

King George County Economic Development Authority  
Monthly Meeting Minutes August 12, 2021

**1. Call to Order:**

Meeting called to order by chairman, Rick Pabst.

Attending: Delaine Richards, Beckey Gallamore, Rick Pabst, Sandra Wimberley, Ian Fox, and Guy Booth. Also in attendance are Nick Minor, Economic Development & Tourism Director, Kim Wilson, Economic Development Specialist and Roan Grapes.

Absent: Richard Parker.

**2. Public Comment:**

There was no public comment.

**3. Approval of Minutes:**

Beckey Gallamore made motion to accept minutes as presented for July 8, 2021, meeting.

Delaine Richards - Seconded.

All members and chair vote aye. Motion carried.

**4. Member Reports:**

Delaine Richards – no report.

Beckey Gallamore – no report.

Sandra Wimberley – no report.

Ian Fox – met with Fredericksburg Regional Alliance, to explore real estate development opportunity out at University of Mary Washington Campus area, entry level meeting, just a meet and greet

Guy Booth – Met with owner of Sweeties today, trying to get some help out there for her, working on that.

Rick Pabst – no report.

**5. Discussion Items:**

**a. Quarterly networking event/catering options:**

Nick Minor reports that he has found a caterer. Southern Fair, they are regulars at the Farmer's Market. They can do charcuterie board, with cheese, meats, fruit, and crackers, 2 hot options, crab dip and meatballs. Estimated food expense based on 20-30 guests is \$300-450 per event, wine around \$325, total would be around \$600-700 per event. My budget can do this, but do we want to split cost and how do we want to proceed. Would like this to be an EDA sponsored event.

The idea would be to invite speakers either regional or statewide and have them inform community on initiatives, initially could even be NSWC, they could talk about what they are doing at the base. Not a long presentation, 10-15 minutes, then open to networking for 45-50 minutes.

Members discussed purpose, financing, scheduling, possible contingency plan, when to start quarterly and keeping Dinner in October. Option of replacing one quarterly with the dinner or a stepped up quarterly. Discussed Covid as a continuing factor. Discussed financial support from EDA. Discussed schedule for 2022.

Final consensus was keeping the Appreciation dinner in October (after Fall Festival) and begin quarterly get together in January.

**b. EDA incentive zones:**

Nick Minor reports he has been working for over a year on draft of incentive zones. Allowed by state, to allow localities to incentivize businesses to come to certain areas. When I say areas, I mean industries, there is a tech zone, tourism zone, and defense production zone. In the EDA strategic plan, it is requested that the county establish formal incentives to attract targeted businesses. These zones go after what the county is trying to attract.

Defense contractors is driven by the base. Every business is involved in technology which is why we want to narrow down and specifically lay out what that looks like, because manufacturing, professional business services or agriculture could all be included. Tourism could be anything from water sports, wineries or breweries or retreats.

Wants EDA site development and Business policy committees to review, edit and provide comments to incentives for the zones, then bring before the authority as a whole, and get your comments and edits, then take those and have legal review. Then bring back to authority for final approval before it goes to the Board of Supervisors. Wants EDA to have first look. Want to take finished document to board. Board of Supervisors will need to review before it can be adopted.

Discussion turned to Infrastructure legislation and how do we get that money for our community. Bulk will most likely go to state.

Need to get foot in door for railroad.

Broadband is taken care of.

Nick Minor pointed out that we need shovel ready projects to apply for money. Service authority has released a engineering study for raw water study, once we have that PDR we will have shovel ready project so we can apply for grant money. State will allocate money for shovel ready sites. State will allocate money for business ready sites.

We have industrial park, and we have the Taylor farm that has a site audit and is identified by the state as a potential we know how much it will cost to update bringing gas line to industrial park and upgrading electric. Next site will probably be the site off 301, needs to be rezoned. That site has 48 total acres with about 23 that is buildable once you take out the bus garage and the RPA, resource protection area. Dealership lease will expire in February. Solar development has submitted application to Community Development, it is 50 megawatts, they are looking at multiple properties, they need special exception permits because properties are zoned farming.

Route 3 property no longer under contract. Need further discussion.

Committees to meet next week to discuss incentive zones.

6. New Business:

a. Total Machine:

Wants to expand, Kim Wilson and Nick Minor visited. Have sent them parcels in the EDA that are currently available, lots 7, 8, and 10. 6.5-acre lot 10, at the front of industrial park is probably best bet because it is already zoned and ready to go. Already has a builder, just need from him estimated cost of capital investment. Then we can put together incentive package for him. Nick Minor laid out what that package might look like. They are also looking at the property on 301, that property needs to be rezoned and is under county control. Total machine is currently located outside the industrial park next to general properties garage. They are expanding, recently bought out a company in Fredericksburg and also all the equipment. There is not enough space for machinery and needs 3 phase power, not available in current building. Need from him estimated cost and then we can put together incentive package.

7. Old Business:

a. Back to School supplies update:

On Monday was present with Geico to present backpacks to School Board. We matched the 50 backpacks from Geico. Kim and Roan delivered to the 3 elementary schools. Well received.

b. Route 3 property is not under contract? Can we still pursue a possible option? Can be done by county or EDA. Nick will approach county administrator.

Nick Minor states that as the EDA, has ability to act on its own. Recommends that we put an option that the county will either outright purchase it or gets first right of refusal and work with the property owner to get property rezoned. Issues could be property markup based on end use. Option protects county. Would be eligible for grants to get to site ready. Discussion around what should EDA be doing if option is taken, authority needs to be prepared to move quickly. Need to have formal conversation with owner. Need to have vision to take to owner. Discussion of what vision might include and how to put together. Also discussed how options work and time frames.

Group voted on letting Beckey Gallamore go have initial conversation with owner. If second meeting needed Ian Fox will join in.

Chair requests Nick Minor to speak with county administrator and requests members speak with their board of supervisor representative.

c. Business license reimbursement:

Nick Minor presented form for new businesses to apply for License reimbursement to EDA board for review. Essentially puts new business on our radar, tracking them and making sure they have the resources to make them successful. Created simple form that we will provide to Commissioner of Revenue office, so they fill this out and return to my department, if everything checks out and they sign up for services, we will reimburse them for their business license. It is an option. Classes listed are through RFA at UMW and/or through ODU business development center. Classes are free.

Comments include – add that classes are free.

d. Discussion turned to empty buildings in Dahlgren.

8. Director's Report

a. NSWC Partnership Intermediary Agreement

This agreement was originally under the county. Requested it be moved to EDA, easier to fund program. Gives EDA more flexibility and involvement., gives EDA ability to market intellectual property. We will have access to their technology office. There are some requests for EDA assistance in the agreement. Document is under legal review so nothing to sign at this time.

Comments include- this dovetails what RiOT is doing, EDA is acting as a consultant and a facilitator.

Rick Pabst reviews action items for next meeting:

Dinner in October

Route 3 property, Beckey Gallamore will speak with owners and if second meeting appropriate, will have Ian Fox attend.

EDA members need to contact their Board of Supervisor representative regarding this property.

Nick will follow up with county administrator.

9. Adjourn

Beckey Gallamore made motion to adjourn.

Delaine Richards made second.

All members and chair vote aye.

Meeting adjourned.

**Minutes submitted by: Roan Grapes, Administrative Assistant**

**Minutes approved on: \_\_\_\_\_**