

MINUTES  
ECONOMIC DEVELOPMENT AUTHORITY  
| THURSDAY, AUGUST 3, 2017 |

A meeting of the Frederick County Economic Development Authority was held on Thursday, August 3, 2017, at 8:00A.M. in the County Administration Building, First Floor Conference Room, 107 North Kent Street, Winchester, Virginia.

**PRESENT:** Stan Crockett, Robert Claytor, John Riley, Doug Rinker, and Gary Lofton

**STAFF:** Patrick Barker and Donna McIlwee, Frederick County Economic Development Authority, Kris Tierney, Interim County Administrator, Jay Tibbs, Deputy County Administrator for Human Services 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 May 11, 2017, meeting were presented.

Upon a motion duly made by Mr. Riley and seconded by Mr. Rinker, the minutes from the May 11 2017, meeting were approved.

J. Stanley Crockett	Aye
Robert Claytor	Aye
Gary Lofton	Aye
James Longerbeam	Absent
Dennis McNutt	Absent
John Riley	Aye
Doug Rinker	Aye

**TREASURER'S REPORT**

Mr. Barker submitted the following report:

Checking Account - Bank of Clarke County as of July 27, 2017 - \$3775.06.

Savings Account - Scott & Stringfellow as of July 27, 2017 - \$1,001,329.53.

The Treasurer's Report was approved as submitted by the following recorded vote:

J. Stanley Crockett	Aye
Robert Claytor	Aye
Gary Lofton	Aye
James Longerbeam	Absent
Dennis McNutt	Absent
John Riley	Aye
Doug Rinker	Aye

### **WORKFORCE INITIATIVE**

Sally Michaels, Existing Business Coordinator, presented an overview of the EDA's Business and Education Workforce Initiative. She reviewed the vision, goals, task force members, and need for the initiative. She further explained that the first need identified is a marketing campaign to create a fundamental shift in the way our community views career opportunities.

To further enforce the need for the initiative, Dee Gibbs from Kraft/Heinz and Rick Till from O'Sullivan, presented their viewpoints from a business perspective.

Mr. Riley asked Mr. Barker if he would ever consider including a workforce analysis to the BOS when making a presentation about a prospective client or just rely on fact they will be bringing jobs with them.

Mr. Tierney inquired if any other task force members are providing financial support. Mrs. Michaels responded that all members of the consortium will be asked to contribute.

Mr. Tierney also remarked that he is still not clear what a marketing consultant will be asked to do and what the deliverable will be. Mrs. Michaels stated that after the group was given an overview of a workforce initiative developed by Valley Health, the decision was made to put a marketing campaign on hold right now.

Mr. Crockett stated this has been an issue in Frederick County for a long time and work done so far is an excellent first step.

Mr. Rinker said all employers have experienced wage pressure in finding and keeping employees and companies find themselves spending more on HR than anything else.



Mr. Barker asked the Board if they felt we are going in the right direction. He further stated we have a leadership opportunity and responsibility to find a solution.

### **RESOLUTION SUPPORTING GO VIRGINIA**

Mr. Barker explained GO Virginia and its purpose. He stressed the need to sign on as a partner if we would be asking for money from the program in the future and asked the Board for a resolution of support.

Mr. Riley stated it makes sense for us to have a presence if we are going to be in competition for grant funding.

Mr. Rinker made a motion that the Board approve a resolution of support for GO Virginia. Motion was seconded by Mr. Riley and approved by the following recorded vote:

J. Stanley Crockett	Aye
Robert Claytor	Aye
Gary Lofton	Aye
James Longerbeam	Absent
Dennis McNutt	Absent
John Riley	Aye
Doug Rinker	Aye

### **STAFF PROJECT UPDATE**

Mr. Barker provided an update on the following staff projects:

- Talent engagement – The next Worlds of Work (WoW) will be held October 25 and 26, 2017
- Business retention – The Governor will be attending ribbon cuttings on August 19<sup>th</sup> at 84 Lumber and Kingspan
- Business Attraction – VEDP Managers familiarization tour will be November 7, 2017
- Business Climate – A formal policy governing the entire process of incentives is being created

**CLOSED SESSION IN ACCORDANCE WITH SECTION 2.2-3711(A)(3) OF THE CODE OF VIRGINIA (1950, AS AMENDED) FOR THE DISCUSSION AND CONSIDERATION OF THE**



**ACQUISITION OF REAL PROPERTY FOR A PUBLIC PURPOSE, OR OF THE DISPOSITION OF PUBLICLY HELD REAL PROPERTY, WHERE DISCUSSION IN AN OPEN MEETING WOULD ADVERSELY AFFECT THE BARGAINING POSITION OR NEGOTIATING STRATEGY OF THE AUTHORITY**

Upon Motion duly made by Mr. Riley, seconded by Mr. Lofton, the Authority unanimously RESOLVED to go into a closed meeting in accordance with Section 2.2-3711(A)(3) of the Code of Virginia (1950, as amended) for the discussion and consideration of the acquisition of real property for a public purpose, or of the disposition of publicly held real property, where discussion in an open meeting would adversely affect the bargaining position or negotiating strategy of the Authority.

**RETURN TO OPEN SESSION**

At the conclusion of the closed meeting concerning the discussion or consideration of the acquisition of real property for a public purpose, or the disposition of publicly held real property, where discussion in an open meeting would adversely affect the bargaining position or negotiating strategy of the Authority, the following Resolution was unanimously adopted upon roll call vote as set forth below:

WHEREAS, the Frederick County Economic Development Authority has concluded its “closed meeting” at a meeting held on August 3, 2017, and desires return to an “open meeting”; and

WHEREAS, the adoption of this Resolution is intended to serve as the “Certificate” described in Section 2.2-3712(D) of the Code of Virginia (1950, as amended).

NOW THEREFORE, BE IT RESOLVED that the Frederick County Economic Development Authority does hereby reconvene in an “open meeting” at its meeting held on August 3, 2017; and

BE IT FURTHER RESOLVED that each and every Member of said Authority who votes in the affirmative for this Resolution does thereby certify to the best of each Member’s knowledge that only public business matters lawfully exempted from open meeting requirements of the Virginia Freedom of Information Act were heard, discussed or considered during the closed meeting, and that only such public business matters as were identified in the Motion which convened the closed meeting were heard, discussed or considered during the course of said closed meeting by the Authority:

J. Stanley Crockett	Aye
Robert Claytor	Aye



Gary Lofton	Aye
James Longerbeam	Absent
Dennis McNutt	Absent
John Riley	Aye
Doug Rinker	Aye

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

Mr. Riley inquired if any consideration had been given to trying to identify out-commuters as part of the workforce initiative. Mr. Barker stated that a past survey of this group identified that 60% were traveling east for jobs that paid less than \$40,000 a year.

Mr. Rinker stated he noted that there were only 4 private entities represented on the workforce initiative steering committee. Mr. Barker stated he is aware that businesses need to be engaged and there needs to be a balance on the committee. He has given Mrs. Michaels that mandate.

**ADJOURN**

There being no further business to come before this Authority, the meeting was adjourned. (9:05 A.M.)

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Stan Crockett  
Chairman

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Kris Tierney  
Secretary

