

King George County Economic Development Authority
Meeting Minutes
June 8, 2023, 5:00PM

1. Call to Order:
Meeting called to order by Beckey Gallamore, chair.
Present: Sandra Wimberley, Daniel Hudson, June Drake, and Guy Booth.
Absent: Delaine Richards
Also present were Nick Minor, Director of Economic Development and Tourism, Kim Cook, Economic Development Specialist, and Roan Grapes, Administrative Assistant.
2. Public Comment:
There was no public comment.
3. Approval of Minutes for April 2023 meeting:
Motion made by Daniel Hudson to accept minutes.
Seconded by Guy Booth.
Vote: Ayes- 5, Nays- 0. Motion carried.
4. Reports of Members:
Members did not have any reports.
5. Presentations:
 - a. UMW Continuing and Professional Services – Business Acumen Program
Teresa Segelke from the University of Mary Washington presented an educational opportunity for local businesses. They are offering 6 classes between June and January 2024. They are requesting that the EDA purchase 20 seats for \$4500.00 and give out to local businesses. The first class is next week. Classes will be at Stafford campus.
There was discussion and questions from EDA members.
Consensus was to continue further discussion with the goals/objectives and budget later in the meeting.
 - b. Phoenix Advantage Proposal:
Miles Friedman presented a proposal to expand entrepreneurship program to the middle school. Currently in high school as an extracurricular activity. He is asking EDA to provide \$7500.00 to expand the program. He has not directly discussed it with the middle school at this time.
There was discussion and questions about the program.
Consensus is to discuss this proposal later in meeting with the goals/objectives and budget.

Mr. Friedman also discussed a proposal to start a business incubator in the county. This gives new businesses a place to set up and operate with reduced rents and support. Need a feasibility study. He reviewed phases and proposed a budget of \$19,000.00.

There were no questions from the EDA members.

Consensus is to discuss later.

6. Discussion Items:

a. DCIP Letter of Support for Company 2 Fire Station

The Fire department is applying for a grant to assist with building a new fire station at Rt 301 and Rt 218. Nick Minor presented a draft letter for the EDA members to review. Some changes were suggested. The consensus from EDA members is to provide a letter of support with stronger support language. Nick Minor will edit and resend to EDA members.

b. Goals and Objectives:

Nick Minor presented a conceptual format outlining the different business areas that are directly related to economic development. Beginning with community survey, can use Survey Monkey for that. Marketing includes Strategic Communications, social media, and Website. Workforce Development includes Community Colleges, High School, CTE, Entrepreneurship. Site Development includes engineering studies and shovel ready sites. Business Development includes Partnership, Education, and Grant funding.

Discussion included what is opportunity and priority, the need for both small and large businesses in the county, marketing through new website and social media.

Workforce development includes YEP and Innovation Challenge. If schools are requesting financial assistance for programs, it should carry more weight.

Community survey needs to come first then how does it inform the areas.

Discussion around cost of site development. Tier 5 would take a couple of million dollars. Utilities are the most expensive part of development.

Money could be spent on engineering studies and exploring options such as grants to develop sites.

May want to get additional person to help with grants.

Continued discussion regarding community survey. Department has subscription to Survey Monkey with list of general public and targeted small businesses.

Discussion about targeting small and large businesses. Both are needed in the county.

Discussion of workforce development, projects done this year and potential projects, setting priorities.

Discussion of \$19,000 for Regional Chamber, could be under workforce development, marketing, and business development. This is an educational opportunity for the region.

There was discussion on sustainability and how to raise money without spending down to zero. Owning properties and leasing is one way. Could possibly cover budgeted funds this way.

Per the request of Beckey Gallamore put prioritizing strategic goals on the next agenda.

C. FY23 and FY24 Budget:

Budget was reviewed by EDA members, changes were discussed and made. Business Appreciation was capped at \$6000.00.

Beckey Gallamore would like to give money to the Fire Department for their participation at the event.

Discussion of Community Support, can include sponsorships or other financial support.

Discussion of advertising. This is the website. Also used to advertise Shop Small.

Travel discussed.

Workforce Development (FRA) was added to the budget at \$5000.00. Expires in 2024.

Discussion regarding capping small business grant money at \$5000.00 per request.

June Drake requested further action for sustainability ideas.

Beckey Gallamore requested another traffic flow presentation.

Motion was made to approve the budget as amended by June Drake.

Motion seconded by Daniel Hudson.

Vote: Ayes-5, Nays-0. Motion carried.

Continued discussion of UMW Business Acumen Program-

Supports entrepreneurship and business development.

Will need some criteria before advertising.

Is this first come first served? Yes.

Discussed percent of budget. How does it help the county. Potential for classes to be in King George next year.

Guy Booth made a motion to approve purchase of 20 seats for the UMW Business Acumen Program.

Motion seconded by Daniel Hudson.

Vote: Ayes- 4, Nays – 1. Motion carried.

Continued discussion regarding Phoenix Advantage proposal-

Concern noted that Middle School has not been contacted regarding program before asking EDA for money.

Concerned about number of students involved in program.

No motion made.

Continued discussion regarding Incubator program-

Discussion about incubator programs in Fauquier.

Nick Minor recommended that if EDA wants to do this then EDA should own the building not lease the site. Incubators don't last forever.

Concerned about the amount of money.
Consensus of EDA members is no action on either proposal.

7. Updates:

a. Business Park

Nick Minor talked to the board and presented the concept. 82 buildable acres. Includes a fire station, water tower and 2 buildings at 435,000 sq. feet.

Would the EDA like to put options on property or developing these properties.

Works out to about \$4000.00 per year for option. Recommend a one-year option until characterization is done. After the study is done then multiple year option. Will need to market heavily to get water/sewer done faster.

b. Dewberry Site Characterization

8. Adjourn:

June Drake made a motion to adjourn.

Daniel Hudson seconded the motion.

Vote: Ayes: 5, Nays: 0. Motion carried.

Minutes submitted by Roan Grapes, Administrative Assistant

Minutes approved on _____