

AGENDA

ECONOMIC DEVELOPMENT AUTHORITY

| THURSDAY, AUGUST 4TH |

| 8:00 AM |

COUNTY ADMINISTRATION BUILDING @ FIRST FLOOR CONFERENCE ROOM

107 KENT STREET WINCHESTER, VA

1. Call to Order
2. Approval of Minutes – July 7th || ACTION
3. Treasurer’s Report || ACTION
4. Winchester Regional Airport Update || DISCUSSION
 - *Update on activities at Winchester Regional Airport*
5. Priority actions that can improve competitiveness for target sub-sectors (short and mid-term) for Frederick County, VA
 - *Process of creating action plan with short term solutions related to talent and sites/buildings for all targeted business sectors*
6. 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 and in accordance with Section 2.2-3711(A)(5) for the discussion concerning a prospective business or industry where no previous announcement has been made of the business or industry’s interest in locating its facilities in the community.
7. Such other business as may come before this Authority

MINUTES
ECONOMIC DEVELOPMENT AUTHORITY
| THURSDAY, JULY 7, 2022 |

A meeting of the Frederick County Economic Development Authority was held on Thursday, July 7, 2022, at 8:00A.M. in the County Administration Building, First Floor Conference Room, 107 North Kent Street, Winchester, Virginia.

PRESENT: Judy McCann-Slaughter, Rick Till, Susan Brooks, Bryan Fairbanks, and Doug Rinker. Due to a business commitment, Heather McKay participated remotely and her participation by this means was approved by the Board members.

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

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

APPROVAL OF MINUTES

The minutes from the May 5, 2022, meeting were presented.

On motion duly made by Ms. McCann-Slaughter and seconded by Ms. Brooks, the minutes were approved by the following recorded vote:

J. Stanley Crockett	Absent
Susan Brooks	Aye
Bryan Fairbanks	Abstain (due to absence at May meeting)
Heather McKay	Aye
Doug Rinker	Aye
Judy McCann-Slaughter	Aye
Rick Till	Aye

TREASURER'S REPORT

Mr. Barker submitted the following reports:

Checking Account - Bank of Clarke County as of April 30, 2022 - \$2211.56.
Savings Account - Scott & Stringfellow as of April 30, 2022 - \$1,440,817.52.

Checking Account - Bank of Clarke County as of May 31, 2022 - \$23,384.06.
Savings Account - Scott & Stringfellow as of May 31, 2022 - \$1,415,829.59.

Checking Account - Bank of Clarke County as of June 30, 2022 - \$19,241.56.
Savings Account - Scott & Stringfellow as of June 30, 2022 - \$1,415,998.68.

Ms. McCann-Slaughter again inquired about checking on different investment options for the Scott & Stringfellow account in order to earn a higher amount of interest. Mr. Tibbs and Mr. Barker will investigate and report on their findings at the next Board meeting.

On motion of Ms. McCann-Slaughter, seconded by Mr. Fairbanks, the Treasurer's Reports were approved as submitted by the following recorded vote:

J. Stanley Crockett	Absent
Susan Brooks	Aye
Bryan Fairbanks	Aye
Heather McKay	Aye
Doug Rinker	Aye
Judy McCann-Slaughter	Aye
Rick Till	Aye

TARGET BUSINESS STUDY

Mr. Barker reported this month proceeds with the final step in the Target Industry Analysis update and staff is providing the partial results from this step for review and comment.

Step 12: Develop value proposition per sector that includes both qualitative and quantitative attributes specific to Frederick County, VA

Following are the industry segments by sector as previously endorsed by the EDA Board:

- Corporate Services
- Information Technology
- Finance and Insurance
- BioScience
- Advanced Manufacturing
- Food and Beverage

For the purposes of this step, a value proposition refers to the value Frederick County promises to deliver to companies in each target sector should they choose to locate in Frederick County. A value proposition is part of Frederick County’s overall marketing strategy. The value proposition provides a declaration of intent or a statement that introduces Frederick County’s brand to businesses and site consultants by telling them Frederick County deserves their



business. This statement, if worded compellingly, convinces the potential business that a particular asset(s) and/or offering(s) by Frederick County will add more value or provide a better solution than competing localities.

Mr. Barker provided the initial results from this step for review and comment but explained he would like to continue working on this information to confirm the analytical information is justifiable and asked the Board to approve this step so he can proceed.

On motion of Ms. McCann-Slaughter, seconded by Ms. McKay, the Board voted to endorse Mr. Barker’s recommendation and approve the action item as presented today by the following recorded vote:

J. Stanley Crockett	Absent
Susan Brooks	Aye
Bryan Fairbanks	Aye
Heather McKay	Aye
Doug Rinker	Aye
Judy McCann-Slaughter	Aye
Rick Till	Aye
Doug Rinker	Aye

TRANSPORTATION UPDATE

Mr. Barker introduced Mr. Mark Merrill, Commonwealth Transportation Board member, and several VDOT staff members who made a presentation on the status of improvement plans related to Interstate 81 and Frederick County roads.

ADJOURN

There being no further business to come before this Authority, the meeting was adjourned at 9:00 a.m.

Doug Rinker
Chairman

Jay Tibbs
Secretary





FLY
OKV.
FLY
SIMPLY.



491 Airport Road - Winchester, VA 22602
(540) 662-5786 flyokv.com



The Winchester Regional Airport is your partner in managing all aspects of operations including fuel, storage needs, support services, hangar development, and everything in between.

FLY OKV. FLY SIMPLY.

Infrastructure

OKV is conveniently located outside the D.C. Special Flight Rules Area and surrounded by simple airspace. With useful instrument approaches to both ends of runway 14/32, rest assured knowing divers will be all but eliminated regardless of the weather. The grooved asphalt runway has 5,500 feet to ensure arriving and departing aircraft have room to spare.

Expansion Opportunities

The Winchester Regional Airport has over 400,000 square feet of available land depicted on the FAA-approved Airport Layout Plan ready for aeronautical development. A taxiway has already been installed to tie in to any future hangar facility. There is also airport land and nearby industrial parks available for non-aeronautical development. Bottom line: OKV has the resources available to make your vision a reality.

Business Friendly

No fine print here - the Authority offers generous fuel savings to help keep your #1 operating cost down, and property tax rates on aircraft are among the lowest in the state. The Winchester Regional Airport also has incredibly competitive lease rates for the D.C. metropolitan area. Inquire about even more incentives for development and job creation.

37 NM

FROM DULLES (IAD) AND OUTSIDE
D.C. SPECIAL FLIGHT RULES AREA

5,500'

GROOVED RUNWAY

400,000 SF

OF EXPANSION AREA READY FOR
AERONAUTICAL DEVELOPMENT

LOW TAX

RATE FOR BASED AIRCRAFT AND
COMPETITIVE LEASE RATES

DATE: July 29, 2022

TO: Board of Directors,
Frederick County Economic Development Authority

FROM: Patrick Barker, CEcD
Executive Director

CC: Jay Tibbs
Deputy County Administrator

RE: Priority Actions to improve competitiveness for Target Industry Sectors

As you recall, EDA Board approved Target Industry Sectors with caveats relative to talent and sites/buildings. Short term action plans for the identified improvement points need to be developed and executed. Staff has constructed action plans for the EDA Board's consideration and action, if desired.

TALENT

- Construct a listing the "Potential Candidates per Opening for each sector" which are low ratio (red) to moderate ratio (orange) results
- Identify necessary career pathways for those occupations
- Verify infrastructure in place for those career pathways
- Discuss with key stakeholders engaged with career pathway development potential short-term solutions
- Hold conversations with key employers on current hiring strategies
- Examine recommendations of DCI's Talent Strategy for short range solutions
- Develop recommendations with approximate budget, if applicable

SITES/BUILDINGS

- Identify large acreage areas (100 acres or more) either zoned, comprehensively planned or otherwise with a focus on areas within proximity of major electric transmission lines.
- Discuss those identified areas with infrastructure providers to assess service potential within 12-18 months with preliminary cost estimates, if applicable.

- Inquire of property owners with industrially zoned properties of 50 acres or more and not actively marketed as to their interest in listing their property on the EDA Property database.
- Assess feasibility for future applications to the Virginia Ready Sites Program's Site Development Fund
- Collaborate with Planning Department and other applicable committees/parties to expand permitted uses with the Office/Industrial zoning district

