federal omnibus spending bill signed last week by President Joe Biden includes \$1.1 million for Germanna Community College’s cybersecurity and nursing programs and to establish a free clinic at its Locust Grove campus.

Sens. Tim Kaine and Mark Warner secured \$870,000 for Germanna’s James R. Clapper Center for Innovation in Cybersecurity and Rep. Abigail Spanberger secured \$251,000 to purchase equipment for the Robert C. O’Neill Wellness clinic.

Construction on the clinic, which will be part of the new Frank and Nancy Turnage Health Sciences Building at the Locust Grove campus, is expected to begin soon, according to a press release from Germanna.

The clinic will provide free health care to uninsured or underinsured members of the community, many of whom live in rural areas without easy access to such services. Screenings, referrals, dental care, physical therapy, wellness evaluations and healthy living classes will be provided by students from Germanna’s nursing and health technologies program, enabling them to receive clinic hours necessary for graduation.

People are also reading...

- 1 Driver pleads guilty in fatal wrong-way crash in 2021**
- 2 Spotsy man charged after alleged sexual offenses with a minor**
- 3 Police: 1 killed, 4 hurt in shooting at Virginia home**
- 4 Nick Cannon welcomes baby No. 12, his 5th this year**

Eileen Dohmann, senior vice president and chief nursing officer at Mary Washington Health Care, said the clinic is a good investment “that will fill a critical need for primary care services in our community.”

“The Wellness Clinic will also offer a great learning experience for our Germanna nursing and health care students,” she said in the press release. “Our community needs the Germanna Wellness Clinic.”

Funding for the Clapper Center will go toward growing the college's cybersecurity degree and credential programs.

Germanna's president Janet Gullickson said the community college, which has been designated as a National Center of Academic Excellence in Cyber Defense Education by the National Security Agency and the Department of Homeland Security, is "committed to ramping up educated professionals in [the cybersecurity] field."

"We understand, as Sen. Kaine and Sen. Warner do, how vital cybersecurity is to our national security, and how great the need is for skilled cyber professionals here in our service area," Gullickson said.

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Agenda Item 7B

UMW Voice

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UMW Awarded \$250,000 for Fredericksburg Region Internships

AUGUST 23, 2022 BY GUEST AUTHOR

The University of Mary Washington has received a \$250,000 grant from SCHEV – the State Council of Higher Education for Virginia – to expand paid and credit-bearing student internships in collaboration with Virginia employers. The grant is part of the [Fund for Excellence and Innovation](#), also known as the [Virginia Talent + Opportunity Partnership](#).

The grant will support a program director who will oversee the establishment and operation of the Rappahannock Work & Learn Collaborative (RWLC), serving the Fredericksburg area, the Northern Neck and the Middle Peninsula, said UMW Associate Provost for Career and Workforce Kimberly Young.

UMW and the RWLC will lead the effort to connect employers to students and increase the number of high-quality internships and other work-based learning opportunities in [Go Virginia](#) Region 6. Employers, community partners, K-12 school divisions and postsecondary institutions will advise the RWLC and serve as an employer network.

“Collaborations between employers, industry partners, K-12 education and postsecondary education have increased dramatically in recent years,” Young said. “We are proud of the joint efforts and initiatives discovered in the process of developing this proposal.”

The partnership will enhance ongoing networking and resource sharing among industry, academic and community partners, including support and expansion of the Fredericksburg Regional Chamber of Commerce’s [regional internship expo](#) first held this spring.

UMW has long supported internships and other working-learning arrangements for students to round out their academic studies while helping employers attract and retain talented, experienced employees with a built-in affinity for our region. In the past three years, UMW students have completed 706 internships, with 86% working in Virginia.

The [Intern Adventures](#) blog allows students who have received UMW internship grants to share information and observations about their experiences. UMW students interested in internships can stop by the Center for Career and Professional Development (Cedric Rucker University Center Suite 206), [book an appointment](#), call 540-654-5646 or email ccpd@umw.edu.

Read more about SCHEV’s efforts on behalf of [high-quality internships](#).



The University of Mary Washington has received a \$250,000 grant from the State Council of Higher Education for Virginia to expand high-quality student internships in collaboration with Virginia employers.

FILED UNDER: TOP STORIES

TAGGED WITH: CENTER FOR CAREER AND PROFESSIONAL DEVELOPMENT, KIMBERLY YOUNG, SCHEV



[Skip to main content](#)

Securing the future for all

Top preparation for IT professionals

Test Prep and Certifications

Start and Advance your Information Technology Career with the CompTIA course selection at UMW

Whether you are taking an exam to pursue your education, or are looking to certify your skill set, UMW can help connect you to exam preparation courses that will prepare you to excel! Learn more about our offerings and partnerships with CompTIA.

CHOOSE FROM THE FOLLOWING

CompTIA has four IT certification series that test different knowledge standards – from entry-level to expert.

CORE



CYBERSECURITY



INFRASTRUCTURE



PROFESSIONAL



DATA & ANALYTICS



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Academic partnership:

CompTIA.

University of
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Continuing and Professional Studies

Request More Information: 540-286-8098 | continuingstudies@umw.edu

A Career in Cybersecurity Starts Here.

Get Certified in Cybersecurity



University of
Mary Washington
Continuing and Professional Studies

Top preparation for the (ISC)² Certified Cybersecurity exam

ABOUT COURSE

This new entry level cybersecurity certification from (ISC)² enables students, incoming professionals, and career changers to build confidence and enter their first cybersecurity role prepared for what's next. The certification will focus on the following domains:

- Security Principles
- Business Continuity, Disaster Recovery, & Incident Response
- Access Controls Concepts
- Network Security
- Security Operations

*This course prepares participants to take the (ISC)² Certified in Cybersecurity exam

COURSE DATES

The class is available in person (Stafford) and live over Zoom. This is an evening course from 6-8 on the following dates:

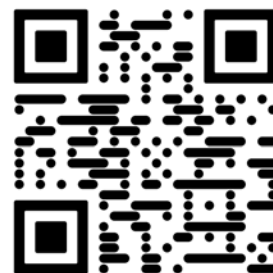
- SPRING & FALL DATES
COMING SOON!

COURSE RATE

This highly sought after, scholarly test preparation course, offered in-person or online.

- Exam voucher included
- Best value offered at an affordable rate!

UMW Continuing & Professional Studies is the ONLY institution regionally to offer this course type at this price.



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UMW Workshop Shares Makerspace Magic With Stafford Educators

DECEMBER 12, 2022 BY LINZY BROWNE

LEAVE A COMMENT

The University of Mary Washington’s College of Education (COE) hosted a hands-on field trip last month for Stafford County Public School teachers, who left with plenty of lessons to take back to their classrooms.

The main goal of the day was helping educators discover new, innovative resources to implement into their academic toolkit. Each one had an opportunity to experience the COE makerspace, a technology- and tool-filled area open to Mary Washington students and local educators.

“Makerspaces are designed to give students real-life, modern skills in science, technology, engineering and mathematics, while also allowing them to think critically with innovative problem solving and creativity. With the evolution of our technological age, giving students access to these skills has never been more important,” said UMW College of Education Dean Pete Kelly. “The University’s partnership with Stafford County Public Schools gives our local educators the best resources to confidently implement makerspaces into their schools.”

The group convened in the College of Education’s newly renovated home of Seacobeck Hall, with four sessions facilitated by UMW faculty members Kristina Peck, Kevin Good and Danielle Springston, as well as Stafford County Instructional Technology Coordinator Monica VanHusen.

The day’s sessions included:

Creating a Makerspace That Works: This session defined what a makerspace is and taught educators how to use the makerspace to create an inclusive and inviting space for all students and teachers.

Our Space-Our Place: This session gathered Stafford schools to collaborate on creating strategies for successfully and effectively implementing makerspaces into classrooms.

Makerspace + Content = Engagement: In this session, educators learned how to integrate makerspaces into their content lessons in ways that encourage students to learn from their failures, think outside the box and engage with content in real world situations.

Sandbox – Let’s Play: This session allowed educators to explore different levels of technology – high, low and zero – to evaluate how each level will benefit the makerspace in schools.



UMW College of Education Director of Clinical Experiences and Partnerships Kristina Peck leads a session during last month’s makerspace workshop. Hosted by UMW, the event was designed to help educators from Stafford County Public Schools delve deeper into the value of hands-on makerspace areas for aspiring teachers. Photo by Brolin Creative.

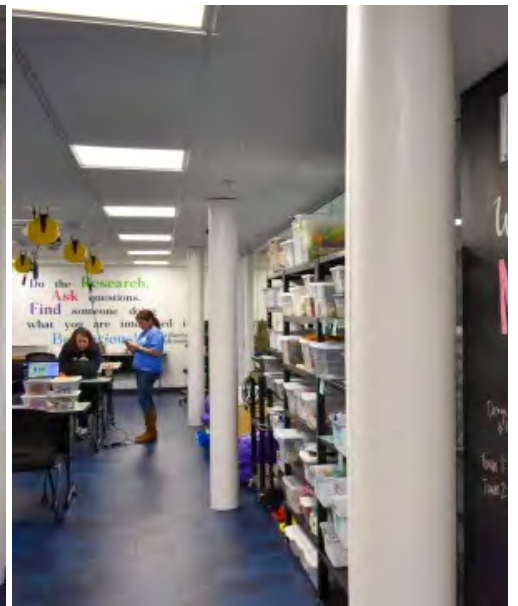


[Skip to main content](#)



"The University of Mary Washington's College of Education has been a valuable partner in our effort to provide Stafford students with industry-leading resources, such as makerspaces. The University's generosity has had a tremendous impact on the enhancements we are able to provide for our students, and we are grateful for this important partnership," said Stafford Schools Superintendent Dr. Thomas W. Taylor.

The UMW makerspace is located in Seacobeck Hall, the College of Education's newly renovated building, equipped with the latest technologies and flexible classroom spaces. This space has been specifically designed to accommodate not just the University's students, but also to welcome local educators who want to use its amenities.



"The University has been a tremendous supporter of not only the education of the young minds of our community but the teachers who work hard to educate them," Taylor said. "Stafford is a great place to live, work and learn because of the many ways we invest in our own. I look forward to celebrating our continued success as a learning community as together we Elevate Stafford."

FILED UNDER: TOP STORIES

TAGGED WITH: COLLEGE OF EDUCATION, DSPRING2, KGOOD, KPECK, MAKERSPACE, PKELLY3, SEACOBECCK, STAFFORD COUNTY PUBLIC SCHOOLS

Topic: **News**

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JANUARY 10, 2023

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CCPD Welcomes New Employee, Amanda Talbert

January 4, 2023 by [Guest Author](#) [Leave a Comment](#)

Introducing the newest Associate Director at UMW's Center for Career and Professional Development

Amanda Talbert has been named Associate Director in the Center for Career and Professional Development at UMW. In this position, Talbert will be responsible for aiding in the growth of student internships by engaging employers throughout the greater Fredericksburg region and beyond. Talbert will prioritize the expansion of relationships with employers and alumni to include various on-campus and off-campus professional development activities.

"This role is critical in helping us achieve our goal of connecting the region's employers with the students at UMW who will make up the workforce of today and tomorrow. We are thrilled to have Amanda on board!" said Kimberly Young, Associate Provost for Career and Workforce at UMW.

Talbert is no stranger to the UMW leadership team. She comes to UMW from GEICO where she most recently worked as the Regional Public Affairs Coordinator managing relationships with community partners representing the major employers in the region including UMW. Her focus there was on community relations that engaged the large associate population and grew the successful insurance brand. Her time was spent on associate volunteerism, leadership development (to include interns), board representation as well as philanthropic strategy throughout the mid-Atlantic region from Virginia to Pennsylvania. Additionally, she brings years of experience in Human Resources operations. She has over 30 years of corporate experience to lean on in growing the University's partnerships with employers to create opportunities for student internships and first careers.

As a Fredericksburg native, Amanda has served on many local and regional boards to make an impact in the areas of youth development, economic development and social justice just to name a few. She and her family enjoy camping and traveling throughout the country. "I am delighted to be able to harness the power of relationships to bring UMW's best and brightest students to companies looking to leverage top talent for future success," says Talbert.

Filed Under: [Announcements](#)

Speak Your Mind



Amanda Talbert

SEARCH EAGLEEYE

ANNOUNCEMENTS

[20th Anniversary Great Lives Lecture Series Kicks Off Jan. 19](#)

[GW and Thornton Street Lots Reserved for Orientation Parking, Jan. 6](#)

[Enhanced Annual Leave Benefit for Veterans](#)

[UMW Faculty/Staff \(Who Also Are Alumni\) Get-Together, Jan. 11](#)

[January Coffee Talk, Define Your Vision for the New Year, Jan. 10](#)

[CCPD Welcomes New Employee, Amanda Talbert](#)

[Winter Weather Reminders for Changes in Operations/Schedules](#)

[View All "Announcements"](#)

UNIVERSITY EVENTS

[Winter Club Carnival](#) Jan 11

Location: [Cedric Rucker University Center \(Various Locations\)](#)

[\(Women's Basketball\) Chris. Newport vs. Mary Washington](#) Jan 11

[\(Men's Basketball\) Hood vs. Mary Washington](#) Jan 11

[Last day to add courses \(by 5:00 p.m., 16-week semester & 1st 8-week term\)](#) Jan 13

[\(Men's Swimming\) Mary Washington at Catholic](#) Jan 14

[View all University Events](#)

Agenda Item 7C

Cyber 4+

Stafford County Public Schools has developed Cyber 4+, a Cybersecurity Dual Enrollment Program, in partnership with Germanna Community College (GCC) and local businesses.



This pathway provides the opportunity for a student to earn an associate's degree through Germanna Community College while in high school at no cost for dual enrollment and industry recognized credentials to meet graduation requirements to prepare students for high-skill, high-wage, and in-demand careers. This application-based program is contingent on the availability of funding/staffing.

Sample Course Progression

9th Grade (SY 2022-23)	10th Grade (SY 2023-24)	11th Grade (SY 2024-25)	12th Grade (SY 2025-26)
English 9 1130 or 1130H	English 10 1140 or 1140H	DE English 111-112 (6 out of 9 English credits)	DE English 245-246 (6 credits) (satisfies remaining 3 English credits and 3 of 6 Humanities credits)
World History and Geography I 2215 or 2215H	World History and Geography II 2216 or 2216H	DE US History HIS 121-122 (satisfies 6 history credits)	DE US Government PLS 135-136 (6 transfer credits) OR Virginia and United States Government 2440
<i>MATH PATHWAY 1</i> Algebra I 3130 or 3130H	Geometry 3143 or 3143H	Algebra II 3135	AP Statistics 3192 or DE Quantitative Reasoning MTH 154 AND DE Statistical Reasoning MTH 155 (3 mathematics credits each)**
<i>MATH PATHWAY 2</i> Geometry 3143 or 3143H	Algebra II 3135 or 3135H	DE Pre-calculus MTH 161-162 (3 mathematics credits and 3 elective credits)	AP Calculus AB or BC OR DE Calculus I MTH 263 (4 mathematics credits and 1 elective credit)
<i>MATH PATHWAY 3</i> Algebra II 3135 or 3135H	Pre-calculus 3162 OR DE Pre-calculus MTH 161-162 (3 mathematics credits and 3 elective credits)	AP Calculus AB or BC OR DE Calculus I MTH 263 (3 mathematics credits and 1 elective credit) AND DE Calculus II MTH 264 (3 elective credits)	AP Statistics 3192
Earth Science 4210 OR Biology 4310H	Biology 4310H OR AP Computer Science A* 3185	DE Biology 101-102 4320DE (8 science credits)	DE Physics PHY 201-202 or DE Chemistry CHM 101-102 (8 elective credits)

9th Grade (SY 2022-23)	10th Grade (SY 2023-24)	11th Grade (SY 2024-25)	12th Grade (SY 2025-26)
IT Fundamentals 6670	Cybersecurity I 6302 Earning the CompTIA A+ Operating Systems satisfies GCC DE ITN 106 Microcomputer Operating System (3 credits)	Cybersecurity II 6304 Earning the CompTIA Network+ Certification satisfies GCC DE ITN 101 (3 credits)	Cybersecurity III 6306 Earning the CompTIA Security+ Certification satisfies GCC DE CISSP ITN 260 Network Security Basics (3 credits)
AP Computer Science Principles 3186 OR Elective	Economics & Personal Finance OR Elective	AP Computer Science A* 3185 OR AP Computer Science Principles 3186 OR Elective OR DE ITP 120 (3 credits)	DE Art I ART 101 or DE Modern Art ART 106 (3 credits each) (satisfies the 3 of 6 Humanities credits)
Health and Physical Education 9 7300	Health and Physical Education 10 7400	Business Management 6135 OR 6135IB IB Business Management SL** OR DE BUS 236 Communication in Management	DE CST 100: Principles of Public Speaking (3 credits - 1 semester) AND Senior Capstone (1 semester)
World Language	World Language	World Language	Elective

^Students will complete SDV 100 (Student Development) through GCC in either their sophomore or junior years.

*Students must take the AP exam and score a 3 or better to earn GCC credit for DE CSC 201 (4 credits).

**Students must take the IB exam and score a 4 or better to earn GCC credit for DE BUS 236 Communication in Management (3 credits).

***Students in this mathematics course sequence may also choose to enroll in Pre-calculus 3162 or DE Pre-calculus MTH 161-162 (6 credits) to best prepare for college Calculus or ensure that GCC elective requirements are met through other coursework.

Upon completing the Cyber4+ pathway (including the four industry certifications, students may choose from three subsequent pathways after graduating or some combination:

1. Go directly to the workforce.
2. Pursue a second, cybersecurity specific, associate's degree.
3. Transfer to a four-year college or university to complete their bachelor's degree.

Agenda 8A

Current EDA Members and Terms
January 2023

Member	District	Current Term Expires
Griffin, J	Rock Hill	06/04/23
Newlin, D	George Washington	06/04/23
Rowley, J	Hartwood	06/30/25
Hagerman, H	Garrisonville	06/02/24
Owen, H	Falmouth	06/02/24
Wilson, M	Griffis-Widewater	06/30/25
Davis, D.	Aquia	06/30/26