

King George County Economic Development Authority
Monthly Meeting Minutes September 9, 2021

1. Call to Order:

Meeting was called to order by Rick Pabst, chairman. A quorum being present.

Present: Rick Pabst, Delaine Richards, Sandra Wimberley, Beckey Gallamore. Also present: Nick Minor, Director Economic Development & Tourism, Kim Wilson, Economic Development Specialist, Roan Grapes, Administrative Assistant.

Absent: Ian Fox, Guy Booth, and Richard Parker.

2. Public Comment: There was no public comment.

3. Approval of Minutes:

There were no questions or discussion regarding the minutes.

Beckey Gallamore made motion to accept minutes from August 12, 2021, meeting.

Delaine Richards seconded the motion.

All members and chair vote aye. Motion carried.

4. Member Reports:

Delaine Richards – No report.

Sandra Wimberley – No report.

Beckey Gallamore – Will give report later in connection with Director's Report.

Rick Pabst – Met with Ian Fox and Nick Minor to review Incentive Zones, we did make some changes which he will go over.

5. Discussion Item:

- a. Bay Consortium Funding – Nick Minor gave overview of the program that engages both employers and job seekers. Board of Supervisors have forwarded to EDA for consideration. Funds requested from county are \$6,709.00. This is a regional program that receives funding from Federal, State and Local government.

Consensus from the members present: Would like a presentation and opportunity to ask questions with Bay Consortium before deciding. Nick Minor will try to schedule for October.

6. Action Items:

- a. Incentives – EDA Review: Presentation given by Nick Minor identifying areas of the county and which incentives, Defense Production, Technology, and/or Tourism are appropriate for each area. And what would be included, encouraged in each zone. Also included were potential ideas for specific properties.

Discussion and questions included zoning, special exception zoning incentives, how incentives work, streamlining process for new business and what level of investment would relate to what level of incentive. How do we draw people here if there is nothing to do here like better restaurants or movie theater? Need rooftops. Maybe we need traffic study.

Consensus of group is Nick Minor may send proposals to legal for review.

b. Business License Update:

We have received first application for business license reimbursement. Nick Minor will contact business owner and verify that they have signed up for one of the business consult programs before asking for a vote to reimburse.

7. Directors Report:

- a. Project Activity – There are 2 projects for the Landfill and 1 project for the industrial park. The Industrial Park project is a Bio-tech company named Nutro-Grow from Ontario, Canada. There are challenges. They want to enter the U.S. market. They feel like King George and the industrial park is a good location. They make organic fertilizer. They also make a chemical that neutralizes landfill wastewater. It is a \$3-5 million investment and 30-40 jobs. They are looking for capital, RiOT involved.
The other two are interested in the landfill. First is a company from Texas that wants to set up recycle connected to Landfill. There is another company that is interested in using landfill gas to make aviation fuel. Will be taking projects to the board soon. Discussion about landfill contracts and tax revenue.
- b. Morie Farm- Spoke with realtor, no contract at this point, but that is disputed, meeting with another company today. Relayed to realtor that if it falls through, we would be interested in talking to them. Beckey Gallamore did not speak with owner as requested last meeting. Point made that we don't want to step in front of potential development.
- c. 301 Industrial Park – Survey is done, the re-zoning application is drawn up, working on the narrative, phase 1 is done, next step is to submit it to the board for them to request that property be rezoned and then to the planning commission for approval. Then back to the board for final approval. Have spoken with owner of property just south of this one and they are interested in working with us. There is another 100 acres south of that and if it goes well, I will reach out to them.
- d. Economic Development Strategic Plan – Met with Community Development Director, Parks & Rec Director, and the county Administrator to work on some amendments to the plan. Do not recall if the EDA was involved with the development of this strategic plan. However, any amendments done at this point I would like your feedback on it by the end of September. My department, Parks & Rec, and Community Development will submit some potential upgrades or amendments to the Economic Development Strategic Plan, and I would like the EDA to have input on that as well. If you have comments or things you would like to see amended or included or see a little more specific, please send them to me or Kim for our review. This will be a slow process. Need more specific plans for goals. This is a product of the previous Economic Development Director and a previous Administrator.

Chairman calls for any questions:

Beckey Gallamore asking for update on website.

Nick Minor – RFP is written. Trying to decide if we will compare prices. This has been lengthy process because new procurement manager thought it needed to go out for bid, it didn't.
Kim Wilson- Under \$5000, need to compare prices. Between \$5000 and 15,000, need 2 quotes.

Nick Minor - We went through the process to write up the RFP, not a bad thing, we can submit to potential companies. Want to make sure we are following the rules and clear this up with Finance Director because it is IT services. It is a very sensitive industry when it comes to Want to make sure that no one can come say we haven't followed the state guidelines for procurement. Also have video RFPs coming in.

Currently have financial audit going on, reviewing our grants. I think we are thorough.

Becky Gallamore - Have we reached out to winery about appreciation event? Dinner vs. hors d'oeuvres. Doesn't mind doing leg work.

Will price both.

Consensus of group is that event in October for Business Appreciation will be hors d'oeuvres.

8. Adjournment:

Call to adjournment from chairman.
Becky Gallamore made motion to adjourn.
Delaine Richards seconded.
All in favor. Meeting adjourned.

Minutes submitted by: Roan Grapes, Administrative Assistant

Minutes approved on: 10-14-21 _____