

# King George County Economic Development Authority Minutes

June 10, 2021, 5:00PM

## 1. Call to Order

Monthly meeting of the King George Economic Development Authority was called to order by Rick Pabst, chairman. Members present: Rick Pabst, Beckey Gallamore, Sandra Wimberley, Guy Booth, Ian Fox, Richard Parker. Members absent: Delaine Richards. Also present were Nick Minor, Director Economic Development and Tourism, Kim Wilson, Economic Development Specialist and Roan Grapes, Administrative Assistant.

## 2. Public Comment

There was no public comment.

## 3. Approval of Minutes for May 2021 meeting

Beckey Gallamore made motion to approve minutes for May 13, 2021- as corrected.

Sandra Wimberley seconded.

Ayes – 5, Nay - 0. Motion carried.

## 4. Reports of Members

Sandra Wimberly – No report.

Beckey Gallamore – No report.

Rick Pabst – Nothing specific. Will not be here next month. Beckey will chair.

Guy Booth – No report.

Ian Fox – No report.

Richard Parker – Spoke with new company, Sweeties, having a rough time, asked them to speak with Nick and encourage them to grow business. Fire Marshall shut down business related to no hood in kitchen. They talked to landlord, have some hoops to jump through. Community likes the place. Discussion included why new hood needed (grease aerosol-i.e., bacon) and avenues available to assist. What type of hood is needed to be compliant? Estimate from landlord for hood is \$12,000. Landlord wanted long term lease. Business's concern about outgrowing the space.

Richard Parker brought up EDA has small idea about how many businesses we think are in King George. We assume that some do not have license that they need. I was thinking that we as the EDA could reach out for this period of time if you operate in King George you can get a license for free. Discussion centered on identifying businesses, advantages of being recognized as business, assistance and coordination from Commissioner of Revenue are needed for business outreach up front including small business mentorship, (partnership with ODU) and how EDA can assist. Discussion about home-based businesses that may not be aware of need for business license. Business license is \$25.00. How to help small businesses get compliant. Richard Parker is willing to meet with Nick Minor and the

Commissioner of Revenue to follow up on this. Nick Minor suggests that we could offer to pay for license if EDA gets info for new business up front.

May need to talk to other departments in county to assist business in coming here.

Needs a two-prong approach, big business and mom & pop.

Rick Pabst – Requests that as an action item for July meeting, Mr. Parker and Mr. Minor work together to set up meeting with Commissioner.

## **5. Committee Report**

Ms. Gallamore and Mr. Parker –Entrepreneurship and Business Development Committee  
Back Porch meeting was great, saw facility, very nice, has put life savings into this. Problem is road entrance needs to be wide. Needs help with that. He has 13 wines, 6 of own. Wants EDA to help him meet the regulations so he can open properly. Needed \$6432.00 per quote in December 2020. This estimate may be out of date, construction is through the roof.

Discussion: This has come up before last year. Discussion centered around financial assistance available (possible low interest loan) and not available (EDA grant- if new business is unable to open due to infrastructure, can apply to EDA for \$20,000 grant). Possible to rewrite grant program or make an exception. This could potentially shut them down. Which agency controls decision for shut down if not fixed, county or VDOT? Will need to clarify. Discussion included what is appropriate for EDA and what is business responsibility.

Rick Pabst requests action item: Do they (Back Porch) know if this is a County or VDOT issue, is county withholding final approval because of VDOT regulations?

## **6. Discussion Item**

### **a. Micro Loan**

Nick Minor- Review of Draft Credit Policy Program & Manual.

Handouts given to members.

Key Discussion Items:

1. EDA's draft program description lists "access to capital" as its program goal.
2. Decisions on the approval process will need to be made. Once REDCO delivers an underwritten package, the loan decision will be the EDA's or the banks.

Discussion regarding who will review applications for the EDA, EDA as a whole or the Entrepreneur Committee. Two members like the committee to review. Review of process and how it will work and role of C & F and REDCO. EDA as a whole has final approval. Review of program goals. Review of County Licensing Policy for applicants. Review of what policy decisions need to be made by EDA prior to start. Discussion of possible future changes to program or policy. Discussion about difference in need for small loan or large loan. Policy will be reviewed by county attorney. Contact Nick Minor for any questions.

## **7. New Business**

### **a. Quarterly Networking Event**

Nick Minor- Spoke with White Hall and Back Porch. Prior meetings held at Board Room, Library and at Dahlgren. Propose that meetings be held in the evening at one of the vineyards. Space free with use during down time, probably Thursday evenings. Would have four events per year and alternate between vineyards. Department would have funding, would EDA like to join in. Looking at having a presenter, topic of their choice, remainder would be around networking. Suggestion for first speaker, REDCO. Offer a free glass of wine. May need to pay for wine and maybe venue fee if there is one.

Discussion included, snacks vs full dinner, food truck vs. caterer. Possible months to be held, how will it be advertised and need for more details. In past had 20 people, largest maybe 30. First one in late July, then October, and then winter and spring. EDA members expressed support.

## **8. Old Business**

### **a. Weld Shop**

Nick Minor - Have had first meeting with Germanna Community College, they need instructors, wanted Weld Tech to say yes now. Next will set up meeting with Rappahannock Community College and King George High School and Weld Tech. The King George High instructor is retiring. Once meeting the meeting with RCC and the high school happens, can come back to EDA with recommendations. Maybe EDA can provide scholarships for high school students. Weld Tech plan is to have 5 booths that will be able to teach mig, sig and tic welding. Starting with basics and the move up depends on demand. Student potential is from base and surrounding counties.

## **9. Directors Report**

New project from RFA of state for pharma company, need to be close to military base, 550 jobs, 3 buildings. cryogenic facility and storage, there is a parcel near Dahlgren zoned C-2 that has 79 acres. They need 20 acres and utilities. Dahlgren has water facility. Have a budget of 83 million in capital investment.

Discussion included the old middle school on Dahlgren Road and potential uses. It has parking, utilities, and needs repairs. We (EDA) should be looking at doing something there. Has around 40 acres. County currently owns. (Inaudible) Committee had independent contractors look at stuff that others identified as wrong, not as bad as said. It needs TLC and cleaning. It can be operational. It was suggested that county keep due to student population. It could be marketed. Suggestions for uses given.

## **10. Adjourn**

Meeting was adjourned by chairman, Rick Pabst. Next meeting is July 8, 2021.

Minutes submitted by: Roan Grapes, Administrative Assistant

Date approved: \_\_\_\_\_