

REGULAR MEETING MINUTES

March 10, 2023

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, March 10, 2023.

1. CALL TO ORDER

This meeting was called to order by Mr. Owen at 9:05 AM. A quorum was present and accounted for. There were no conflicts of interest declared by members.

Members Present

Joel Griffin, Chairman
Don Newlin, Vice Chairman (virtual)
Howard Owen, Treasurer
Danielle Davis
Heather Hagerman
Jack Rowley
Marlon Wilson

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
Lisa Logan	Tourism Program Director

Also Present

Charles Payne	Legal Counsel
Jennifer Morgan	RIoT
Stephanie Johnson	President, Stafford Education Foundation
Myriam Brown	Executive Director, Stafford Junction
Hunter Berry	Stafford County Public Schools
Paul Santay	Chief Director of Development Services, Stafford County
Dexter Cummings	Planning Commissioner Liaison, Stafford County

2. APPROVAL OF MINUTES

A. February 10, 2023 Regular Meeting Minutes

Ms. Davis motioned to approve the February Regular Meeting Minutes. Mr. Rowley seconded.

VOTE: 7-0 Approved

3. PUBLIC PRESENTATIONS

A. AJGA Local Charities Check Presentation

Ms. Logan stated the American Junior Golf Association event last year was a great success with over \$40,000 raised for charities and \$20,000 of this went back to local charities in Stafford County: Stafford Education Foundation and Stafford Junction both receiving \$10,370 each. This year's goal for the AJGA event is to raise double for charities. Ms. Logan thanked the EDA members for sponsoring the event and introduced Ms. Johnson, Ms. Brown and Mr. Berry. Ms. Logan presented the checks and Ms. Browne took photos of the EDA members and those present from the local charities for marketing purposes.

Both Ms. Johnson and Ms. Brown thanked the EDA members for their sponsorship of the AGJA event. Ms. Johnson stated the Stafford Education Foundation monies will go directly to their Future Educators Scholarship fund, thus going back to the students and the classrooms. Ms. Brown stated Stafford Junction's monies will help to rebuild their programs. Ms. Logan thanked Ms. Johnson, Ms. Brown and Mr. Berry for attending the check presentations.

4. TREASURER'S REPORT

A. Current Financials

Mr. Owen stated the following:

- Up North Kutz has paid off their loan early, which brings \$30K back to EDA funds
- 2 loans were closed this week (reported on last month)
- Route 1 property loan sold to Montano (about \$300K) may also be paid off soon
- A new, large loan (plant growing industry that sells to local supermarkets) is under review (staff). May go to Loan committee in March, then EDA April.
- Current assets \$2.5 million but this does not take into account the \$200K Check to Germanna in February or the upcoming \$550K check to same that will be issued once DHL transaction is complete which will leave assets at \$1.8 million

Mr. Rowley motioned to approve the Treasurer's Report. Ms. Hagerman seconded.

VOTE: 7-0 Approved

5. CHAIRMAN'S REPORT

Mr. Griffin noted the following:

- Several women from Stafford received awards from the 2nd Inaugural influential Women's event and suggested the EDA recognize them
- The Chairman asked if staff had received a request from a Supervisor Allen regarding EDA support for her health form and for sponsorship for the Juneteenth event. Mr. Holden said that they have not.
- Mr. Griffin asked Mr. Wilson to follow-up on Supervisor Allen's request for contribution to these events EDA, seeking formal sponsorship ask.
- Mr. Griffin was recently approached by Mr. George Hinkley who has started a non-profit drone education program for middle school students; would like to have Mr. Hinkley come and present at future EDA meeting. Mr. Holden noted that this program was at Stafford High School last year and the Testbed was a part of the program as VIPC funded a portion if not all of the effort. He has been told the program will also be at UMW Stafford as a summer camp this year. Mr. Holden shared there are many drone activities in the works locally including one for veterans.
- The Board of Supervisors' Strategic Plan has been updated; Mr. Rowley requested Mr. Holden send the members a link to the Plan.
- Mr. Owen shared that two emails from the Board recently went out: one regarding the Strategic Plan and the other regarding the Budget. Mr. Owen asked if the Budget had been approved. Mr. Holden stated the budget has not been approved yet, but the Board has begun a series of workshops to discuss over the next few months.
- Mr. Griffin added that he is behind on a letter to the Board, from the EDA reminding the Board of the EDA's work and suggesting, perhaps, the EDA be included in the budget.
- Mr. Griffin acknowledged that he is filing to be a candidate for the State Senate District 27. He does not believe this will conflict with his role as the Chairman. Members expressed enthusiasm for his decision to run and further acknowledged no conflict.

6. SECRETARY'S REPORT

A. Marketing and Events Update

Ms. Browne noted the following:

1. Plans for Business Appreciation Reception

- May 17 at Cyber Bytes Foundation
- 47 currently registered though still two months out
- Only 1 applicant for the Awards (Business of the Year, Innovation, Don Newlin Community Service Award)
- Requested members email her other suggestions for nominees
- Sponsors: Transurban-Title at \$6K, Germanna-Entertainment at \$2K
- 10 Table sponsorships at \$1K each should cover the rest of BAR expenses

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- Theme: Celebrating Businesses in Stafford
- Mr. Holden noted the BAR's theme this year fits well being the 50th anniversary of the EDA and allows the EDA to initiate a request of Supervisor English that the County acknowledged long-standing business in Stafford. However, the challenge is and will continue to be knowing those businesses and having accurate knowledge of this data. He asked Members to email Ms. Browne with businesses they would like included in the BAR. He noted that the registration requires them to state the year they started their business in Stafford. Mr. Owen inquired if the Commissioner of Revenue's office would have all the local business data and Ms. Davis suggested contacting the State Commission for this information. Mr. Holden responded that the COR and SCC does not necessarily disclose the business start dates.
- Mr. Holden asked Mr. Newlin and Ms. Hagerman to serve on the Awards Committee and they agreed to do so.

2. Future Beer & Business

- Next one is May 10 at Highmark Brewery
- Sponsored by Fred Nationals
- Fall B&B event will be at Barley Naked in August and sponsored by Virginia Credit Union. This sponsorship is an immediate sponsorship due to them attending the Feb. 8 B&B. Ms. Browne noted these events are getting great traction. Mr. Owen added that he attended the event and it was well done, the participants all seemed to enjoy the networking, and the program was run well, informative, and "just right" timing.

3. AJGA Update

- June 25-29; 25th is Tournament date
- Goal is to raise \$80K this year which is double what was raised last year
- Will benefit local charities: Big Brother/Big Sister and Special Olympics Area 11
- Need teams (\$1200) and sponsors—Members encouraged to help sell teams for the event.

B. Retail Development and Tourism Zones

Mr. Holden shared the following:

- Bid has gone out for updated cost estimates for Airport Facility
- Mr. Holden has begun to draft a request for proposals in the works for a Retail Strategy that would come into effect after July 1, 2023
- Staff are working on recommendations for restaurant and retail incentives internally with County Administration that might be included into the development of Tourism Zones

C. RIoT Sponsorship

- Mr. Holden noted that the RIoT sponsorship package was in the EDA Agenda package. He will be meeting with the Procurement Office as he would like to sponsor RIoT at the “Disruptor” level (\$50,000). He believes but has to confirm that a sponsorship can be done without a bid request. He reminded the EDA their role in bringing RIoT to Stafford and Virginia through the Go Virginia grants that established the Testbed.
- Mr. Owen asked if the grants funding RIoT currently are ending. Mr. Holden stated they end June 30, 2023.
- Ms. Morgan referred to the RIoT handout and shared the following:
 - New Foundations session started 3/6 with 20 registered
 - 12 of the registrants own a Stafford-based business
 - One registrant is a client of Ms. Hagerman’s. Ms. Hagerman thanked Ms. Morgan for
 - assisting her client.
 - Hosted Developer Day on 3/7 with six cyber-focused sessions
 - 40 attendees; great turnout from Germanna students and faculty

D. Testbed Update

Mr. Holden shared the following:

- Testbed staff (Ms. Marques) organized and he and her held a meeting with Stafford Fire Chief and his Assistant and as result they are engaged and working on upcoming controlled fire test that will include dignitaries from DHS and FEMA and they are interested in additional Pilot Projects.
- Staff are pursuing a Go Virginia Grant to expand the reach of the Testbed across Region 6. The idea is to take what has been learned at the Testbed across our Region and have a series of ‘community discovery sessions’ to inform local leaders what technology solutions are available for their use. He added that this grant would be an EDA grant and provide funding to support Ms. Browne’s work for the EDA. He expects that there will be no additional EDA funds needed for the project. Staff will present a draft near-final application to the EDA at its April meeting
- Mr. Owen inquired if anyone from Go Virginia has asked about EDA’s partnership. Mr. Holden noted that a member of the Go Virginia Region 6 Committee attended the Cocoflo opening and they are aware, but he can look into having them present. Mr. Owen stated if EDA is really leading the way with Region 6, the Board of Supervisors should know about it. Mr. Griffin noted he has served on the Go Virginia Board and shared that they look at 3 main factors: technology, manufacturing and agriculture and Stafford is leading the way in technology.
- Mr. Owen asked how many grants has the EDA received from Go Virginia. Mr. Holden stated there have been two. Mr. Rowley noted these grants have been quite successful. Mr. Owen suggested having Go Virginia discuss EDA’s impact and showcase these successes.

7. **COMMITTEE AND WORKING GROUP REPORTS**

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

Mr. Summits referenced the Loan Progress Report and stated the following:

- Embrey Mill loan will begin making payments and will then be on the March Loan Progress Report
- UpNorth Kutz intends to pay off its loan and thus may likely not be on the April Report
- Two new loans have closed (Stellar Investments-Real-Axe and Columbus Cartography) will show in the May Report

Mr. Owen asked the amounts of the two new loans and Mr. Summit noted Real-Axe loan was \$10K and Cartography loan was \$20K. Mr. Owen suggested having the Real-Axe company at a Beer & Business event. Members discussed liability insurance possibilities for axe-throwing at a B&B event and it was concluded that the liability would be the brewery's responsibility and noted that this was a consideration the Loan Committee asked and inquired about.

B. Germanna Group (*J Rowley*)

Mr. Rowley stated the following:

- Deconstruction of new buildings will start soon
- Classes in new buildings scheduled to start Summer 2024
- The EDA and Germanna agreement needs revised as it applied to leased building and now the college is expanding into the newly-purchased buildings at Center Street.
- Mr. Holden noted the amendment in the Agenda Package but stated there will be more revisions. Mr. Rowley asked if Mr. Holden could meet after today's meeting and go over the Agreement revisions line by line and Mr. Holden agreed.
- Mr. Rowley expressed concern with a meeting of Germanna leadership with members of the Board of Supervisors. The meeting included Dr. Gullickson and others, but he was not present. Mr. Rowley was told that Germanna was given 15 minutes to present but after only a few minutes two Supervisors interrupted and the presentation was derailed. He was told, after, that Supervisor Bohmke spoke with Dr. Gullickson and they had a nice conversation regarding Germanna's 25-acre parcel that the County wants back. Mr. Rowley stated Dr. Gullickson's position is that this issue requires a broader conversation in future.

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

- Mr. Holden noted RV Parkway and First Line item has been authorized for rezoning to M2 by the Board and now goes to Planning Commission. The best options water and wastewater are still being worked out with Utilities. Mr. Owen asked if EDA would need to pay for water costs and Mr. Holden stated not currently and that this will be part of ongoing negotiations with First Line and neighboring landowners.

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

- Mr. Hendon shared they are still awaiting the state's response on the "VATI" grant. Mr. Griffin asked if there is an anticipated response timeframe and Mr. Hendon stated original response date of Dec. 2022 but has no further update. Mr. Rowley

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inquired if ARPA funds were used for this grant. Mr. Hendon shared his understanding that the Board pledged a portion of ARPA funds as part of the match for the grant.

8. OLD BUSINESS

None

9. NEW BUSINESS

Mr. Holden noted a contractual staffing issue for Executive Session

Mr. Griffin motioned to go into Executive Session. Ms. Davis seconded.

VOTE: 7-0 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. No votes were taken in Executive Session.

After Executive Session, Mr. Griffin shared that legislation was passed. This legislation will allow for a grant found that will allocate monies for defibrillators for elementary and secondary schools. It is awaiting the Governor's signature. Once signature is received, schools can apply in July to get defibrillators into their buildings.

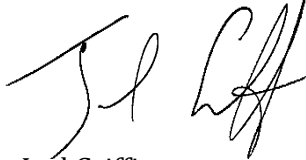
11. ATTORNEY'S REPORT

None

12. ADJOURNMENT

The next regular EDA Meeting will be in-person at the Testbed and is scheduled for April 14, 2023, from 9-11am. There being no further business brought before the Economic Development Authority, Mr. Griffin adjourned the meeting at 10:16 AM.

MINUTES APPROVED BY:



Joel Griffin
EDA Chairman

MINUTES SUBMITTED BY:



John Holden
EDA Secretary

**REGULAR EDA MEETING AGENDA
MARCH 10, 2023**

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. February 10, 2023 Regular Meeting Minutes

3. PUBLIC PRESENTATION

- A. AJGA Local Charities Check Presentation

4. TREASURER'S REPORT

- A. Current Financials

5. CHAIRMAN'S REPORT

6. SECRETARY'S REPORT

- A. Marketing & Events Update
 - (1) Plans for Business Appreciation Reception
 - Flyer and marketing
 - Awards Committee
 - (2) Future Beer & Business
 - (3) AJGA update
- B. Retail Development and Tourism Zones
- C. RIoT Sponsorship
- D. Testbed Update

7. COMMITTEE AND WORKING GROUP REPORTS

- A. Loan Committee (*H Owen, D Davis, J Summits*)
- B. Germanna Update (*J Rowley*)
 - (1) Revised EDA-GCC Agreement
- C. Property Group (*D Hendon, H Hagerman, J Rowley*)
 - (1) RV Parkway update
- D. Broadband Expansion (*D Hendon, M Wilson*)

8. OLD BUSINESS

9. NEW BUSINESS

10. CLOSED SESSION

11. ADJOURNMENT

Next Regular Meeting Scheduled for April 14, 2023 in the Virginia Smart Community
Testbed at 9:00 AM

Agenda 2A

REGULAR MEETING MINUTES

February 10, 2023

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, February 10, 2023.

1. **CALL TO ORDER**

This meeting was called to order by Mr. Newlin at 9:02 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
Heather Hagerman	In-person
Jack Rowley	In-person
Marlon Wilson	Virtual

Members Absent

Danielle Davis

ED&T/EDA Staff Present

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

Also Present

Charles Payne	Legal Counsel
Jennifer Morgan	RIoT
Wendy Zelazny	Fredericksburg Chamber of Commerce
Susan Spears	Fredericksburg Chamber of Commerce
Tyrone Logan	Obsidian Solutions Group
Ginni Mastin	Matern Staffing
Paul Santay	Stafford County
Dexter Cummings	Stafford County Planning Department Liaison
Eric Fletcher	Mary Washington Healthcare

2. APPROVAL OF MINUTES

A. Dec. 09, 2022 Regular Meeting Minutes

Mr. Rowley motioned to approve the amended December 09, 2022 Regular Meeting Minutes. Ms. Hagerman seconded.

VOTE: 6-0 Approved

B. Mr. Rowley motioned to approve the January 13, 2023 Regular Meeting Minutes.

Ms. Hagerman seconded.

VOTE: 6-0 Approved

C. Mr. Owen motioned to approve the January 13, 2023 Special Meeting Minutes. Ms.

Hagerman seconded.

VOTE: 6-0 Approved

3. PUBLIC PRESENTATIONS

A. Ms. Spears introduced herself and Ms. Zelazny and stated the following:

- Fredericksburg Chamber of Commerce wants to work with EDA to continue to promote the Fredericksburg Area Region.
- The Chamber desires and asks the Stafford EDA to partner with the Chamber for the Leadership Visit in October 2023. Leadership Visit to Lexington, Kentucky, will allow us to learn creative solutions and lessons learned from their region which has similar challenges that our region faces.
- The Chamber intends to ask all regional EDA's and is seeking Stafford as the first and as a leader in the region.
- Lexington recently has enjoyed recent success in attracting businesses to and leveraging educational institutions in their area and the Chamber would like to have regional leaders learn from how they have done it.
- Proposing 3-day visit Oct. 11-13, 2023 and trip will include 50 individuals from our area.
- Goal of trip is to build strong partnership for coordinated action to improve regional competitiveness.

Discussion:

Mr. Owen asked why Lexington was chosen. Ms. Zelazny stated that Lexington completed a study that showed rebranding as a region would be better than rebranding individually. At time of October. visit they will have passed the year mark of their regional rebranding.

Mr. Owen asked if the regional rebranding is something the Lexington Chamber came up with? Ms. Zelazny stated the joint Chamber/Economic Development and Tourism Departments in that region worked together on this.

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Ms. Hagerman inquired what the total cost for this trip would be. Ms. Zelazny stated \$166,000 for overall trip which includes airfare, hotel, meals, staff work.

Ms. Zelazny requested the EDA to contribute \$20,000 and to send two local leaders from Stafford on the trip. Mr. Owen asked who the 50 people are that will be attending. Ms. Zelazny replied that all area EDA's will be asked to send two attendees and regional stakeholders will also be invited.

Mr. Wilson asked what the targeted outcome for our region would be? Ms. Zelazny replied that the targeted outcome is networking, relationship development, and shared goals to work to achieve regionally, together. Mr. Owen noted that the Fredericksburg area is often left out of Virginia Business Magazine's Top 50 list and stated this trip would be good for our area's recognition and growth.

Mr. Holden asked what the phrase 'boutique trip' means? Ms. Zelazny stated it means this trip is small in size. Mr. Holden asked if elected officials from each jurisdiction will be attending. Ms. Zelazny shared that these types of trips usually attract political, economic development and business attendees and that each organization that contributes will choose their own attendees.

Mr. Holden inquired what is the plan for after this trip? Ms. Zelazny shared that the group will continue to meet, plan, and discuss what was learned on the trip and how to implement similar initiatives in our region as well as plan for the next such trip. Mr. Holden asked if this is a multi-year ask? Ms. Zelazny responded that it could be.

Mr. Rowley expressed support for this trip but inquired how Lexington's population compares to our regions. Ms. Zelazny answered Lexington is double our region's population and shared that Mr. Curry Roberts supports the trip. Ms. Spears added that Stafford is the fastest-growing region in the Commonwealth and has been since 1970. Ms. Zelazny encouraged EDA members to visit the Commerce Lexington website.

Members of the EDA thanked the Chamber for their presentation and request.

Mr. Holden introduced Paul Santay, Chief Director of Community Development for Stafford County. Mr. Santay stated he has been with Stafford County for 20 years (Planning & Zoning and now Economic Development) and stated that he is focused on commercial business development. Mr. Griffin thanked Mr. Santay for attending.

4. TREASURER'S REPORT

A. Current Financials

Mr. Owen stated assets are \$2.5 million. Mr. Owen inquired if the \$200,000 check to Germanna had been mailed out. Mr. Holden responded that the check was just signed this morning. Mr. Rowley stated he would hand-deliver the check. Mr. Holden stated that the DHL paperwork should be signed next week and the remaining transfer of \$550,000 to Germanna can take place after the EDA has issued the DHL TPOF award and been reimbursed the same amount by the County.

B. Quarterly YTD Budget

Mr. Owen stated the following:

- All loans are current.
- Net income for the past 6 months has been -\$90,000 and revenue is not matching expenses
- Members encouraged to continue asking the Board of Supervisors for properties

Mr. Holden noted the EDA did receive a reimbursement of \$111,000 from GoVA grant not shown on current financials. But the did commit off budget \$5,000 from the EDA for the Christmas event. The GoVA grant funds will likely ensure the budget comes out even for the fiscal year, less the \$5,000 not budgeted and other, such as the Chamber ask, off budget. Mr. Owen reminded all that EDA acted as a fundraising conduit for the County for the Christmas event. Mr. Owen inquired if the VPB Cares Act account should be closed. Mr. Holden stated this account is separate account in Quickbooks, and we can seek to close that account.

Mr. Rowley motioned to approve the Treasurer's Report as presented. Ms. Hagerman seconded.

VOTE: 6-0 Approved

5. CHAIRMAN'S REPORT

Mr. Griffin welcomed Supervisor Tinesha Allen and asked if she would like to share anything.

Ms. Allen stated the following:

- She stated that she was speaking to the EDA on behalf of herself and some projects she is seeking support for and not as a member of the Stafford Board of Supervisors.
- She asked that the EDA support her efforts to engage and help minority/woman-owned businesses
- She plans to hold a Health Fair for the Stafford community at the old Moncure School site
- She has reached out and discussed partnering with the Health Department and UMW to gather data on health gaps in our community
- She would also like to help organize a regional celebration for June 19th.

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- Fred Nationals has donated stadium use for Juneteenth centralized event to highlight black and minority-owned businesses

Ms. Hagerman asked if the focus of the Health Fair would be on health-related minority-owned businesses. Supervisor Allen stated that the Health Fair would be open to all businesses, but they will earmark slots for the minority-owned ones. Mr. Rowley suggested the Health Fair be coordinated with Stafford hospital's 5K Run in the Spring. Supervisor Allen said timewise it would be too soon and also the location of the 5K Run is not accessible for low-income individuals; the Moncure site is a more accessible location for the Health Fair.

- Supervisor Allen shared there is a gap connecting low-income individuals with healthcare services (i.e.-nutrition, mental, health)

Mr. Payne suggested the EDA and County reach out to The Community Foundation of the Rappahannock River Region (a local, regional organization) that understands the needs of this area. This Foundation may consider establishing a charitable fund that the EDA would be the sole beneficiary of. The EDA would have standards and rules to follow and would be able to disburse funds for local needs (such as this request). This fund could be marketed so any individual, group or organization that desires to give to the community could be aware of this option and the fund would allow community help to come from local sources and not the government. Supervisor Allen stated she would support this great idea. Mr. Owen inquired if this fund is active. Mr. Payne clarified that such a fund, for example, was established in Spotsylvania County. In that case the fund is managed and disbursements from the fund authorized by their County Board of Supervisors. Mr. Griffin said this may require a Memorandum of Understanding where EDA retains the funds. Mr. Payne stated that donations to this fund would be charitable gifts, write-offs to encourage donations. Ms. Hagerman noted that donations from developers would be a great way to let constituents know the good that comes from this fund.

Mr. Griffin suggested himself, Mr. Holden and Mr. Owen meet to discuss how best to implement a fund in partnership with The Community Foundation.

Mr. Holden inquired what the ask for the Health Fair and the Juneteenth events would be. Supervisor Allen stated the sponsorship package has not been set yet but the goal is to raise \$30,000. The Juneteenth even will be held on Saturday, June 17, from 2-9 p.m. and the Health Fair will be the end of May. The hope is to have the Health Fair as an annual event and maybe partner together with the hospital's 5K Run to raise health awareness. Mr. Owen asked if the BOS supporting this and Supervisor Allen replied they do know about the events but have not been asked to donate or participate as a Board of Supervisors.

Mr. Griffin stated that the EDA will consider supporting Supervisor Allen's efforts and shared that he has a meeting with the new Black Business Bureau leader next week. Supervisor Allen shared that she is looking into ways to tap into the EDA for micro-

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loans to help minority businesses. Mr. Griffin noted the EDA meetings are open to anyone to come present. Ms. Morgan stated RIoT is reaching out to black information technology business owners.

Supervisor Allen said she would love to have a list of all that Economic Development offers to new businesses. Ms. Browne shared that the Department has issued and shared its Economic Development Program booklet that showcases the variety of Department and EDA programs and assistance. The Department will share this again to the entire Board and EDA.

Mr. Owen shared that four EDA members are on the Stafford Hospital Foundation and about \$200,000-300,000 comes to the hospital via a golf tournament, yet the money does not go back into the community the way it should. Mr. Owen suggested bringing this up at the next Foundation meeting. Supervisor Allen would like to have a medical scholarship fund for minorities that have interest in this field of study.

Mr. Griffin noted that the EDA needs more support from the Board of Supervisors members and thanked Supervisor Allen for her EDA support. Mr. Rowley also thanked Supervisor Allen for her support of Germanna College. Mr. Griffin shared he will follow-up on The Community Foundation idea with Mr. Payne.

6. **SECRETARY'S REPORT**

A. Marketing & Events Update

Ms. Browne noted the following:

1. Plans for Business Appreciation Reception – update
 - Event will be held on May 17 at Cyber Bytes Foundation
 - Registration will open February 15
 - Awards nominations will open March 1

 - Will need two members to sit on the nomination committee
 - Heavy marketing push for event on social media
2. Future Beer & Business
 - February 8 event at Adventure Brewing had 61 in attendance
Mr. Owen encouraged other EDA members to attend future such events and mingle
 - Next B&B will be at Highmark Brewery on May 10 and sponsored by Fred Nationals
3. Changes to the Veterans Business Bootcamp
 - This event has been twice a year but will now be only once a year
 - Due to low traction the Spring (new business) event will be eliminated
 - For the Fall event (expanding business) the focus will be on government contracting and event will be called Certifications for Government Contracting
 - Will be held on March 21 from 9am-12pm at the Stafford Airport

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Mr. Griffin shared that Ms. Browne had recently been recognized by the Chamber of Commerce and congratulated her. Mr. Rowley also shared that Ms. Browne will be a speaker at the March 29 Chamber of Commerce Marketing Madness event.

4. AJGA update – Big Check Delivery

Mr. Holden shared that the two checks to Stafford Junction and Stafford Education Foundation charities still need to be delivered. Mr. Griffin suggested having a photo op with EDA members during the presentations for social media use. Mr. Holden will work with the Stafford Tourism Director and the charities to get presentation dates and will inform the members once dates have been set.

Mr. Holden reminded the EDA that they may select the local charities to benefit this year and he suggested Special Olympics and Cyber Bytes Foundation as this year's AJGA charity recipients. Ms. Hagerman requested Big Brothers & Big Sisters be considered also. Mr. Owen inquired why the two charities from last year could not be recipients again. Mr. Holden replied that we are trying to spread the wealth. The EDA liked the idea of the two youth-oriented and focused organizations. Mr. Holden and Mr. Griffin suggested using Special Olympics and Big Brothers & Big Sisters this year and we will cycle through others in future years. Mr. Holden asked Ms. Hagerman to provide him with the local chapter information.

Mr. Holden added that he had been asked to reach out to the owner of Mason-Dixon restaurant on their departure from their Stafford location. He spoke to the owner of Mason-Dixon and shared that she had had plans to move into a new site at Embry Mill but then due to some other issues had second thoughts. As she considered further, she shared with him her intent to that lease at Embrey Mill for the Stafford location. Mr. Rowley inquired as to the reason for the move and Mr. Holden replied the reasons are confidential.

Mr. Holden reminded members of the Chairman's request at the end of the Special Strategic Meeting in January to send their top three areas of focus to him, independently. He received three responses from members. He consolidated them into the following top 5 common categories in order of priority:

1. Site Development
2. Business Growth
3. Supporting Workforce & Training
4. Policy, Support & Communication with Board of Supervisors
5. Broadband

Mr. Rowley suggested that this exercise be done again and with more input in the future.

B. BOS Strategic Plan Update

Mr. Holden noted that he attended one BOS Strategic Plan Meeting, specifically the session on Downtown Stafford and shared there was much discussion, but no decisions are made as this is a Workshop meeting. The Board is getting more input from staff and looking at perhaps looking at different uses of the County property in Downtown Stafford to include more open, recreation, conference, cultural and perhaps office development rather than residential uses.

7. COMMITTEE AND WORKING GROUP REPORTS

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

Mr. Summits stated the following:

1. Loan Approval - pending

- All loans current. Mr Summits noted, however, that Embrey Mill Medical payments were put on an agreed delay as they start-up and they will begin making payments in April.
- The committee met last week and reviewed two loans:
 1. \$10,000 micro-loan for a mobile axe-throwing business, with 3-year term at 7.5% was approved. This loan does not require full EDA approval.
 2. The Committee reviews a \$20,000 micro-loan for a cartography business, with 3-year term at 7.5%. Loans above \$15,000 require full EDA approval. The owner is a long-time Stafford resident, former teacher at Stafford High School, and currently works for a federal agency doing geospatial work. Mr. Rowley asked if the committee has seen the owner's Statement of Net Worth. Mr. Summits replied, yes, and that the owner has invested \$45,000 into the company personally, has the finances to keep the business growing and will be the personal guarantor. Mr. Griffin stated there should be some benefit from this business to the local community if EDA is to approve the loan and inquired how will this give back to community. Mr. Holden suggested having the owner provide some kind of non-financial "give-back to the community," as a condition of any EDA loan.

Mr. Rowley motioned to approve the \$20,000 micro-loan to Columbus Cartography, LLC. Mr. Newlin seconded.

VOTE: 6-0 Approved

2. Narrative update on current loan recipients

- Mr. Summits said that he has heard from all loan applicants, but the barber shop and will reach out to them again
- Vitae Visual (virtual resume) owner has had some issues with the website design, has chosen another website designer and has asked Economic Development to

Stafford County Economic Development Authority

introduce owner to local colleges and universities as they are her target audience

- Adventure Brewing sales are down from last year, they are looking to complete their new event space and upgrade the brewing equipment.
- Ace Flight Solutions owner is staying busy, looking to add on to lines of service and needs more space for planes to park

B. Germanna Group (*J Rowley*)

Mr. Rowley shared the following:

- The Cyber event where Senators Kaine and Warner presented a check for \$870,000 was well attended
- Donor has donated \$500,000 to help wellness at Germanna Locust Grove
- Congresswoman Abigail Spanberger also presented a check for \$271,000
- The new campus in north Stafford is out for bid, contract should be out by April 1 and classes should start by August 2024

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

Mr. Holden and Mr. Hendon noted the following:

- RV Parkway/Firstline item may need Conditional Use permit and will go back the Board once again for rezoning on February 21.
- Mr. Hendon has received additional property layer from GIS outlining all county properties so that staff and the EDA can start to assess the data and what opportunities the EDA wish to pursue. Mr. Holden asked Mr. Rowley and Ms. Hagerman to meet with staff to review the data, after he and Mr. Hendon and Summits review it and then together present recommendations to the EDA.

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

Mr. Wilson noted that the County will be at ninety-five percent threshold with the VATI grant initiative

8. **OLD BUSINESS**

A. TPOF Grant Update: Close Out Plan

Mr. Holden stated this is awaiting the final sign-off from VDOT, finalization of paperwork, and the scheduling of a closing event. TPOF grant needs final documentation from DHL.

Mr. Summits noted that VDOT gave assurance that this document will be expedited.

B. Germanna First Payment

This was reported on earlier in the meeting

9. **NEW BUSINESS**

None

Mr. Griffin motioned to go into Executive Session. Mr. Newlin 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. No votes were taken while in Executive Session. Members of the EDA present at the meeting were in the closed session.

To take action on the Chamber request, Mr. Griffin motioned to support the Fredericksburg Regional Chamber of Commerce's Regionalism Initiative with a \$25,000 contribution with the caveat that EDA selects the three Stafford County representatives. Ms. Hagerman seconded.

VOTE: 6-0 Approved

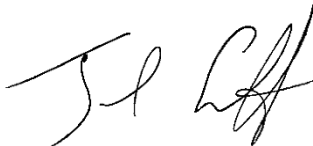
11. ATTORNEY'S REPORT

None

12. ADJOURNMENT

The next Regular EDA Meeting will be in-person at the Testbed and is scheduled for March 10, 2023, from 9-11am. There being no further business brought before the Economic Development Authority, Mr. Griffin adjourned the meeting at 11:13 AM.

MINUTES APPROVED BY:



Joel Griffin
EDA Chairman

MINUTES SUBMITTED BY:



John Holden
EDA Secretary

Agenda 4A

EDA
Balance Sheet Prev Year Comparison
As of January 31, 2023

	<u>Jan 31, 23</u>	<u>Jan 31, 22</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS				
Current Assets				
Checking/Savings				
10000 · Checking-Stifel	18,849.27	127,742.20	-108,892.93	-85.24%
10100 · Checking-VPB Operating	1,180,016.19	1,129,691.28	50,324.91	4.46%
10900 · Money Market - VCC 502	128,220.93	52,501.74	75,719.19	144.22%
Total Checking/Savings	<u>1,327,086.39</u>	<u>1,325,705.33</u>	1,381.06	0.1%
Other Current Assets				
11500 · Other Accounts Receivable	2,001.19	169.22	1,831.97	1,082.6%
13000 · Prepaid Expense	0.00	588.31	-588.31	-100.0%
Total Other Current Assets	<u>2,001.19</u>	<u>757.53</u>	1,243.66	164.17%
Total Current Assets	<u>1,329,087.58</u>	<u>1,326,462.86</u>	2,624.72	0.2%
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%
17900 · Stifel Smart Rate - Asset	125,201.47	0.00	125,201.47	100.0%
18000 · Long Term Note Recv-1318 JD Hwy	421,401.13	431,451.33	-10,050.20	-2.33%
18100 · Long Term Note-Milde	0.00	292,678.55	-292,678.55	-100.0%
18200 · Long Term Note - Ace Flight	32,487.34	40,918.77	-8,431.43	-20.61%
18900 · VCC Bank Loans				
18901 · Adventure Brewing Co	2,552.33	8,591.90	-6,039.57	-70.29%
18902 · Vitale Visual	11,386.72	0.00	11,386.72	100.0%
18903 · UpNorth Kutz	30,751.00	0.00	30,751.00	100.0%
18904 · Embry Mill Primary Urgent Care	99,854.81	0.00	99,854.81	100.0%
Total 18900 · VCC Bank Loans	<u>144,544.86</u>	<u>8,591.90</u>	135,952.96	1,582.34%
Total Other Assets	<u>1,223,634.80</u>	<u>1,273,640.55</u>	-50,005.75	-3.93%
TOTAL ASSETS	<u><u>2,552,722.38</u></u>	<u><u>2,600,103.41</u></u>	<u><u>-47,381.03</u></u>	<u><u>-1.82%</u></u>
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
20000 · Accounts Payable	0.00	900.00	-900.00	-100.0%
Total Accounts Payable	<u>0.00</u>	<u>900.00</u>	<u>-900.00</u>	<u>-100.0%</u>

EDA
Balance Sheet Prev Year Comparison
As of January 31, 2023

	<u>Jan 31, 23</u>	<u>Jan 31, 22</u>	<u>\$ Change</u>	<u>% Change</u>
Credit Cards				
20500 · Chase CCard	0.00	240.49	-240.49	-100.0%
Total Credit Cards	<u>0.00</u>	<u>240.49</u>	<u>-240.49</u>	<u>-100.0%</u>
Total Current Liabilities	<u>0.00</u>	<u>1,140.49</u>	<u>-1,140.49</u>	<u>-100.0%</u>
Total Liabilities	0.00	1,140.49	-1,140.49	-100.0%
Equity				
32000 · Retained Earnings	643,172.21	743,750.54	-100,578.33	-13.52%
33000 · Undesignated Fund Balance	1,947,026.76	1,947,026.76	0.00	0.0%
Net Income	<u>-37,476.59</u>	<u>-91,814.38</u>	<u>54,337.79</u>	<u>59.18%</u>
Total Equity	<u>2,552,722.38</u>	<u>2,598,962.92</u>	<u>-46,240.54</u>	<u>-1.78%</u>
TOTAL LIABILITIES & EQUITY	<u><u>2,552,722.38</u></u>	<u><u>2,600,103.41</u></u>	<u><u>-47,381.03</u></u>	<u><u>-1.82%</u></u>

EDA
Profit & Loss
July 2022 through January 2023

	Jul '22 - Jan 23
Ordinary Income/Expense	
Income	
42000 · Bond Issuance fees	4,653.72
45550 · Other Event Sponsors	1,000.00
45566 · Xmas 2022 Event	45,200.00
46400 · Bank Interest	9,513.47
46500 · Micro Loan Income	
46501 · Micro Loan Interest Income	3,111.88
46502 · Micro Loan Fees	4,530.00
	7,641.88
Total 46500 · Micro Loan Income	7,641.88
47000 · Property Interest Income	
47100 · Interest Inc-1318 JD Hwy	13,629.17
	13,629.17
Total 47000 · Property Interest Income	13,629.17
48751 · GO VA Grant Income 2	144,841.74
	144,841.74
Total Income	226,479.98
Expense	
65000 · Legal Fees	
65003 · Project Representation	5,059.50
65004 · General Retainer Matters	7,000.00
	12,059.50
Total 65000 · Legal Fees	12,059.50
66000 · Accounting	6,300.00
66001 · Audit (Annual Financial)	22,000.00
66500 · Professional Services	2,070.00
69000 · Fees & Charges	
69003 · Late Fee	0.00
69004 · Service Fee	20.00
69006 · Loan Servicing Fees	2,031.16
	2,051.16
Total 69000 · Fees & Charges	2,051.16
71000 · Local Industry Support	5,000.00
71750 · GO VA Grant Expenses	
71752 · Go VA Grant Reimb Expenses 2	120,113.97
	120,113.97
Total 71750 · GO VA Grant Expenses	120,113.97
73000 · Marketing	46,071.62
73050 · EDA Meetings/Meals	756.16
73100 · Other Events	1,819.77
73101 · Event Xmas 2022	45,550.41

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03/02/23

Accrual Basis

EDA
Profit & Loss
July 2022 through January 2023

	<u>Jul '22 - Jan 23</u>
81000 - 204 Thompson Ave Exp (CBE Mgt)	
81100 - Rental Property Utilities (CBE)	163.98
Total 81000 - 204 Thompson Ave Exp (CBE Mgt)	<u>163.98</u>
Total Expense	<u>263,956.57</u>
Net Ordinary Income	<u>-37,476.59</u>
Net Income	<u><u>-37,476.59</u></u>

EDA
Profit & Loss Prev Year Comparison
July 2022 through January 2023

	Jul '22 - Jan 23	Jul '21 - Jan 22	\$ Change	% Change
Ordinary Income/Expense				
Income				
42000 · Bond Issuance fees	4,653.72	4,959.52	-305.80	-6.2%
43000 · Business Appreciation sponsors	0.00	9,000.00	-9,000.00	-100.0%
45550 · Other Event Sponsors	1,000.00	2,000.10	-1,000.10	-50.0%
45560 · County ARPA Funds	0.00	6,190.69	-6,190.69	-100.0%
45566 · Xmas 2022 Event	45,200.00	0.00	45,200.00	100.0%
46400 · Bank Interest	9,513.47	5,141.07	4,372.40	85.1%
46500 · Micro Loan Income				
46501 · Micro Loan Interest Income	3,111.88	1,043.14	2,068.74	198.3%
46502 · Micro Loan Fees	4,530.00	1,730.00	2,800.00	161.9%
Total 46500 · Micro Loan Income	7,641.88	2,773.14	4,868.74	175.6%
47000 · Property Interest Income				
47100 · Interest Inc-1318 JD Hwy	13,629.17	13,945.78	-316.61	-2.3%
47110 · Interest Inc-Milde	0.00	4,988.09	-4,988.09	-100.0%
Total 47000 · Property Interest Income	13,629.17	18,933.87	-5,304.70	-28.0%
47500 · Unrealized Gain/Loss on Invstmt	0.00	-33,547.50	33,547.50	100.0%
48750 · GO VA Grant Income 1	0.00	27,758.18	-27,758.18	-100.0%
48751 · GO VA Grant Income 2	144,841.74	0.00	144,841.74	100.0%
48800 · County Incentive Tax Reimburse				
48801 · First Line Incentive	0.00	10,190.91	-10,190.91	-100.0%
Total 48800 · County Incentive Tax Reimburse	0.00	10,190.91	-10,190.91	-100.0%
Total Income	226,479.98	53,399.98	173,080.00	324.1%
Expense				
62000 · Administration	0.00	332.21	-332.21	-100.0%
63500 · Insurance				
63501 · General Insurance	0.00	823.69	-823.69	-100.0%
Total 63500 · Insurance	0.00	823.69	-823.69	-100.0%
65000 · Legal Fees				
65003 · Project Representation	5,059.50	6,121.00	-1,061.50	-17.3%
65004 · General Retainer Matters	7,000.00	5,476.00	1,524.00	27.8%
Total 65000 · Legal Fees	12,059.50	11,597.00	462.50	4.0%
66000 · Accounting	6,300.00	5,300.00	1,000.00	18.9%
66001 · Audit (Annual Financial)	22,000.00	0.00	22,000.00	100.0%
66500 · Professional Services	2,070.00	0.00	2,070.00	100.0%

EDA
Profit & Loss Prev Year Comparison
July 2022 through January 2023

	Jul '22 - Jan 23	Jul '21 - Jan 22	\$ Change	% Change
69000 · Fees & Charges				
69002 · Bank Fee	0.00	0.02	-0.02	-100.0%
69003 · Late Fee	0.00	0.00	0.00	0.0%
69004 · Service Fee	20.00	0.00	20.00	100.0%
69006 · Loan Servicing Fees	2,031.16	2,039.35	-8.19	-0.4%
Total 69000 · Fees & Charges	2,051.16	2,039.37	11.79	0.6%
71000 · Local Industry Support	5,000.00	0.00	5,000.00	100.0%
71750 · GO VA Grant Expenses				
71752 · Go VA Grant Reimb Expenses 2	120,113.97	62,984.21	57,129.76	90.7%
Total 71750 · GO VA Grant Expenses	120,113.97	62,984.21	57,129.76	90.7%
71775 · County ARPA Expenses	0.00	6,190.69	-6,190.69	-100.0%
71800 · First Line Incentive	0.00	8,152.73	-8,152.73	-100.0%
73000 · Marketing	46,071.62	45,446.61	625.01	1.4%
73050 · EDA Meetings/Meals	756.16	927.78	-171.62	-18.5%
73100 · Other Events	1,819.77	1,420.07	399.70	28.2%
73101 · Event Xmas 2022	45,550.41	0.00	45,550.41	100.0%
81000 · 204 Thompson Ave Exp (CBE Mgt)				
81100 · Rental Property Utilities (CBE)	163.98	0.00	163.98	100.0%
Total 81000 · 204 Thompson Ave Exp (CBE Mgt)	163.98	0.00	163.98	100.0%
Total Expense	263,956.57	145,214.36	118,742.21	81.8%
Net Ordinary Income	-37,476.59	-91,814.38	54,337.79	59.2%
Net Income	-37,476.59	-91,814.38	54,337.79	59.2%

EDA
Profit & Loss YTD Comparison
January 2023

	Jan 23	Jul '22 - Jan 23
Ordinary Income/Expense		
Income		
42000 · Bond Issuance fees	0.00	4,653.72
45550 · Other Event Sponsors	0.00	1,000.00
45566 · Xmas 2022 Event	0.00	45,200.00
46400 · Bank Interest	390.91	9,513.47
46500 · Micro Loan Income		
46501 · Micro Loan Interest Income	529.69	3,111.88
46502 · Micro Loan Fees	0.00	4,530.00
Total 46500 · Micro Loan Income	529.69	7,641.88
47000 · Property Interest Income		
47100 · Interest Inc-1318 JD Hwy	1,935.36	13,629.17
Total 47000 · Property Interest Income	1,935.36	13,629.17
48751 · GO VA Grant Income 2	120,466.74	144,841.74
Total Income	123,322.70	226,479.98
Expense		
65000 · Legal Fees		
65003 · Project Representation	0.00	5,059.50
65004 · General Retainer Matters	1,000.00	7,000.00
Total 65000 · Legal Fees	1,000.00	12,059.50
66000 · Accounting	900.00	6,300.00
66001 · Audit (Annual Financial)	0.00	22,000.00
66500 · Professional Services	0.00	2,070.00
69000 · Fees & Charges		
69003 · Late Fee	0.00	0.00
69004 · Service Fee	0.00	20.00
69006 · Loan Servicing Fees	0.00	2,031.16
Total 69000 · Fees & Charges	0.00	2,051.16
71000 · Local Industry Support	0.00	5,000.00
71750 · GO VA Grant Expenses		
71752 · Go VA Grant Reimb Expenses 2	27,579.16	120,113.97
Total 71750 · GO VA Grant Expenses	27,579.16	120,113.97
73000 · Marketing	6,609.16	46,071.62
73050 · EDA Meetings/Meals	0.00	756.16
73100 · Other Events	0.00	1,819.77
73101 · Event Xmas 2022	34,691.67	45,550.41

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03/02/23

Accrual Basis

EDA
Profit & Loss YTD Comparison
January 2023

	<u>Jan 23</u>	<u>Jul '22 - Jan 23</u>
81000 · 204 Thompson Ave Exp (CBE Mgt)		
81100 · Rental Property Utilities (CBE)	0.00	163.98
Total 81000 · 204 Thompson Ave Exp (CBE Mgt)	<u>0.00</u>	<u>163.98</u>
Total Expense	<u>70,779.99</u>	<u>263,956.57</u>
Net Ordinary Income	<u>52,542.71</u>	<u>-37,476.59</u>
Net Income	<u><u>52,542.71</u></u>	<u><u>-37,476.59</u></u>

EDA
General Ledger
As of January 31, 2023

Type	Date	Num	Adj	Name	Memo	Split	Debit	Credit	Balance
10000 - Checking-Stifel									
Check	01/10/2023			Stifel	Asset Bought	17900 · Stifel Smart Rate - Asset		125,000.00	18,835.83
Check	01/26/2023			Stifel	Interrest Reinvested	17900 · Stifel Smart Rate - Asset		201.47	18,634.36
Deposit	01/31/2023				Interest	46400 · Bank Interest	214.91		18,849.27
Total 10000 · Checking-Stifel							214.91	125,201.47	18,849.27
10100 - Checking-VPB Operating									
Bill Pmt -Check	01/03/2023	2079		Chase	Account 4246 3153 1331 3577	20000 · Accounts Payable		14.31	1,141,535.34
Deposit	01/03/2023			Julio E Montano-Fernandez	Deposit	11500 · Other Accounts Receivable	2,794.10		1,144,329.44
Bill Pmt -Check	01/12/2023	2080		P B Mares		20000 · Accounts Payable		14,000.00	1,130,329.44
Bill Pmt -Check	01/12/2023	2081		Uma Marques	November 1-30, 2022	20000 · Accounts Payable		8,454.16	1,121,875.28
Bill Pmt -Check	01/12/2023	2082		Hirschler Fleischer	Nov. & Dec. 2022 Monthly Meetings	20000 · Accounts Payable		1,000.00	1,120,875.28
Deposit	01/12/2023			CIT VIPC	Deposit	48751 · GO VA Grant Income 2	8,125.00		1,129,000.28
Bill Pmt -Check	01/23/2023	2083		Rachel Linzy Browne	Jan Invoice #224	20000 · Accounts Payable		6,609.16	1,122,391.12
Bill Pmt -Check	01/23/2023	2084		Wireless Research Center	Stafford County EDA and RloT Partnership (complet	20000 · Accounts Payable		19,125.00	1,103,266.12
Bill Pmt -Check	01/25/2023	2085		Corner Garden Center &CGC Landscaping	December 2022 Christmas Event	20000 · Accounts Payable		34,691.67	1,068,574.45
Bill Pmt -Check	01/25/2023	2086		Not Just Numbers LLC	Jan 2023 MSP	20000 · Accounts Payable		900.00	1,067,674.45
Deposit	01/30/2023			George Washington Regional Commission	Deposit	48751 · GO VA Grant Income 2	111,341.74		1,179,016.19
Deposit	01/30/2023			Stafford Regional Airport	Deposit	48751 · GO VA Grant Income 2	1,000.00		1,180,016.19
Total 10100 · Checking-VPB Operating							123,260.84	84,794.30	1,180,016.19
10900 - Money Market - VCC 502									
Deposit	01/04/2023			Adventure Brewing	Deposit	11500 · Other Accounts Receivable	513.02		126,230.42
Deposit	01/04/2023			ACE Flight Solutions Co.	Deposit	11500 · Other Accounts Receivable	833.83		127,064.25
Deposit	01/04/2023			Vitae Visual	Deposit	11500 · Other Accounts Receivable	442.96		127,507.21
Deposit	01/04/2023			Upnorth Kutz	Deposit	11500 · Other Accounts Receivable	648.53		128,155.74
Deposit	01/31/2023				Interest	46400 · Bank Interest	65.19		128,220.93
Total 10900 · Money Market - VCC 502							2,503.53	0.00	128,220.93
11500 - Other Accounts Receivable									
General Journal	01/01/2023	NJN-sk081	√		1/01/23 Note Receivable Pymt on 1318 JD Highway -SPLIT-		2,794.10		2,794.10
General Journal	01/01/2023	NJN-sk082	√	Adventure Brewing	to record Jan 2023 loan payment	18901 · Adventure Brewing Co	513.02		3,307.12
General Journal	01/01/2023	NJN-sk083	√	Vitae Visual	to record Jan 2023 loan payment	18902 · Vitale Visual	442.96		3,750.08
General Journal	01/01/2023	NJN-sk084	√	ACE Flight Solutions Co.	to record Jan 2023 loan payment	18200 · Long Term Note - Ace Flight	833.83		4,583.91
General Journal	01/01/2023	NJN-sk085	√	Upnorth Kutz	to record Jan 2023 loan payment	18903 · UpNorth Kutz	648.53		5,232.44
General Journal	01/01/2023	NJN-sk086	√	Embrey Mill	to record Jan 2023 loan payment	18904 · Embry Mill Primary Urgent Care	2,001.19		7,233.63
Deposit	01/03/2023			Julio E Montano-Fernandez	Deposit	10100 · Checking-VPB Operating		2,794.10	4,439.53
Deposit	01/04/2023			Adventure Brewing	Deposit	10900 · Money Market - VCC 502	513.02		3,926.51
Deposit	01/04/2023			ACE Flight Solutions Co.	Deposit	10900 · Money Market - VCC 502	833.83		3,092.68
Deposit	01/04/2023			Vitae Visual	Deposit	10900 · Money Market - VCC 502	442.96		2,649.72
Deposit	01/04/2023			Upnorth Kutz	Deposit	10900 · Money Market - VCC 502	648.53		2,001.19
Total 11500 · Other Accounts Receivable							7,233.63	5,232.44	2,001.19
17700 - CD7-Discover Bank									
Total 17700 · CD7-Discover Bank									
17800 - CD8-Goldman Sachs Bank USA									
Total 17800 · CD8-Goldman Sachs Bank USA									
17900 - Stifel Smart Rate - Asset									
Check	01/10/2023			Stifel	Asset Bought	10000 · Checking-Stifel	125,000.00		125,000.00
Check	01/26/2023			Stifel	Interrest Reinvested	10000 · Checking-Stifel	201.47		125,201.47
Total 17900 · Stifel Smart Rate - Asset							125,201.47	0.00	125,201.47
18000 - Long Term Note Recv-1318 JD Hwy									
General Journal	01/01/2023	NJN-sk081	√		1/01/23 Note Receivable Pymt on 1318 JD Highway	11500 · Other Accounts Receivable		858.74	421,401.13
Total 18000 · Long Term Note Recv-1318 JD Hwy							0.00	858.74	421,401.13
18200 - Long Term Note - Ace Flight									
Total 18200 · Long Term Note - Ace Flight									

EDA
General Ledger
As of January 31, 2023

Type	Date	Num	Adj	Name	Memo	Split	Debit	Credit	Balance
General Journal	01/01/2023	NJN-sk084	√	ACE Flight Solutions Co.	to record Jan 2023 loan payment	-SPLIT-		716.23	32,487.34
Total 18200 · Long Term Note - Ace Flight							0.00	716.23	32,487.34
18900 · VCC Bank Loans									147,627.66
18901 · Adventure Brewing Co									3,060.25
General Journal	01/01/2023	NJN-sk082	√	Adventure Brewing	to record Jan 2023 loan payment	-SPLIT-		507.92	2,552.33
Total 18901 · Adventure Brewing Co							0.00	507.92	2,552.33
18902 · Vitale Visual									11,787.93
General Journal	01/01/2023	NJN-sk083	√	Vitae Visual	to record Jan 2023 loan payment	-SPLIT-		401.21	11,386.72
Total 18902 · Vitale Visual							0.00	401.21	11,386.72
18903 · UpNorth Kutz									31,288.72
General Journal	01/01/2023	NJN-sk085	√	Upnorth Kutz	to record Jan 2023 loan payment	-SPLIT-		537.72	30,751.00
Total 18903 · UpNorth Kutz							0.00	537.72	30,751.00
18904 · Embry Mill Primary Urgent Care									101,490.76
General Journal	01/01/2023	NJN-sk086	√	Embrey Mill	to record Jan 2023 loan payment	-SPLIT-		1,635.95	99,854.81
Total 18904 · Embry Mill Primary Urgent Care							0.00	1,635.95	99,854.81
Total 18900 · VCC Bank Loans							0.00	3,082.80	144,544.86
20000 · Accounts Payable									-14,014.31
Bill Pmt -Check	01/03/2023	2079		Chase	Account 4246 3153 1331 3577	10100 · Checking-VPB Operating	14.31		-14,000.00
Bill Pmt -Check	01/12/2023	2080		P B Mares		10100 · Checking-VPB Operating	14,000.00		0.00
Bill	01/12/2023	111		Uma Marques	November 1-30, 2022	71752 · Go VA Grant Reimb Expenses 2		8,454.16	-8,454.16
Bill Pmt -Check	01/12/2023	2081		Uma Marques	November 1-30, 2022	10100 · Checking-VPB Operating	8,454.16		0.00
Bill	01/12/2023	4881673		Hirschler Fleischer	Nov. & Dec. 2022 Monthly Meetings	65004 · General Retainer Matters		1,000.00	-1,000.00
Bill Pmt -Check	01/12/2023	2082		Hirschler Fleischer	Nov. & Dec. 2022 Monthly Meetings	10100 · Checking-VPB Operating	1,000.00		0.00
Bill	01/17/2023	7489 / 7502		Corner Garden Center &CGC Landscaping	December 2022 Christmas Event	-SPLIT-		34,691.67	-34,691.67
Bill	01/23/2023	224		Rachel Linzy Browne	Jan Invoice #224	73000 · Marketing		6,609.16	-41,300.83
Bill Pmt -Check	01/23/2023	2083		Rachel Linzy Browne	Jan Invoice #224	10100 · Checking-VPB Operating	6,609.16		-34,691.67
Bill	01/23/2023	20233585		Wireless Research Center	Stafford County EDA and RIoT Partnership (complet	71752 · Go VA Grant Reimb Expenses 2		19,125.00	-53,816.67
Bill Pmt -Check	01/23/2023	2084		Wireless Research Center	Stafford County EDA and RIoT Partnership (complet	10100 · Checking-VPB Operating	19,125.00		-34,691.67
Bill Pmt -Check	01/25/2023	2085		Corner Garden Center &CGC Landscaping	December 2022 Christmas Event	10100 · Checking-VPB Operating	34,691.67		0.00
Bill	01/25/2023	3625		Not Just Numbers LLC	Jan 2023 MSP	66000 · Accounting		900.00	-900.00
Bill Pmt -Check	01/25/2023	2086		Not Just Numbers LLC	Jan 2023 MSP	10100 · Checking-VPB Operating	900.00		0.00
Total 20000 · Accounts Payable							84,794.30	70,779.99	0.00
20500 · Chase CCard									0.00
Total 20500 · Chase CCard									0.00
32000 · Retained Earnings									-643,172.21
Total 32000 · Retained Earnings									-643,172.21
33000 · Undesignated Fund Balance									-1,947,026.76
Total 33000 · Undesignated Fund Balance									-1,947,026.76
42000 · Bond Issuance fees									-4,653.72
Total 42000 · Bond Issuance fees									-4,653.72
45550 · Other Event Sponsors									-1,000.00
Total 45550 · Other Event Sponsors									-1,000.00
45566 · Xmas 2022 Event									-45,200.00
Total 45566 · Xmas 2022 Event									-45,200.00
46400 · Bank Interest									-9,122.56
General Journal	01/01/2023	NJN-sk085	√	Upnorth Kutz	to record Jan 2023 loan payment	18903 · UpNorth Kutz		110.81	-9,233.37
Deposit	01/31/2023			Interest		10900 · Money Market - VCC 502		65.19	-9,298.56
Deposit	01/31/2023			Interest		10000 · Checking-Stifel		214.91	-9,513.47
Total 46400 · Bank Interest							0.00	390.91	-9,513.47
46500 · Micro Loan Income									-7,112.19
46501 · Micro Loan Interest Income									-2,582.19

EDA
General Ledger
As of January 31, 2023

Type	Date	Num	Adj	Name	Memo	Split	Debit	Credit	Balance
General Journal	01/01/2023	NJN-sk082	√	Adventure Brewing	to record Jan 2023 loan payment	18901 · Adventure Brewing Co		5.10	-2,587.29
General Journal	01/01/2023	NJN-sk083	√	Vitae Visual	to record Jan 2023 loan payment	18902 · Vitae Visual		41.75	-2,629.04
General Journal	01/01/2023	NJN-sk084	√	ACE Flight Solutions Co.	to record Jan 2023 loan payment	18200 · Long Term Note - Ace Flight		117.60	-2,746.64
General Journal	01/01/2023	NJN-sk086	√	Embrey Mill	to record Jan 2023 loan payment	18904 · Embry Mill Primary Urgent Care		365.24	-3,111.88
Total 46501 · Micro Loan Interest Income							0.00	529.69	-3,111.88
46502 · Micro Loan Fees									-4,530.00
Total 46502 · Micro Loan Fees									-4,530.00
Total 46500 · Micro Loan Income							0.00	529.69	-7,641.88
47000 · Property Interest Income									-11,693.81
47100 · Interest Inc-1318 JD Hwy									-11,693.81
General Journal	01/01/2023	NJN-sk081	√		1/01/23 Note Receivable Pymt on 1318 JD Highway 11500 · Other Accounts Receivable			1,935.36	-13,629.17
Total 47100 · Interest Inc-1318 JD Hwy							0.00	1,935.36	-13,629.17
Total 47000 · Property Interest Income							0.00	1,935.36	-13,629.17
48751 · GO VA Grant Income 2									-24,375.00
Deposit	01/12/2023			CIT VIPC	Deposit	10100 · Checking-VPB Operating		8,125.00	-32,500.00
Deposit	01/30/2023			Misc	Deposit	10100 · Checking-VPB Operating		111,341.74	-143,841.74
Deposit	01/30/2023			Misc	Deposit	10100 · Checking-VPB Operating		1,000.00	-144,841.74
Total 48751 · GO VA Grant Income 2							0.00	120,466.74	-144,841.74
65000 · Legal Fees									11,059.50
65003 · Project Representation									5,059.50
Total 65003 · Project Representation									5,059.50
65004 · General Retainer Matters									6,000.00
Bill	01/12/2023	4881673		Hirschler Fleischer	Nov. & Dec. 2022 Monthly Meetings	20000 · Accounts Payable	1,000.00		7,000.00
Total 65004 · General Retainer Matters							1,000.00	0.00	7,000.00
Total 65000 · Legal Fees							1,000.00	0.00	12,059.50
66000 · Accounting									5,400.00
Bill	01/25/2023	3625		Not Just Numbers LLC	Jan 2023 10 hr Managed Service Package	20000 · Accounts Payable	900.00		6,300.00
Total 66000 · Accounting							900.00	0.00	6,300.00
66001 · Audit (Annual Financial)									22,000.00
Total 66001 · Audit (Annual Financial)									22,000.00
66500 · Professional Services									2,070.00
Total 66500 · Professional Services									2,070.00
69000 · Fees & Charges									2,051.16
69004 · Service Fee									20.00
Total 69004 · Service Fee									20.00
69006 · Loan Servicing Fees									2,031.16
Total 69006 · Loan Servicing Fees									2,031.16
Total 69000 · Fees & Charges									2,051.16
71000 · Local Industry Support									5,000.00
Total 71000 · Local Industry Support									5,000.00
71750 · GO VA Grant Expenses									92,534.81
71752 · Go VA Grant Reimb Expenses 2									92,534.81
Bill	01/12/2023	111		Uma Marques	Testbed – Technology Specialist Services for	20000 · Accounts Payable	8,454.16		100,988.97
Bill	01/23/2023	20233585		Wireless Research Center	Stafford County EDA and RIoT Partnership (complet	20000 · Accounts Payable	19,125.00		120,113.97
Total 71752 · Go VA Grant Reimb Expenses 2							27,579.16	0.00	120,113.97
Total 71750 · GO VA Grant Expenses							27,579.16	0.00	120,113.97
73000 · Marketing									39,462.46
Bill	01/23/2023	224		Rachel Linzy Browne	Jan Invoice #224	20000 · Accounts Payable	6,609.16		46,071.62
Total 73000 · Marketing							6,609.16	0.00	46,071.62
73050 · EDA Meetings/Meals									756.16
Total 73050 · EDA Meetings/Meals									756.16

EDA
General Ledger
 As of January 31, 2023

Type	Date	Num	Adj	Name	Memo	Split	Debit	Credit	Balance
73100 · Other Events									1,819.77
Total 73100 · Other Events									1,819.77
73101 · Event Xmas 2022									10,858.74
Bill	01/17/2023	7489 / 7502		Corner Garden Center &CGC Landscaping	-MULTIPLE-	20000 · Accounts Payable	34,691.67		45,550.41
Total 73101 · Event Xmas 2022							34,691.67	0.00	45,550.41
81000 · 204 Thompson Ave Exp (CBE Mgt)									163.98
81100 · Rental Property Utilities (CBE)									163.98
Total 81100 · Rental Property Utilities (CBE)									163.98
Total 81000 · 204 Thompson Ave Exp (CBE Mgt)									163.98
TOTAL							<u>413,988.67</u>	<u>413,988.67</u>	<u>0.00</u>

2:04 PM

03/02/23

Accrual Basis

EDA
Account QuickReport
As of January 31, 2023

Type	Date	Num	Name	Memo	Split	Amount	Balance
10000 · Checking-Stifel							143,835.83
Check	01/10/2023		Stifel	Asset Bought	17900 · Stifel S...	-125,000.00	18,835.83
Check	01/26/2023		Stifel	Intrrest Reinv...	17900 · Stifel S...	-201.47	18,634.36
Deposit	01/31/2023			Interest	46400 · Bank In...	214.91	18,849.27
Total 10000 · Checking-Stifel						-124,986.56	18,849.27
TOTAL						-124,986.56	18,849.27

2:05 PM

03/02/23

Accrual Basis

EDA
Account QuickReport
As of January 31, 2023

Type	Date	Num	Name	Memo	Split	Amount	Balance
10100 · Checking-VPB Operating							1,141,549.65
Bill Pmt -Check	01/03/2023	2079	Chase	Account 4246 ...	20000 · Accoun...	-14.31	1,141,535.34
Deposit	01/03/2023		Julio E Montano-Fern...	Deposit	11500 · Other ...	2,794.10	1,144,329.44
Bill Pmt -Check	01/12/2023	2080	P B Mares		20000 · Accoun...	-14,000.00	1,130,329.44
Bill Pmt -Check	01/12/2023	2081	Uma Marques	November 1-3...	20000 · Accoun...	-8,454.16	1,121,875.28
Bill Pmt -Check	01/12/2023	2082	Hirschler Fleischer	Nov. & Dec. 2...	20000 · Accoun...	-1,000.00	1,120,875.28
Deposit	01/12/2023		CIT VIPC	Deposit	48751 · GO VA...	8,125.00	1,129,000.28
Bill Pmt -Check	01/23/2023	2083	Rachel Linzy Browne	Jan Invoice #2...	20000 · Accoun...	-6,609.16	1,122,391.12
Bill Pmt -Check	01/23/2023	2084	Wireless Research C...	Stafford Count...	20000 · Accoun...	-19,125.00	1,103,266.12
Bill Pmt -Check	01/25/2023	2085	Corner Garden Cente...	December 202...	20000 · Accoun...	-34,691.67	1,068,574.45
Bill Pmt -Check	01/25/2023	2086	Not Just Numbers LLC	Jan 2023 MSP	20000 · Accoun...	-900.00	1,067,674.45
Deposit	01/30/2023		George Washington ...	Deposit	48751 · GO VA...	111,341.74	1,179,016.19
Deposit	01/30/2023		Stafford Regional Air...	Deposit	48751 · GO VA...	1,000.00	1,180,016.19
Total 10100 · Checking-VPB Operating						38,466.54	1,180,016.19
TOTAL						38,466.54	1,180,016.19

2:05 PM

03/02/23

Accrual Basis

EDA
Account QuickReport
As of January 31, 2023

Type	Date	Num	Name	Memo	Split	Amount	Balance
10900 · Money Market - VCC 502							125,717.40
Deposit	01/04/2023		Adventure Brewing	Deposit	11500 · Other ...	513.02	126,230.42
Deposit	01/04/2023		ACE Flight Solutions ...	Deposit	11500 · Other ...	833.83	127,064.25
Deposit	01/04/2023		Vitae Visual	Deposit	11500 · Other ...	442.96	127,507.21
Deposit	01/04/2023		Upnorth Kutz	Deposit	11500 · Other ...	648.53	128,155.74
Deposit	01/31/2023			Interest	46400 · Bank In...	65.19	128,220.93
Total 10900 · Money Market - VCC 502						2,503.53	128,220.93
TOTAL						2,503.53	128,220.93

Agenda 6A1



Honoring Stafford Businesses through the decades! Stafford EDA's 50th Anniversary

Stafford County is proud of the robust, loyal, and philanthropic professionals and leaders who choose to do business in Stafford. This annual event celebrates the businesses of Stafford.

The Business Appreciation Reception theme celebrates 50 years of the Stafford County Economic Development Authority's inception, honoring our businesses throughout the decades!

Awards will be presented to businesses who are nominated and selected for one of the following: Business of the Year Award, Innovation Award and the Donald H. Newlin Community Stewardship Award. Award Nominations close on April 7, 2023 at noon.



Wednesday, May 17th | 5:00-7:00 PM
Cyber Bytes Foundation
1010 Corporate Dr #103, Stafford, VA 22554

**We want to celebrate
long-standing Stafford
businesses and need
you to register so we
know who you are!**

**CLICK HERE
FOR MORE
INFORMATION**



Agenda 6C



riot.org

2023 PARTNERSHIP DECK



See what's going on behind the scenes at R!oT. Keep scrolling to find:

■ **About R!oT**

■ R!oT Sponsorship Tiers

■ R!oT Events

■ R!oT ED, R!oT Labs, and R!oT Studios

■ R!oT Accelerator Program

■ R!oT Testimonials

RIoT is the largest IoT
ecosystem of its kind;
fostering a global center
of excellence for IoT





RIoT CONTINUES TO SHOW *EXPLOSIVE GROWTH*

90+

Sponsors

12k+

Members engaged
in RIoT activities

3k+

Companies at RIoT
events across the US

70+

Events Held in 2021

1000+

Jobs created by
RIoT-engaged
startups

\$400M

Raised by
RIoT-engaged startups

6

Chapters in RTP,
Charlotte, Atlanta,
Virginia, Colorado,
Wilson

4

Commercialization
centers in Wake Forest,
Raleigh, Wilson,
Stafford

2023 SPONSOR ROSTER



2023 RAP ALUMNI SPONSOR ROSTER





See what's going on behind the scenes at R!oT. Keep scrolling to find:

■ About R!oT

■ **R!oT Sponsorship Tiers**

■ R!oT Events

■ R!oT ED, R!oT Labs, and R!oT Studios

■ R!oT Accelerator Program

■ R!oT Testimonials

SPONSORSHIP TIERS



TROUBLEMAKER

AGITATOR

INSTIGATOR

DISRUPTOR



TROUBLEMAKER

\$5,000
ANNUALLY

Intro enterprise level with exhibiting opportunities



Branding on materials and access to the RIoT Slack channel



Exhibit at RIoT events



Host Lunch & Learn sessions

SPONSORSHIP TIERS



TROUBLEMAKER

AGITATOR

INSTIGATOR

DISRUPTOR



AGITATOR

\$10,000
ANNUALLY

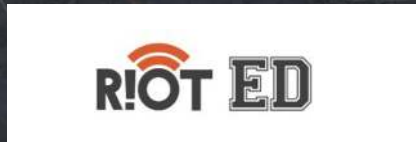
*For organizations interested
in speaking opportunities*



Branding on materials and access to the RloT Slack channel



Exhibit at RloT events and guaranteed opportunities to speak at RloT events



Host a Lunch & Learn session and teach a session at RloT Developer Day events



Guaranteed opportunity to record an episode for the RloT Underground podcast

SPONSORSHIP TIERS



TROUBLEMAKER

AGITATOR

INSTIGATOR

DISRUPTOR



INSTIGATOR

\$25,000
ANNUALLY

*For corporates interested in
extensive collaboration*



Branding on materials and access to the RIoT Slack channel



Exhibit at RIoT events, guaranteed opportunities to speak at RIoT events and title sponsor at event



Host a Lunch & Learn session and teach a session at RIoT Developer Day events



Place innovation team in RIoT Accelerator Program



Custom marketing content created by RIoT for your organization and record episode for RIoT podcast

SPONSORSHIP TIERS



TROUBLEMAKER

AGITATOR

INSTIGATOR

DISRUPTOR



DISRUPTOR

\$50,000
ANNUALLY

*All-access pass with consulting,
custom workshops, and custom
marketing media*



Branding on materials and access to RIoT Slack channel



Custom workshop/event for your internal organization and guaranteed opportunities to exhibit and to speak



Host a Lunch & Learn session and host a workshop at RIoT Developer Day events



Place innovation team in RIoT Accelerator Program



Dedicated desk at RIoT Labs



Custom marketing content created by RIoT for your organization and record episode for RIoT podcast



See what's going on behind the scenes at RIoT. Keep scrolling to find:

■ About RIoT

■ RIoT Sponsorship Tiers

■ **RIoT Events**

■ RIoT ED, RIoT Labs, and RIoT Studios

■ RIoT Accelerator Program

■ RIoT Testimonials



RIOT EVENTS

Large-scale
events

High-energy
lightning talks

High-impact
networking

Sponsor exhibits
and technology
demonstrations



RIoT PARTNER EVENTS



Discounts to
attend and exhibit

Opportunities to speak
and participate



RIoT 2023 EVENT CALENDAR



RAP VA Pitch Night
STAFFORD

Developer Day
STAFFORD

Cybersecurity
STAFFORD

Applications of 5G
ATLANTA

Future of Rural Entre
KING GEORGE

IoT Demo Night
RALEIGH

NCSU Student Showcase
RALEIGH

JAN

FEB

MAR

APR

MAY

JUN

JUL

AUG

SEP

OCT

NOV

DEC

Advanced Mobility
CARY

Digital Twinn
CHARLOTTE

AI
NORTHERN VA

Developer Day
RTP

WEB 3
RTP

RAP VA Pitch Night
STAFFORD



See what's going on behind the scenes at R!oT. Keep scrolling to find:

■ About R!oT

■ R!oT Sponsorship Tiers

■ R!oT Events

■ **R!oT ED, R!oT Labs, and R!oT Studios**

■ R!oT Accelerator Program

■ R!oT Testimonials



LUNCH & LEARN SERIES

Hosted in Raleigh, Durham,
Charlotte, Atlanta, Virginia, Wilson

Opportunity to host virtually

Receive contact information for
participants (names & emails)



RIOT ED

DEVELOPER DAYS

Full-day conference format
workshops & training

Get industry hands-on
with your tech and tools





RIOT LABS

SHARED ENGINEERING LAB SPACE, MEETING SPACE

Build HW and SW prototypes through shared electrical and mechanical equipment and software licenses. Meeting room and coworking space for sponsors.

ACCESS TO ACCELERATOR PARTICIPANTS

Opportunities for sponsors to work with RAP participants, share new technology with startups.

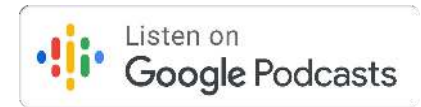
CONNECTION TO CUSTOMERS AND LOCAL NETWORK

Startups work side by side with sponsor company employees and other entrepreneurs. Participate in RIoT events for visibility and to build your customer pipeline.



Season 4

RIoT Underground: RIoT's Podcast series



RIOT *STUDIOS*

RIoT Underground – RIoT's Podcast



RIoT Underground

XX: IoT Mouse Traps—A Prime IoT Use Case from Bayer's Digital Pest Man



00:00 | 22:19



See what's going on behind the scenes at R!oT. Keep scrolling to find:

■ About R!oT

■ R!oT Sponsorship Tiers

■ R!oT Events

■ R!oT ED, R!oT Labs, and R!oT Studios

■ **R!oT Accelerator Program**

■ R!oT Testimonials

RAP

RIOT ACCELERATOR PROGRAM

**12-WEEK,
HIGH-TOUCH
ACCELERATOR**

No cost to startups, no equity taken

Startups directly connected to sponsors' tech and services

90+ partners involved

50+ business/technical workshops & mentoring sessions



RAP

RIOT ACCELERATOR PROGRAM

3 PATHS into the program

1

Mentor a startup: Support talented entrepreneurs across a variety of industries. Advise founding teams as they navigate challenges, expose them to new tech, and explore collaboration opportunities.

2

Place a corporate innovation team: Leverage RAP if you're pursuing internal innovation or new product offerings. "Act like a startup" to validate a new concept, access innovation advising, and build network connections that support new business pursuits.

3

Sponsor a Cohort: Whether you want to showcase support of the entrepreneurial community, scout new technologies, or leverage a program specifically to develop a suite of internal innovation projects, RIoT can tailor an entire RAP cohort to your innovation needs.





See what's going on behind the scenes at R!oT. Keep scrolling to find:

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■ R!oT Events

■ R!oT ED, R!oT Labs, and R!oT Studios

■ R!oT Accelerator Program

■ **R!oT Testimonials**



"It's obvious that the RAP curriculum is thoughtfully laid out and then executed by experts who truly care about accelerating your business. Every step of the way the programming aligned with my business' needs and helped to push us forward. RAP created accountability and momentum that would be hard, if not impossible, to generate independently which has continued to grow post-program."

Michael Bender,
Founder & CEO, Intake



RAP is created with early-stage founders in mind and we gained a lot of knowledge from revisiting old assumptions, and from learning new frameworks to set us on a strong foundation for future growth. Riot consistently demonstrated the rare ability to equip our team with constructive feedback to help us form strong strategies for the long-term. Riot is a great community and we're thrilled to belong here

Mike Vaggalis,
Founder & CEO, Keepsake Tales





Agenda 6D

Stafford County Economic Development Authority

February 27, 2023

Feras A. Batarseh
Associate Professor
Department of Biological Systems Engineering (BSE)
Sent via email to batarseh@vt.edu

Dear Dr. Batarseh:

On behalf of the Stafford County Economic Development Authority, representing the Virginia Smart Community Testbed, please accept this letter as our commitment to working as a consultant on and in support of Virginia Tech's Cyber-Attacks Detection and Data Poisoning Mitigation for Water Resources using Artificial Intelligence application through the Next Generation Water Observing System (NGWOS) program and grant application. Our role will be advisory in nature and include supporting communication to municipalities where testing & research will be done, including supporting data-related correspondence with VIPC, and support deploying & managing additional physical sensors for further data capture. Our consultation will be significant to the validation of real-world contexts of the S3 framework proposed and especially through the validation phase of your proposed project.

Below we detail pertinent information in support of this application:

- **Period of Consulting Performance:** January 1, 2024 – June 30th, 2025
- **Place(s) of Performance (may include but not limited to):** Blacksburg, VA, Stafford, VA, Fredericksburg, VA, and Arlington, VA

We estimate a total cost of \$15,000 for our advisory support and consultation on this project. We detail that estimate further below at a rate of \$100 per hour:

Year	Support Data Integration with VIPC	Advising on Deploying and Maintaining Sensors	Communication to Localities
2024	\$1,500	\$4,000	\$1,250
2025	\$1,000	\$6,000	\$1,250
Total	\$2,500	\$10,000	\$2,500

We sincerely appreciate the opportunity to serve on this project and look forward to working with you upon award.

Sincerely,



John P. Holden
Secretary
Economic Development Authority
Stafford County, VA

Agenda 7B

An Amendment to the September 11, 2020 Memorandum of Understanding between the Stafford County Economic Development Authority and Germanna Community College Educational Foundation

Preface

The Stafford County Economic Development Authority (EDA) and Germanna Community College Education Foundation (Foundation) entered into a memorandum of understanding on September 11, 2020 to support the expansion of academic and training programs in Stafford County. Notably, both parties have the mutual goal of expanding opportunities in cyber technology and nursing training. Since the execution of the MOU between the Foundation and EDA, the Foundation has found it in its best interest for the expansion of its program to secure property on Center Street in Stafford County. The EDA agrees that this decision adheres to the spirit and principle of the MOU.

Amendment

Pursuant to the agreement section item 6 titled Amendments, Termination, and Recession, the EDA desires to amend the MOU as follows:

- 1) Strike item 4 of the Recitals section.
- 2) Item 2 of the Agreement section titled Grant Requirements shall be amended to strike “amounts of no less than \$150,000 per year and for a period not to exceed five (5) years” and insert *full or in payment acceptable by the EDA*.
- 3) Strike item 2d of the Agreement section.
- 4) Strike item 3 of the Agreement section titled Annual Payment.
- 5) Strike item 4 Award Review
- 6) Insert an item under the Agreement section: **Performance.** *Should the Foundation not open operations or offer courses at the Center Street location prior to June 1, 2026, any funds paid by the EDA are due back in full unless otherwise agreed to by the EDA.*
- 7) Insert an item under the Agreement section: **Award Review.** *Compliance with the requirements of this memorandum of understanding shall be reviewed and determined by the EDA, in its sole discretion, prior to releasing funds to the Foundation.*

Parties Contact Information	
<u>EDA</u>	P.O. Box 339
Stafford County Economic Development Authority	1300 Courthouse Road
ATTN: Chairman\Director	Stafford, Virginia 22555-0339

<p><u>Germana</u></p> <p>ATTN: NAME Bruce Davis, Special Assistant to the President for Institutional Advancement</p> <p>With a copy to:</p> <p>NAME Janet Gullickson, President</p>	<p>ADDRESSES</p> <p>PO Box 1430</p> <p>Locust Grove, VA 22508</p>
<p><u>Department of Economic Development & Tourism</u></p> <p>ATTN: Director</p>	<p>P.O. Box 339</p> <p>1300 Courthouse Road</p> <p>Stafford, Virginia 22555</p>


[AUTHORIZED SIGNATURES TO FOLLOW]

WITNESS the following signatures.

ECONOMIC DEVELOPMENT AUTHORITY OF STAFFORD
COUNTY, VIRGINIA

By: 
Title: Chairman of the Stafford County EDA

Germanna Community College Educational Foundation

By: 
Title: Secretary to the GCC Educational Foundation

Approved as to form:

By: _____
Counsel for Economic Development Authority

Memorandum of Understanding

**Economic Development Authority
and
Germanna Community College
Educational Foundation**

This MEMORANDUM OF UNDERSTANDING ("Agreement") made as of this 11 day of September, 2020, by and between the ECONOMIC DEVELOPMENT AUTHORITY OF STAFFORD COUNTY, VIRGINIA, a political subdivision of the Commonwealth of Virginia (the "EDA"), and GERMANNA COMMUNITY COLLEGE EDUCATIONAL FOUNDATION ("Foundation") (the EDA and Foundation may individually be referenced below as the "Party" or collectively, the "Parties").

RECITALS

1. **Whereas**, the EDA supports economic development opportunities in Stafford County, Virginia ("Stafford County"), including without limitation support for the academic and training programs at Germanna Community College ("Germanna"); and
2. **Whereas**, the Foundation provides financial and other support to Germanna; and
3. **Whereas**, pursuant to that certain EDA resolution dated on or about March 11, 2011, the EDA has committed, for the benefit of Germanna, to match up to \$1,000,000 in funds raised by the Stafford County business community, all as provided more particularly in said resolution a copy of which is attached hereto ("EDA Resolution"); and
4. **Whereas**, in 2019 Germanna expanded in Stafford County to a leased facility namely the Barbara J. Fried Center ("Fried Center") and is currently occupying approximately 18,000 square feet of space on the first floor of this location; and
5. **Whereas**, Germanna is experiencing greater demand in its educational and training programs, notably in cyber technology and nurse training, and is in need of additional physical space; and
6. **Whereas**, the EDA desires to further assist Germanna's expansion in Stafford County, all as provided more particularly below:

AGREEMENT

Now therefore, in consideration of the above recitals, and other valuable consideration, the receipt of which is hereby acknowledged by the Parties, the EDA and Foundation agree as follows:

1. **EDA Funding.** Subject to the requirements of this Agreement, the EDA agrees to grant to the Foundation the total sum of \$750,000 to allow Germanna to expand its learning and educational footprint in Stafford County ("EDA Education Expansion Grant"). Notwithstanding anything to the contrary under this Agreement, the payment of the EDA Education Expansion Grant is subject to annual availability and EDA annual budgetary

requirements.

2. **Grant Requirements.** The EDA Education Expansion Grant will be paid by the EDA to the Foundation in amounts of no less than \$150,000 per year and for a period not to exceed five (5) years. The release of the EDA Education Expansion Grant is subject to the following conditions:
 - a. Germanna or the Foundation has secured and can document the necessary funds for the completion of Germanna's physical expansion in Stafford County. This documentation shall include at a minimum a construction budget and schedule, approved design plans, and other sources of capital for the completion of the build-out expansion; and
 - b. Germanna or the Foundation provides the EDA with a confirmation that additional programs and classes have been approved and will be provided as a result of the expansion; and
 - c. Germanna or the Foundation confirm that Germanna has obtained all necessary approvals for the expansion as expressed herein, including without limitation all state, local and other applicable requirements.
 - d. Notwithstanding anything to the contrary under this Agreement, the EDA, prior to Germanna or the Foundation satisfying the above conditions Section 2a., 2b. & 2c., may escrow annually no less than \$150,000 per year for the benefit of Germanna and shall immediately disburse said escrowed funds pursuant to Germanna or the Foundation's satisfaction of said conditions. Further, the EDA may disburse to Germanna or the Foundation up to 20 % of the EDA Education Expansion Grant in the event Germanna can satisfy Section 2b. and 2c. conditions and if Germanna is required to deliver alternative teaching and learning methods that must adapt to the Covid-19 pandemic or other emergency matters which prohibit the gathering of students in a traditional brick and mortar classroom or facility so long as the funds utilized by Germanna for this purpose expand the educational programs within Stafford County.
3. **Annual Payment.** Commencing September 1, 2020, and ending no later than five (5) years thereafter (the "Term") the EDA shall make or escrow (as described above) an annual payment of no less than \$150,000 (the "Annual Payment") to Germanna or the Foundation or for the benefit of the same in escrow, all subject to the Annual Review described below in Section 4 of this Agreement.
4. **Annual Award Review.** Compliance with the requirements above shall be reviewed and determined annually by the EDA, in its sole discretion, in advance of the disbursement of annual grant payments. The Annual Review Form attached as Exhibit A, and containing the information and documentation required by this Agreement, shall be due to the EDA by April 1 of each year during the Term. The Annual Review Form shall be signed by an authorized representative of the Foundation (if requested by the EDA). The EDA shall conduct its review of the Annual Review at least thirty (30) days prior to any grant payment made pursuant to this Agreement. If, in the sole discretion of the EDA, additional information is required to substantiate compliance with Paragraph 2, the Foundation shall provide such documentation within fourteen (14) days of written notice to the Foundation of the same. "Annual Review"

shall refer to each such review conducted by the EDA and/or the Stafford County Department of Economic Development (“Department”) during the Term of this Agreement.

5. **Successors and Assigns (Transferability).** This Agreement is binding upon, inures to the benefit of, and is enforceable by, the Parties. This Agreement is not transferrable or assignable except with the written approval of all the parties hereto.
6. **Amendments, Termination and Rescission.** This Agreement may be amended only in writing signed by each of the Parties hereto.
7. **Severability.** If any clause, provision, section or paragraph of this Agreement is held to be illegal or invalid by any court, the invalidity of the clause, provision, section or paragraph shall not affect any of the remaining clauses, provisions, sections or paragraphs, and this Agreement shall be construed and enforced as if the illegal or invalid clause, provision, section or paragraph had not been contained in it.
8. **Counterparts.** This Agreement may be executed in any number of counterparts, each of which shall be deemed to be an original, and all of which together shall constitute but one and the same instrument.
9. **Governing Law.** This Agreement is governed by the laws of the Commonwealth of Virginia. Any lawsuit, action, or proceeding arising under this Agreement must be brought exclusively in the Stafford County Circuit Court and all parties hereto submit to the jurisdiction of this court.
10. **Notices.** Any payment, notice, request, or other deliveries required to be given hereunder shall be deemed given if sent by registered or certified mail, or overnight delivery service, postage prepaid, addressed to the following:

Parties Contact Information	
<u>EDA</u> Stafford County Economic Development Authority ATTN: Chairman\Director	P.O. Box 339 1300 Courthouse Road Stafford, Virginia 22555-0339
<u>Germann</u> ATTN: NAME Bruce Davis, Special Assistant to the President for Institutional Advancement With a copy to: NAME Janet Gullickson, President ATTN: NAME	ADDRESSES PO Box 1430 Locust Grove, VA 22508

Department of Economic Development & Tourism

ATTN: Director

P.O. Box 339

1300 Courthouse Road

Stafford, Virginia 22555


[AUTHORIZED SIGNATURES TO FOLLOW]

WITNESS the following signatures.

ECONOMIC DEVELOPMENT AUTHORITY OF STAFFORD
COUNTY, VIRGINIA

By: 
Title: Chairman of the Stafford County EDA

Germana Community College Educational Foundation

By: 
Title: Secretary to the GCC Educational Foundation

Approved as to form:

By: 
Counsel for Economic Development Authority

EXHIBIT A

EDA Resolution

12583413.1 031919.00008

Additional Handouts

RIoT Foundations Program

The RIoT Foundations Program is a FREE program for idea stage or new business looking to learn the basic foundations of business and growth. Entrepreneurs will leave the program understanding core business truths, validation, and customer discovery needs.

Register by February 24 | Classes begin March 7

Foundations Program Outline & Objectives
All Workshops will be approximately 1.5 hours

CIRRICULUM

WEEKLY 1:1

Core Business Truths & Best Practices

- What are all the ingredients you need to operate a successful business? What are the habits you must build as a business owner to establish and grow your business?

Lean Canvas

- Lean Canvas is a 1-page business plan template created by Ash Maurya that helps you deconstruct your idea into its key assumptions. It is adapted from Alex Osterwalder's Business Model Canvas and optimized for Lean Startups. It replaces elaborate business plans with a single page business model.

Validations

- How do you continually engage with your customers (or potential customers) and understand if you're solving a real problem with the right solution?

Operations 101

- How do you manage your finances, your team, and your customer relationships?

- Get to know your business/idea
- What are some near term goals?
- What are some challenges?
- What is the next thing they need to make progress on?
- Review Lean Canvas
- Create and Review Customer Discovery Script & Goals
- Discuss and Plan Next Steps in Business



Questions? Contact Jen Morgan jennifer@riot.org

9:00 – 9:30

Doors open at 9:00 am. Networking and coffee.

9:30 – 10:15

WELCOME TO DEVELOPER DAY

- + Tom Snyder, Executive Director, RIoT

HOW VIRTUAL REALITY AND THE DEVELOPERS BEHIND IT ARE CHANGING THE MUSEUM EXPERIENCE

- + Caius Ruscella, Lead Developer, AccessVR
- + John Ulbrich, Developer and 3D modeler, AccessVR
- + Matt Watson, Director of Government Relations, AccessVR
- + Sue Henderson, Director, Stafford Museum and Cultural Center

10:15 – 10:30 Enjoy a Coffee Break!

10:30 – 12:00

WHAT'S REALLY HAPPENING WHEN I TURN ON BLUETOOTH?

- + Rhonda Smithbey, Senior Software Engineer, Spanalytics

HOW 5G INNOVATION IS PUSHING UAS TECHNOLOGY FORWARD

- + Dr. Leila Z Ribeiro, Technology Director, MITRE Engenuity, Open Generation

12:00 - 1:00 Lunch and Networking

1:00 - 2:30

DIGITAL COMMUNITY TRANSFORMATION - DATA, AI, SENSORS, OH MY?

- + Dave Ihrie, Chief Technology Officer, Vice President Division of Strategic Initiatives, Virginia Innovation Partnership Corporation

CYBER ATTACKS: HOW TO PREPARE, SUPPORT, AND SURVIVE

- + Pete Harris, Director of Cybersecurity, Innovation Orange

INNOVATION IS GREAT, BUT WHAT HAPPENS WHEN IT DOESN'T MEET THE CUSTOMER NEED?

- + Tamara Stuart, Innovation Lab Director, Naval Surface Warfare Center Dahlgren Division (NSWCDD)

2:30 - 3:00 Career Fair, Exhibiting, and Networking

THANK YOU TO OUR HOST

GERMANNA
COMMUNITY COLLEGE

THANK YOU TO OUR SPEAKERS

VIPAC | VIRGINIA INNOVATION
PARTNERSHIP CORPORATION
Connecting Innovators with Opportunity

**MITRE
ENGENUITY™**

StaffordMuseum
and Cultural Center

AccessVR

Spanalytics
1110001100
Understanding your connected world

NAVSEA
WARFARE CENTERS
DAHLGREN

INNOVATION ORANGE
INNOVATION TODAY. FOR YOUR TOMORROW

February 2023 Loan Payment Report

Account Number	Customer Name	Transaction Code Description	Amount	Interest	Total Payment
XXXXXXXX001	Adventure Brewing Company	Regular Payment	\$508.71	\$4.31	\$513.02
XXXXXXXX002	ACE Flight Solutions	Regular Payment	\$716.53	\$117.30	\$833.83
XXXXXXXX003	Vitae Visual LLC	Regular Payment	\$403.11	\$39.85	\$442.96
XXXXXXXX004	UpNorth Kutz LLC	Regular Payment	\$541.10	\$107.43	\$648.53
XXXXXXXX005	Embry Mill Primary and Urgent Care LLC	Regular Payment	\$0.00	\$0.00	\$0.00
Total			\$2,169.45	\$268.89	\$2,438.34

Account Number	Customer Name	Date Opened	Interest Rate	Loan Amount	Balance	Maturity Date
XXXXXXXX001	Adventure Brewing Company	July 9, 2020	2.00	\$15,000.00	\$2,044.14	July 15, 2023
XXXXXXXX002	ACE Flight Solutions	July 9, 2021	4.25	\$45,000.00	\$31,735.61	August 1, 2026
XXXXXXXX003	Vitae Visual LLC	March 25, 2022	4.25	\$15,000.00	\$10,979.03	May 1, 2025
XXXXXXXX004	UpNorth Kutz LLC	May 4, 2022	4.25	\$35,000.00	\$30,176.15	May 1, 2027
XXXXXXXX005	Embry Mill Primary and Urgent Care LLC	July 18, 2022	4.25	<u>\$108,000.00</u>	<u>\$101,470.55</u>	July 1, 2027
Total				\$218,000.00	\$176,405.48	