

MINUTES
ECONOMIC DEVELOPMENT AUTHORITY
| THURSDAY, NOVEMBER 2, 2017 |

A meeting of the Frederick County Economic Development Authority was held on Thursday, November 2, 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, 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 September 7, 2017, meeting were presented.

Upon a motion duly made by Mr. Riley and seconded by Mr. Lofton, the minutes from the September 7 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 October 27, 2017 - \$6,032.21.

Savings Account - Scott & Stringfellow as of October 27, 2017 - \$1,042,043.09.

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

AGENDA CHANGE

Mr. Rinker make a motion that item #9 on this month's meeting agenda, Marketing Manager Project Update, be moved to the next meeting due to time constraints. Motion was seconded by Mr. Lofton 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

EDA STATE LEGISLATIVE RECEPTION

Mr. Barker stated the EDA has sponsored an economic/legislative reception for local elected representatives and state agencies for the past several years in order to promote industry, develop trade, and increase commerce for the benefit of Frederick County and its citizens. The reception has been followed by dinner with our elected delegation. The proposed date, if the Board decides to continue this event, is January 11, 2018.

Mr. Riley made a motion to host this event on the selected date. Motion was seconded by Mr. Rinker. Discussion then followed.

Mr. Lofton asked what we were attempting to accomplish with the reception since legislation for the next session has already been presented by then. He feels the bus tour of the area for this group held a couple of years ago prior to the start of the legislative session was more effective.



Mr. Riley stated the purpose of the reception was to engage State elected representatives with our Board of Supervisors and the EDA's agenda in an informal setting.

Mr. Crockett stated he feels the event is about relationship maintenance and gives the opportunity for one-on-one discussions.

Mr. Lofton remarked he would like something more proactive---could consider having something pre-session and the reception as a follow-up.

After discussion, Mr. Riley amended his original motion as follows: continue to pursue the reception on January 11, 2018, and investigate option of having a local event prior to the legislative agenda being set. Mr. Rinker also seconded the amended motion. By vote of the Board, all present agreed to the motion as amended.

Mr. Rinker suggested the local event could be held at one of our cluster businesses.

WIDGET CUP TRADEMARKING

Mr. Barker reported that Mr. Bryan is still working with the trademark attorney on securing a trademark for the Widget Cup.

EDA STRATEGY FY17-18

Mr. Barker reviewed the proposed strategy plan and stated he was looking for comments/suggestions from the Board. He would like to have the document completed in 60-90 days. The document developed for review is to provide direction to Frederick County's future economic development activities. It is concise in structure, calls for quarterly monitoring and annual updates.

Key areas of focus are:

- Attracting and retaining workforce talent
- Retaining businesses
- Recruiting target businesses
- Employing policies that keep Frederick County a competitive business location

Mr. Rinker stated he appreciates the recognition that the strategy needs to be visited quarterly.



Mr. Riley remarked we need interaction with VDOT as it affects our strategy moving forward.

Mr. Crockett stated any input from the Board would be appreciated.

EDA BUDGET FY18-19

Mr. Barker presented a draft budget, which must be submitted to Frederick County by November 27, 2017.

Mr. Riley stated it can only be received as information because we do not know what the Board of Supervisors' position will be.

Mr. Tibbs explained that the BOS asked department heads who have an authority/committee/board to bring their budget to their respective boards so members could have some input and are in concurrence with budgets as presented.

Chairman Crockett deferred any action.

GO VIRGINIA

Mr. Barker reviewed the GO Virginia Region 8 Project Pre-Application submitted. The purpose of GO Virginia is to provide funding for regional projects that create more higher paying jobs through incentivized collaboration and out-of-state investment that diversifies and strengthens the economy. The project submitted is "Career Strategies – High School Graduation to Employment."

Mr. Lofton inquired if any businesses already have something like this. Mr. Barker stated not as aggressive toward targets we and GO Virginia have.

Mr. Barker stated 3 regions submitted projects. There are some additional questions about Region 8's submitted project that need to be addressed and additional conversations held but it received an overall positive reception. All projects will be considered by the full Regional Board and then proceed to the GO Virginia Board in Richmond.

SUCH OTHER BUSINESS AS MAY COME BEFORE THIS AUTHORITY

Mr. Barker announced that WoW had been selected as one of the first recipients of the Governor's Award for Excellence and Innovation in Education. Mr. Lofton stated it appeared more local businesses participated in the event this year, and he thought it was very good.

Mr. Claytor inquired about the status of having 4 or 5 of the top local developers attend a Board meeting to discuss what's good and bad about the area as voted on at a previous



meeting. One developer did attend but no others have been scheduled. Mr. Barker stated he would review the minutes from the meeting where this was discussed and report back to the Board.

Mr. Barker stated the idea of holding our EDA Board meetings at a local company once a quarter had been suggested. All present agreed with the idea and Mr. Barker will work on a schedule.

ADJOURN

There being no further business to come before this Authority, the meeting was adjourned. (8:45 A.M.)

Stan Crockett
Chairman

Kris Tierney
Secretary

