

MINUTES  
ECONOMIC DEVELOPMENT AUTHORITY  
| THURSDAY, SEPTEMBER 5, 2019 |

A meeting of the Frederick County Economic Development Authority was held on Thursday, September 5, 2019, at 8:00A.M. in the County Administration Building, First Floor Conference Room, 107 North Kent Street, Winchester, Virginia.

**PRESENT:** Stan Crockett, Gary Lofton, John Riley, Bryan Fairbanks, Doug Rinker, Heather McKay, and Bob Claytor

**STAFF:** Patrick Barker and Donna McIlwee, Frederick County Economic Development Authority, Jay Tibbs, Deputy County Administrator, and Michael Bryan, Attorney

**MEETING CALLED TO ORDER:** Chairman Crockett called the meeting to order at 8:00 a.m.

**APPROVAL OF MINUTES**

The minutes from the August 1, 2019, meeting were presented.

On motion duly made by Mr. Riley and seconded by Mr. Lofton, the minutes were approved by the following recorded vote:

J. Stanley Crockett	Aye
Robert Claytor	Aye
Bryan Fairbanks	Aye
Gary Lofton	Aye
Heather McKay	Aye
John Riley	Aye
Doug Rinker	Aye

**TREASURER'S REPORT**

Mr. Barker submitted the following report:

Checking Account - Bank of Clarke County as of August 31, 2019 - \$507,739.77.  
Savings Account - Scott & Stringfellow as of August 31, 2019 - \$1,205,094.13.

On motion of Mr. Claytor, seconded by Ms. McKay, the Treasurer's Report was approved as submitted by the following recorded vote:

J. Stanley Crockett	Aye
Robert Claytor	Aye
Bryan Fairbanks	Aye
Gary Lofton	Aye
Heather McKay	Aye
John Riley	Aye
Doug Rinker	Aye

### **EDA STRATEGY**

Mr. Barker explained the EDA Strategy document is developed yearly to provide direction as to Frederick County's future economic development activities. It requires an annual update to confirm/enhance overall goals and objectives. Each Board member received a copy of the 2018-19 approved Strategy. Staff revisions this year will center on the economic data and restructuring of some sections. Staff is seeking the Authority's comments and feedback on the document, including existing objectives and new programs.

Mr. Crockett stated that in developing this Strategy, we should be guided by the objectives and vision of the BOS for economic development and what we feel is in the best interest of our mission and goals. He asked Board members to review the document and send any comments/additions to Mr. Barker so that it can be ready for approval at our October meeting.

Mr. Fairbanks noted that #2 (Business Retention) and #3 (Business Attraction) are reliant on talent engagement and unless this can be accomplished, the rest does not matter.

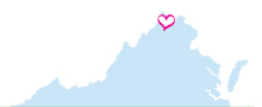
Ms. McKay stated it has been much harder this year for small businesses/agribusinesses to find workers.

Mr. Fairbanks asked if the EDA markets to the Northern Virginia area relative to the cost of living there versus here. Mr. Barker's response was that we do not aggressively do this but we maintain/update a publication with this information which is used by several local businesses to attract potential workers.

### **LEGISLATIVE EVENT**

Mr. Barker explained that the EDA Board had discussed holding a legislative event on October 11 but since only 2 State elected officials indicated they may attend, do we want to proceed with plans that close to an election.

Mr. Crockett stated he felt past legislative events have been successful but we need to determine if this is the right venue and do we need to do something different in order to help the BOS engage with legislators.



Mr. Lofton stated we need to determine what our objective for this event is---to tell the legislators what is most important to us before they go to Richmond for the legislative session or have them talk to us as to what they want to accomplish after arriving in Richmond for the session. Then, we can decide the best way to achieve that objective.

Mr. Crockett remarked that building relationships or maintaining relationships are two different things.

Mr. Riley stated he understands that the BOS Chairman and County Administrator meet with local legislators and adopt a legislative agenda ahead of the session. He believes the EDA reaffirms that agenda through the reception in Richmond.

Mr. Rinker remarked the venue for this event is important. He suggested holding it at a local agribusiness or manufacturing facility.

Mr. Claytor stated the petroleum association has the same problem with attendance at a planned event but find going to Richmond for individual appointments has a more positive advantage.

Mr. Riley suggested we bypass a legislative event this year due to State elections and revisit the topic in December.

Mr. Barker will develop goals and objectives for this event and bring it back for discussion at the December meeting.

### **REGIONAL ECONOMIC DEVELOPMENT ORGANIZATION**

Mr. Barker reported that 2 site selectors had chosen our region to visit on September 27 for VEDP's one-day inbound site selection consultant familiarization tour. Included in the tour will be an in-depth tour of Trex.

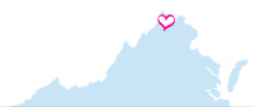
Upcoming events for possible participation include a Site Consultant Speed Networking Forum in the spring in New York City, an Area Development Consultant Forum in Richmond on late spring, and a Site Selector Guild Fall Forum in Richmond.

### **SUCH OTHER BUSINESS AS MAY COME BEFORE THIS AUTHORITY**

Due to a conflict, the date of the October Board meeting was changed to Thursday, October 10, 2019.

### **ADJOURN**

There being no further business to come before this Authority, the meeting was adjourned at 8:40 a.m.



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Stan Crockett  
Chairman

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Jay Tibbs  
Secretary

