

MINUTES
ECONOMIC DEVELOPMENT AUTHORITY
| THURSDAY, MAY 9, 2019 |

A meeting of the Frederick County Economic Development Authority was held on Thursday, May 9, 2019, at 8:00A.M. in the County Administration Building, First Floor Conference Room, 107 North Kent Street, Winchester, Virginia.

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

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 March 7, 2019, meeting were presented.

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

J. Stanley Crockett	Aye
Robert Claytor	Aye
Bryan Fairbanks	Abstain (not present at that meeting)
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 April 30, 2019 - \$11,326.77.
Savings Account - Scott & Stringfellow as of April 30, 2019 - \$1,206,015.75.

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

JOINT MEETING WITH BOARD OF SUPERVISORS RECAP

Mr. Barker provided a review of the annual joint meeting. The following planned activities for the next 12 months were presented and discussed:

- Activity #1 | Partner with appropriate local and regional partners to create solutions for current and projected workforce needs
 - Completion of the Shenandoah Valley Talent Solutions Strategy
 - Submission of a GO Virginia per capita grant for implementation of the Shenandoah Valley Talent Solutions Strategy
 - Assist the Workforce Initiative board with project implementation
- Activity #2 | Continue refinement of the business sites program
 - Finalize a Business Ready Sites Loan Program Agreement with one or more of the characterized sites
 - Complete additional site characterizations should additional sites matching the approved criteria come to market

Mr. Riley stated he is grateful the BOS gave their affirmation on the workforce issue.

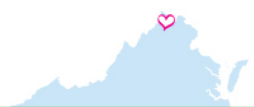
Mr. Lofton remarked he felt the meeting went well and verifies the EDA is on the right track.

LEGISLATIVE EVENT

Mr. Barker stated that at the March meeting, staff was directed to develop a local complementary and/or alternate event to the annual legislative reception held in Richmond. To ensure a successful event, staff is requesting some guidance as to the main purpose of this event, what stakeholders are the preferred targets, and preferred timing.

Mr. Riley stated he felt the main purpose is to showcase Frederick County as a business destination, the event should be held in the spring or summer, and should include a luncheon where priorities could be discussed. Also, good idea to have a VDOT representative included. He suggested a local agribusiness site for the luncheon.

Mr. Lofton stated that fall would be a good time so that we can get our priorities before the legislators' December 15th deadline for submitting legislation. He suggested touring some businesses and a luncheon. A couple of local CEO's from either small or large companies could



give a presentation on why they chose Frederick County. He also suggested following the same format as the bus tour several years ago.

Mr. Barker will present several options for a legislative event at the next meeting.

TARGETED BUSINESS UPDATE

Mr. Barker presented a brief overview of the methodology used identify our targeted business sectors. He explained that staff is seeking approval of the process and inquiring if there are any specific industry sectors the EDA would like examined.

Mr. Lofton inquired if an update from Frederick Water showing their strategy had been obtained recently.

Mr. Riley remarked we need to know their strategy for the future and suggested making that an agenda item for an EDA Board meeting.

Mr. Crockett stated he feels we should be mindful of any business that serves or compliments air transportation. Mr. Barker agreed to look at the aerospace sector.

Mr. Barker will invite Eric Lawrence, Executive Director, Frederick Water, to make a presentation at our June meeting. Topics the Board would like to hear about are Frederick Water's short- and long-term plans for infrastructure to serve clients, how they stand now to serve current business targets, summary of events for the Opequon Water Supply Initiative, and the new settlement agreement with the quarry.

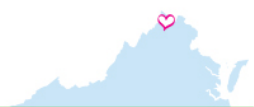
TALENT STRATEGY VENDOR SELECTION

Mr. Barker announced the contract for this project has been awarded to Development Counsellors International. They will develop a strategy on how to improve the retention and attraction of young adults in the region. Work will begin in August and is to be completed in early December.

SUCH OTHER BUSINESS AS MAY COME BEFORE THIS AUTHORITY

Mr. Rinker stated he feels timing of a statement of support for the Clorox project from the EDA is essential. He made a motion that the EDA issue a statement of support for the Clorox project as a message to others that it is safe and easy to do business with Frederick County. Mr. Fairbanks seconded the motion and it was 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

Mr. Barker will develop the verbiage for the statement of support.

Mr. Barker encouraged Board members to attend the Employer Expo on May 23 at the Jim Barnett Park Rec Center and WoW on September 27 at a new venue, Shenandoah University's James R. Wilkins, Jr. Athletic and Events Center.

Due to his upcoming retirement, Mr. Crockett will have new contact information as of May 31. He will give to Mr. Barker to distribute.

Mr. Tibbs stated that at a BOS work session with Justin Kerns, Executive Director, Winchester-Frederick County Convention & Visitors Bureau, a strategy plan for agritourism/sports tourism was discussed. Mr. Barker stated he has been talking to Mr. Kerns and the EDA will be assisting in this effort.

ADJOURN

There being no further business to come before this Authority, the meeting was adjourned at 8:35 a.m.

Stan Crockett
Chairman

Jay Tibbs
Secretary

