



Economic Development Authority Prince George County, Virginia

MINUTES OF MEETING

January 18, 2023 – 12:00 p.m.

Board Room, 3rd Floor, Administration Building
6602 Courts Drive
Prince George, Virginia 23875

MEETING CONVENED

A meeting of the Prince George County Economic Development Authority (EDA) was called to order at 12:01 p.m. on January 18, 2023, in the Board Room, 3rd Floor of the Administration Building, 6602 Courts Drive, Prince George, Virginia, by Chair, Darryl Cheek.

ROLL CALL

The following members responded to Roll Call:

Dr. Lillian K. Boyd	Present
Mr. Darryl Cheek	Present
Mr. Richard L. Henshaw	Present
Mr. Sterling K. Hunt, Sr.	Present
Mr. Yousef Jabri	Absent
Mrs. G. LaVern Jackson	Present
Mr. Pete Washington	Present

Also present were Mr. Dan Whitten, County Attorney, and Mr. Yoti Jabri, Director of Economic Development and Tourism.

PROOF OF NOTICE OF MEETING

Notice of the meeting was distributed to the media on January 4, 2023.

Board members asked Mr. Whitten about the process of Closed Session and what items could be discussed and if the item should be moved on the Agenda.

ADOPTION OF MEETING AGENDA

Chair Cheek asked the Board if there were any changes or additions to the meeting Agenda.

Mr. Hunt made a motion, seconded by Mrs. Jackson, to move Closed Session to Item VIII.

On vote:

In favor: (6) Boyd, Cheek, Henshaw, Hunt, Jackson, Washington
Opposed: (0)
Abstain: (0)
Absent: (1) Jabri

Mr. Jabri requested the Chair move "Presentation by Retail Strategies" to Item VII. d., after the Economic Development Report.

Mrs. Jackson made a motion, seconded by Mr. Washington to move Retail Strategies on the Agenda as proposed.

On vote:

In favor: (6) Boyd, Cheek, Henshaw, Hunt, Jackson, Washington
Opposed: (0)
Abstain: (0)
Absent: (1) Jabri

With no additional changes suggested, the Chair asked for a motion to adopt the meeting Agenda (Attachment "A") as amended.

Mrs. Jackson made a motion, seconded by Washington, to adopt the Agenda of the January 18, 2023 as amended.

On vote:

In favor: (6) Boyd, Cheek, Henshaw, Hunt, Jackson, Washington
Opposed: (0)
Abstain: (0)
Absent: (1) Jabri

PUBLIC COMMENT

Chair Cheek announced that anyone wishing to come before the Board could do so during public comments. There being no one to speak, the Chair closed the public comment period.

APPROVAL OF MINUTES

A copy of the draft minutes of the November 16, 2022 (Attachment B) was provided to the members by Mr. Cheek immediately prior to the start of the meeting.

Dr. Boyd pointed out the format was not the format historically used and that the heading read "Agenda". Chair Cheek, who produced the minutes, indicated the error was his and acknowledged he used the Agenda format to summarize the minutes and inadvertently left the word "agenda" instead of inserting "Minutes".

Mr. Hunt asked that acronyms not be used in future minutes, as this made understanding the minutes confusing. Dr. Boyd agreed that the full name of the subject should be used in the first reference with the acronym indicated; subsequent use of the acronym would then be acceptable throughout the remaining document. Chair Cheek acknowledged the request and would recommend acronyms be used appropriately moving forward.

Dr. Boyd voiced concern that the minutes presented are not as detailed as past minutes and that accepting them would be an insult to her attempt to record minutes as Secretary for the September 2022 minutes. Mr. Washington concurred and suggested the Bylaws be amended to allow staff to return to the meetings to assist the Secretary. Mr. Hunt felt the discussion of "personnel" would be necessary in Closed Session later in the meeting.

Mr. Henshaw moved, seconded by Mr. Washington, that the minutes of the November 16, 2022 meeting be approved with the heading corrected to read "Minutes".

On vote:

In favor:	(5) Cheek, Henshaw, Hunt, Jackson, Washington
Opposed:	(1) Boyd
Abstain:	(0)
Absent:	(1) Jabri

REPORTS OF OFFICERS:

a. Chair's Report:

Chair Cheek had no report for the meeting.

b. Treasurer's Report:

Mr. Henshaw presented the Treasurer's Report (Attachment C). As of December 30, 2022, the balances were:

Checking:	\$9,874.50
Certificates of deposit:	\$78,774.37
Total of all funds:	\$88,650.17

Mr. Henshaw has determined that The Bank of Southside Virginia is amicable to leaving the account to read "Industrial Development Authority" until the current book of checks have been used. At that time, the account can be changed to "Economic Development Authority" with the Board's approval. This would avoid the cost of new checks at this time.

Mr. Henshaw questioned the cost of the annual audit as being excessive. Per Mr. Jabri, the EDA's audit is included in the County's blanket contract with Robinson, Farmer, Cox, Associates PLLC; could seek outside counsel as State Code only indicates an audit must be performed. Mr. Henshaw would like to discuss in a later meeting; wanted to make the Board aware of situation. Mr. Hunt would like to complete the amendment and approval of the Bylaws, then address bank account changes and audit questions at the March meeting.

Mr. Henshaw informed the Board that he is resigning as Treasurer and would not accept a nomination to continue. He would assist in any way for the transition of a new Treasurer appointed during the election of officers. Dr. Boyd would like the new Treasurer to compare rates with other banking institutions for the Certificates of Deposits (CD's) that will be maturing in 2023. Mr. Henshaw agreed.

Dr. Boyd moved, seconded Mrs. Jackson, that the report be approved as presented. With no discussion or objections:

On vote:

In favor:	(5) Boyd, Cheek, Hunt, Jackson, Washington
Opposed:	(0)
Abstain:	(1) Henshaw
Absent:	(1) Jabri

c. Economic Development Director's Report:

Mr. Yoti Jabri gave the Economic Development Director's Report (Attachment D), highlighting business and tourism activities in the County from November 4, 2022 to December 30, 2022, to include a report from his trip to New York for the International Council of Shopping Centers (ICSC) annual retail trade show. Mr. Jabri also highlighted a few of the upcoming events and meetings within the County.

Mr. Jabri indicated he had a letter drafted for the legal name change of the EDA for The Bank of Southside Virginia (BSV). He also reminded the Board that Statements of Economic Interest are due to the Clerk by February 1, 2023. Mr. Henshaw acknowledged the letter to BSV is required and that BSV would require a new signature card signed by the new Treasurer.

d. Presentation by Retail Strategies:

Mr. Jabri introduced the representatives of Retail Strategies who was contracted through the Virginia's Gateway Region to assist Prince George County on retail, economic development and downtown initiatives and revitalization. Their plan was presented to the Board. The representatives answered questions from the Board. A full report with detailed information is available thru the Prince George County Economic Development Department.

CLOSED SESSION

Mrs. Jackson moved, seconded by Mr. Henshaw, that the EDA Board convene in closed session for the purposes of personnel or legal matters pursuant to Section 2.2-3711, paragraph 7 of the Code of Virginia of 1950, as amended.

On vote:

In favor:	(6) Boyd, Cheek, Henshaw, Hunt, Jackson, Washington
Opposed:	(0)
Abstain:	(0)
Absent:	(1) Jabri

The IDA Board entered closed session.

Resolution: Certification of Closed Session. At 1:27pm, Mrs. Jackson moved, seconded by Mr. Hunt, that the EDA Board adjourn the closed session and enter open session, certifying that nothing was discussed during closed session that was not named in its convening legislation. Chair Cheek asked if any Board member knew of any matter discussed during the closed session that was not announced in its convening legislation. Hearing no comment from the Board, the Chair asked that the roll be called on the motion.

RESOLUTION; CERTIFICATION OF CONTENTS OF CLOSED SESSION PURSUANT TO SEC. 2.2-3711, ET SEQ., CODE OF VIRGINIA (1950, AS AMENDED).

Be it resolved that the Economic Development Authority of the County of Prince George this 18th day of January, 2023 does hereby certify that, to the best of each member's knowledge, pursuant to provisions of Sec. 2.2-3711, et seq., Code of Virginia (1950, as amended): (1) only public business matters lawfully exempted from open meeting requirements by Virginia law were discussed in the closed meeting to which this certification resolution applies, and (2) only such public business matters as were identified in the motion convening the executive meeting were heard, discussed or considered by the Prince George Economic Development Authority.

On Roll Call vote:

Dr. Lillian K. Boyd	Yes
Mr. Darryl Cheek	Yes
Mr. Richard L. Henshaw	Yes
Mr. Sterling K. Hunt, Sr.	Yes
Mr. Yousef Jabri	Absent
Mrs. G. LaVern Jackson	Yes
Mr. Pete Washington	Yes

UNFINISHED BUSINESS

Chair Cheek noted there was no Unfinished Business for the Board; moved to New Business.

NEW BUSINESS

a. Election of Officers:

(Held per Article III, Section 2. Elections of the Prince George IDA of the By-Laws.)

Chair:

Mr. Cheek opened the floor for nominations for the position of Chair.

Mr. Henshaw nominated himself for the position of Chair. Mr. Cheek nominated himself for the position of Chair.

Mr. Cheek announced that Mr. Henshaw and Mr. Cheek had been nominated for the position of Chair. With no objections, discussions, or additional nominations, Mr. Cheek asked for a Roll Call Vote for the position of Chair.

On Roll Call vote for Mr. Henshaw as Chair:

Dr. Lillian K. Boyd	Yes
Mr. Darryl Cheek	No
Mr. Richard L. Henshaw	Yes
Mr. Sterling K. Hunt, Sr.	No vote
Mr. Yousef Jabri	Absent
Mrs. G. LaVern Jackson	Yes
Mr. Pete Washington	No

On Roll Call vote for Mr. Cheek as Chair:

Dr. Lillian K. Boyd	No
Mr. Darryl Cheek	Yes
Mr. Richard L. Henshaw	No
Mr. Sterling K. Hunt, Sr.	No
Mr. Yousef Jabri	Absent
Mrs. G. LaVern Jackson	No
Mr. Pete Washington	Yes

Mr. Whitten indicated the vote for Mr. Henshaw was a tie with three "yes" and three "no". Mr. Hunt apologized that he meant "no vote"; he did not wish to vote "yes" or "no". Mr. Whitten instructed Mr. Hunt to vote with "abstain" if that is the case moving forward. Mr. Whitten advised the Board could retake nominations for Chair as there could be no tied votes; must be a majority.

Mrs. Jackson nominated Mr. Henshaw for the position of Chair, seconded by Dr. Boyd. Mr. Washington nominated Mr. Cheek for the position of Chair.

Mr. Cheek nominated Mr. Hunt, who declined and asked that his name be withdrawn for nomination as Chair.

Mr. Cheek announced that Mr. Henshaw and Mr. Cheek had been nominated for the position of Chair. With no further objections, discussion or additional nominations, Mr. Cheek asked for a Roll Call Vote for the position of Chair.

On Roll Call vote for Mr. Henshaw as Chair:

Dr. Lillian K. Boyd	Yes
Mr. Darryl Cheek	No
Mr. Richard L. Henshaw	Yes
Mr. Sterling K. Hunt, Sr.	Abstain
Mr. Yousef Jabri	Absent
Mrs. G. LaVern Jackson	Yes
Mr. Pete Washington	No

On Roll Call vote for Mr. Cheek as Chair:

Dr. Lillian K. Boyd	No
Mr. Darryl Cheek	Yes
Mr. Richard L. Henshaw	No
Mr. Sterling K. Hunt, Sr.	Abstain
Mr. Yousef Jabri	Absent
Mrs. G. LaVern Jackson	No
Mr. Pete Washington	Yes

At 1:36 p.m., control of the meeting was turned over to Chair Henshaw for election of the remaining officers and completion of the meeting.

Vice-Chair:

Chair Henshaw opened the floor for nominations for the position of Vice Chair.

Dr. Boyd nominated Mr. Hunt for the position of Vice Chair. Chair Henshaw announced that Mr. Hunt had been nominated for the position of Vice Chair. With no objections or additional nominations, Chair Henshaw asked for a Roll Call Vote for the position of Vice Chair.

On Roll Call vote for Mr. Hunt as Vice Chair:

Dr. Lillian K. Boyd	Yes
Mr. Darryl Cheek	Abstain
Mr. Richard L. Henshaw	Yes
Mr. Sterling K. Hunt, Sr.	Yes
Mr. Yousef Jabri	Absent
Mrs. G. LaVern Jackson	Yes
Mr. Pete Washington	Yes

Secretary:

Chair Henshaw opened the floor for nominations for the position of Secretary.

Chair Henshaw nominated Dr. Boyd for the position of Secretary. Chair Henshaw asked Dr. Boyd if she would consent to the nomination, to which she agreed. Chair Henshaw announced that Dr. Boyd had been nominated for the position of Secretary. With no objections or additional nominations, Mr. Henshaw asked for a Roll Call Vote for the position of Secretary.

On Roll Call vote for Dr. Boyd as Secretary:

Dr. Lillian K. Boyd	Yes
Mr. Darryl Cheek	Yes
Mr. Richard L. Henshaw	Yes
Mr. Sterling K. Hunt, Sr.	Yes
Mr. Yousef Jabri	Absent
Mrs. G. LaVern Jackson	Yes
Mr. Pete Washington	Yes

Treasurer:

Chair Henshaw opened the floor for nominations for the position of Treasurer.

Mrs. Jackson nominated Mr. Washington for the position of Treasurer to which he declined and asked that his name be removed from nomination. Mr. Washington nominated Mrs. Jackson for the position of Treasurer. Mrs. Jackson nominated Mr. Cheek for the position of Treasurer to which he declined and asked that his name be removed from nomination. Chair Henshaw asked Mrs. Jackson if she would consent to the nomination, to which she agreed.

Chair Henshaw announced that Mrs. Jackson had been nominated for the position of Treasurer. With no objections or additional nominations, Chair Henshaw asked for a Roll Call Vote for the position of Treasurer.

On Roll Call vote for Mrs. Jackson as Treasurer:

Dr. Lillian K. Boyd	Yes
Mr. Darryl Cheek	Yes
Mr. Richard L. Henshaw	Yes
Mr. Sterling K. Hunt, Sr.	Yes
Mr. Yousef Jabri	Absent
Mrs. G. LaVern Jackson	Yes
Mr. Pete Washington	Yes

b. Approval of EDA Meeting Schedule:

Mr. Yoti Jabri presented the meeting dates for the calendar year 2023 and asked the Board to consider setting the date, time and location of all meeting at the January meeting each year moving forward.

Mr. Henshaw proposed the Board return to quarterly meetings. Mr. Hunt indicated the schedule is set in the Bylaws and that the subject be discussed by the Committee. Mr. Jabri reminded the Board that future meetings can be canceled if the Board is in agreement there are no items to discuss; also, Special Meetings can be called at any time.

Mrs. Jackson questioned the time and location of the meetings; asking if either could be moved to accommodate providing or bringing a lunch or beverage. Mr. Jabri proposed to the Bylaws Committee that the Bylaws indicate the Board shall approve a time and location of all meetings at every January meeting for

subsequent bi-monthly meetings. Mr. Hunt asked if the meetings must take place on County property; Mr. Whitten indicated "No". Chair Henshaw could see no reason why the Board could not provide lunches as the members are not requesting a stipend. Mr. Whitten reminded the Board that the proposed Bylaws state the majority of the Board, and not the Chair, would vote on meeting times and locations.

Mr. Washington made a motion, seconded by Mr. Cheek, that the meeting date schedule be approved as presented.

With no additional discussion and no objections:

On vote:

In favor:	(6) Boyd, Cheek, Henshaw, Hunt, Jackson, Washington
Opposed:	(0)
Abstain:	(0)
Absent:	(1) Jabri

Mr. Henshaw asked the members if they agreed the EDA should provide lunch for the members; on consensus the members agreed the Board should provide lunch to the members as a form of reimbursement for their time. Mr. Jabri requested the Chair work with staff in advance of the next week to establish the location and lunches until the Bylaws are approved.

c. Approval of proposed amended Bylaws:

Chair Henshaw asked the Bylaws Committee to present any proposed amendments to the Bylaws.

Mr. Cheek made a motion, to postpone the review of the proposed Bylaw changes until the March meeting as there were several suggested amendments during the meeting; he was not aware of a copy provided to the members for review prior to the meeting. Motion was seconded by Mr. Hunt to postpone approval of the amended Bylaws.

With no additional discussion and no objections:

On vote:

In favor:	(6) Boyd, Cheek, Henshaw, Hunt, Jackson, Washington
Opposed:	(0)
Abstain:	(0)
Absent:	(1) Jabri

Mr. Hunt asked that the March meeting include a report from the Bylaws Committee and not a vote. Mr. Henshaw asked that the Board be provided a copy of the proposed changes for review prior to the March meeting; he is appreciative and impressed with the Committee's time and thoughtfulness in making the Bylaws changes.

Chair Henshaw asked if there were additional questions or business of the Board to be discussed; with nothing presented, the Chair asked for a motion that the meeting be adjourned.

Mr. Jabri asked if the Board would like staff at the March meeting to assist the Secretary in recording the minutes until such change is made in the Bylaws. On consensus, the members were in agreement with staff assisting until the Bylaws are finalized and approved.

ADJOURNMENT

The meeting was adjourned at 1:57 p.m.

Remaining meeting dates for 2022: May 17, 2023
July 19, 2023
September 20, 2023
November 15, 2023



AGENDA

Prince George County Economic Development Authority
County of Prince George, Virginia

January 18, 2023 – 12:00 P.M.
Board Room, Third Floor
6602 Courts Drive, Prince George County, VA

- I. Call to Order
- II. Roll Call
- III. Proof of Notice of Meeting
- IV. Closed Session – if necessary
- V. Approval of Agenda
- VI. Public Comment
- VII. Approval of November 16, 2022 Minutes
- VIII. Reports of Officers
 - a. Chair Report
 - b. Treasurer Report
 - c. Economic Development Report
- IX. Unfinished Business
- X. New Business
 - a. Election of Officers
 - b. Approval of EDA Meeting Schedule
 - c. Approval of proposed amended Bylaws
 - d. Presentation by Retail Strategies
- XI. Adjournment

In addition to EDA members and staff, the County Board of Supervisors, County Administrator, County Attorney, and County support staff will be invited to the meeting.

Proposed Meeting schedule:

Wednesday: March 15, 2023
May 17, 2023
July 19, 2023
September 20, 2023
November 15, 2023

*Special Meetings called as needed



MINUTES

Prince George County Economic Development Authority
County of Prince George, Virginia

November 16, 2022 – 12:00 p.m.
Board Room, 3rd Floor Administration Building
6602 Courts Drive, Prince George County, Virginia

- I. Call to Order - 12:02
- II. Roll Call
 - Boyd - Absent
 - Cheek – Present
 - Henshaw – Absent
 - Hunt – Present
 - Jabri – Absent
 - Jackson – Present
 - Washington - Present
- III. Proof of Notice of Meeting – Advertised as per regulations
- IV. Closed Session - None
- V. Approval of Agenda – Moved - Jackson, Seconded – Washington,
Voice vote Yeas 4 Nays 0
- VI. Public Comment – Jackie Lipford Introduces herself as the county Public Information Officer
- VII. Approval of September 28, 2022 Minutes (distributed on Nov 2, 2022)
 - Motion – Hunt adoption of minutes with changes to number of votes as Mr. Henshaw was absent from the meeting. Noting that any references to 7 votes be reflected to 6 present members voting. Second Jackson, Voice Vote - Yeas 4, Nays 0
- VIII. Reports of Officers
 - a. Treasurer Report – Administrative correction for Treasurers Report 28 Sept, 2022 to reflect the correct account number. Motion to approve Hunt, Second – Washington, Voice vote Yeas – 4, Nays 0
 - b. Economic Development Report - Director Jabri presented Economic Development Report Sep. 8 thru Nov. 4, 2022. Highlights – Exit 45 Owners meeting. Jabri will attend the ICSC trade show in NYC ref. establish contacts with food service and retail companies for possible expansion into the county.

Update on Project HEG. Hillcrest Transportation project finalized, grand opening to be held when construction is complete in Q1 2023. Jabri reports Stacy English has moved on to Dinwiddie County. Hunt - addresses the need for PGEDA needs to be involved in planning and execution of Exit 45 plans. Cheek – requests information on the ICSC conference.

- c. Chair Report – Cheek reports that Job Fair was good for high school kids but lacked adult participation. Would like to see the EDA make efforts to attend grand openings for businesses.

IX. Unfinished Business

- a. EDA Name Change Update (Letterhead, Bylaws, Seal) – Letterhead, Seal - No Changes, Bylaws committee meeting will meet before January meeting. Discussion of FOIA officer duties.

X. New Business

- a. Update on grocery store feasibility study – Cheek – Updated on the acquiring a grocery store for the area of Rt.460. Jabri – advised that VA Gateway Region contractor Retail Solutions has done market analysis and can present to the EDA. Hunt requests that VFFL be scheduled for March meeting.

- XI. Adjournment – Motion to adjourn Hunt, Seconded by Washington. Voice vote Yeas 4 Nays 0

In addition to EDA members, County Board of Supervisors, County Administrator, County Attorney, and Economic Development staff were invited to the meeting.

Next meeting:

Wednesday: January 18th, 2023

PRINCE GEORGE ECONOMIC DEVELOPMENT AUTHORITY**STATEMENT OF RECEIPTS AND DISBURSEMENTS**

For November 1, 2022- December 30, 2022

Checking Account with BSV:

Balance on hand shown on last report dated November 16, 2022	\$12,674.05
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Deposits to Checking Account:

11/30/22	Interest Earned- November 2022	\$0.92
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12/30/22	Interest Earned- December 2022	\$0.83
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Balance after Deposits	\$12,675.80
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Disbursements from Checking Account:

11/07/2022	Check #658	Robinson Farmer Cox	\$2,800.00
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Total Disbursements from Checking Account	\$2,800.00
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Balance in Checking Account as of December 30, 2022	\$9,874.50
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Certificates of Deposit with BSV:

#3018687	Rate 0.150%	Matures 04/19/2023	\$7,217.04
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#193007482	Rate 0.500%	Matures 05/12/2023	\$34,089.01
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#153007481	Rate 0.750%	Matures 05/12/2025	\$37,468.32
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Total Balance of CDs as of December 30, 2022	\$78,774.37
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GRAND TOTAL OF ALL FUNDS as of December 30, 2022	\$88,650.17
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Report Date: January 17, 2023



Attachment D

ECONOMIC DEVELOPMENT AUTHORITY OF PRINCE GEORGE COUNTY, VIRGINIA

Dr. Lillian K. Boyd
Darryl Cheek
Richard L. Henshaw, Jr.
Sterling Hunt Sr.
Yousef Jabri
G. LaVern Jackson
Pete Washington

Economic Development & Tourism Report (November 4 – December 30, 2022)

Activities

November 4, 2022 – Business Show and Job Fair
November 9, 2022 – Crater PDC Comprehensive Economic Development Strategy Meeting
November 9, 2022 – Project HEG site visit
November 10, 2022 – VEDP, Silverman and VGR Crosspointe Meeting
November 21-26, 2022 – Shop Small Business Promotions
November 29, 2022 – Exit 45 Owners Meeting
December 7-8, 2022 – ICSC New York
December 12, 2022 – VEDP Local Economic Developers Meeting
December 13, 2022 – VGR Operations Meeting
December 19, 2022 – Meeting with Red Roof/ Travelodge (Former Steven Kent) Owners

Upcoming Economic Development Events

January 25, 2023 – Economic Development & Tourism Budget Meeting
February 7-9, 2023 – Medical Devices and Manufacturing Tradeshow with VEDP

Business Retention and Expansion

- | | |
|-------------------------------------|---|
| 1. Amazon – January 14 | 16. Woodpeckers – August 2 |
| 2. WinSupply – January 14 | 17. Chester Estates and Events – August 22 |
| 3. CCAM– January 22 | 18. Swaders – September 6 |
| 4. The Stodola – February 8 | 19. Standard Motor Products – September 7 |
| 5. Barns of Kanak – February 11 | 20. Comfort Inn – September 19 |
| 6. Primo's Restaurant – February 25 | 21. 460 Machine Shop – October 5 |
| 7. Strosnider Chevrolet – April 26 | 22. John Randolph Medical Center – October 24 |
| 8. Holy Mackerel – April 5 | 23. Amazon – October 26 |
| 9. TreeTime Adventures – April 13 | 24. Touchstone Bank – October 26 |
| 10. Jordan Point Marina – April 13 | 25. |
| 11. Mueller Builders – April 26 | |
| 12. Retro Insulation – May 18 | |
| 13. Touchstone Bank – June 1 | |
| 14. South Forty Resort – June 24 | |
| 15. Red Line Powersports – July 14 | |

Business Turnover – 2021

- Calendar Year 2019: Businesses Retained – 1,844; New Businesses – 416; 2,260
- Calendar Year 2020: Businesses Retained – 1,948; New Businesses – 396; 2,344
- Calendar Year 2021: Businesses Retained – 2,019; New Businesses – 381; 2,400
- Calendar Year 2022: Businesses Retained – 2,170; New Businesses – 383; 2,553

Business Attraction (64 total YTD)

1/17/2022 **Project Ground** Distribution 75k – 100k SF Realtor
Submitted county-owned Hardware Drive sites. This is a National client to build a ground distribution facility. Needs 20 trailer spots, 17 dock doors, and two drive-ins. Looking for a spring/summer 2023 occupancy. We held a site visit for this company on 3/1/2022.

1/21/2022 **Project Capture** Manufacturing 300k – 600k SF Realtor
\$70M investment 500 jobs Rolls Royce & Southpoint VP-163
Solar panel assembly; is a foreign direct investment coming from Asia. PGC in contention.

2/1/2022 ~~Project Magnetic~~ Manufacturing 200k – 550k SF VEDP
200 jobs ~~Rolls Royce Site~~
~~European-based manufacturer of magnetic materials, lease strongly preferred, heavy industrial zoning, gas storage on-site. Project on hold per VEDP.~~

2/9/2022 ~~Project Solar VEDP~~ Solar 150k or 20+ acres VEDP
\$4M investment 2 jobs **No sites proposed**
Prince George County did not submit any sites for this project.

2/17/2022 ~~Project Big Joe~~ Waste Management 5k-20k SF with 5 acres VEDP
\$1-2M investment 15 jobs **No sites proposed**
Waste management services that include upcycling waste streams for cooking oils, they are a fast-growing southeast-based company. A rail spur was required for this, and we did not have any small sites with rail spur access.

2/28/2022 **Project Jab** Lab 35k – 50k SF VGR
Submitted MB Chudoba Parkway. Lab requirement for 35k – 50k of space, timing is Q2 2023 to be operational. Our sites were not selected.

3/2/2022 **Project Dirt** Manufacturing 30 acres VGR
\$10M construction investment 30 jobs NS Prince George Property
Build to suit, with 30 minimum acres for this project, desire to locate within 26 – 50 miles of an inland port, must have a rail-served site. Project went silent.

3/7/2022 **Project Chuck** Manufacturing 50k SF VEDP
MB Chudoba Parkway and ANCOS building submitted. Wood products manufacturer, need acreage for storage and expansion and at least 18' ceilings.

4/5/2022 **Project McGrath** Distribution 30k SF MODEX
Met a company with a presence in Virginia that is interested in a warehouse in close proximity to the PORT of Virginia. We sent MB Chudoba and ANCOS Industrial Park.

4/6/2022 **Project Utah** Manufacturing 125k SF MODEX
Met company at MODEX which is already working with VEDP to find a new manufacturing facility in Virginia with rail access. This is a clothing manufacturer that has a long-term decision timeline because they just finished an expansion. Submitted Norfolk Southern Site and Southpoint VP-153.

4/7/2022 **Project Charge** Manufacturing 100k SF MODEX
A company we met at MODEX (through GLSI) looking for a facility to manufacture battery packs for life equipment and airport ground support markets. Many criteria for the building, so we sent Southpoint VP-153.

~~4/20/2022 **Project Green Mercury** Manufacturing 50-100k SF VEDP
\$30.7M investment 104 jobs Southpoint VP-153 & Hardware Drive
Light industrial prospect, looking for a build to suit or existing building. Requires 100k GPMonth of water and 70k GPMonth of sewer. This project closed in early June because they could not find a suitable site.~~

5/18/2022 **Project Tachyon** Manufacturing 30-120k SF VEDP
\$15M investment 500 jobs Southpoint VP-153 and VP-145
German E-Mobility company setting up a novel production facility in the US that will include their headquarters. They produce e-mobility solutions for major clients. They will make a decision by Q3 2022 and start construction with the hope to move-in Q1 2023 and begin operations in Q2 2023.

6/28/2022 **Project KP** Manufacturing 130k SF VEDP
\$16M investment 37 jobs Southpoint VP-153 and VP-145 and Crosspointe
Japanese automotive battery parts manufacturer. Short-listed Southpoint and Crosspointe sites. Held a site visit on July 5th.

~~7/11/2022 **Project Atlantic** Food Processing 45-50 acres VEDP
400-1600 jobs Did not Submit Water Requirement
European-based food processor looking for a new processing and distribution facility. Requires over 400k GPD of water. Our infrastructure buildout does not match the company's construction timeline, so we did not submit.~~

7/18/2022 **Project Golf** Distribution Any size Direct
Norfolk Southern Prince George site
NC based fertilizer company looking for another location in VA. Open to properties of any size, but does need to connect to rail (an existing rail spur is a huge plus).

8/15/2022 **Project Singularity** Manufacturing 500,000 SF VEDP
500 jobs \$90M investment Crosspointe Center Pad Sites
German precision machining company setting up a novel production facility in the US. International market leader in the field of semiconductor and scientific institutions.

8/17/2022 **Project Red Rock** Warehousing/ Distribution 800,000 SF VGR
Red Rock Developments is headquartered in Columbia, SC, with a regional office in Charlotte, NC, Red Rock Developments is a full-service commercial real estate development company specializing in

commercial development, project management services, real estate advisory and land development. They have intentions on expanding in VGR.

8/25/2022 **Project Faith** Commercial / Non-Profit 15 acres Direct
460 Area or Exit 45

Project Faith is looking to expand in the county. They offer a unique experience to followers with a mission to help people find their destination in Christ. They would like to find either an existing building or land to expand. This will include church, theater and bowling alley. Econ Dev is heavily interested as they draw many people from outside the area into our county.

8/31/2022 **Project Racer** Manufacturing 40,000 SF 20 acres CCAM
Sandesara / SMGI building 50 jobs \$6-\$10 M

Project Racer is a OEM machine tool builder of CNC and TURNKEY solution based machining centers with patented Phantom Machine Technology™, world renowned Standard Modern™ CNC and manual engine lathes and the durable yet practical E-R Maier™ Saws - designed and made in North America.

9/6/2022 **Project Rose** Wet Lab Space 10,000 SF VEDP
50 jobs \$30M

Project Rose is a new quantum chip manufacturer. To make a decision by mid-October, production by Q1/Q2 2023. Competition is Florida, Indiana, and Tennessee. University partnerships and collaborations are very important for the company.

9/12/2022 **Project Turbo** Manufacturing 200,000 - 400,00 SF VEDP
VP-145 200 jobs

Spanish company based in Barcelona seeking to establish a polyethylene manufacturing facility in the US. They extrude plastic pipes. They are the second largest producer of these pipes in Europe.

10/27/2022 **Project HEG** Processing 120,000 SF 10 acres VEDP
VP-166 (Lot 15)

Company installs and maintains clean-technology systems invented by its sister company in the Europe. Sister company is renowned for industrial steam process technology. It has deployed organics recycling technology for 20 years in Europe.

11/16/2022 **Project JLL 300** Manufacturing 300 acres JLL
Crosspointe Center (pad sites)
JLL is seeking sites to review for a potential manufacturing client for Virginia.

11/17/2022 **Project A** Manufacturing 300,000 SF Colliers
Crosspointe Colliers RFP - requesting information

12/1/2022 **Project Labor Day** Manufacturing 300,000 SF VEDP
Crosspointe 348 Jobs \$15.6 M Capital Investment
Prospect is a world leader in manufacturing HVAC equipment.

12/1/2022 **Project Leaf** Greenhouse Operator 800K SF -20 acres (greenhouse) 20-50 acres VEDP
Sluka 150 Jobs 70 M Capital Investment
Prospect is a lettuce greenhouse operator with multiple facilities in the US

12/8/2022 **Project Worldwide Retail Solutions** Warehousing/ Distribution 200K SF 20-30
acres Hollingsworth 6162 Quality Way ? ?

Worldwide Retail Solutions Inc. specializes in retail merchandise solutions and store design to help distinguish your brand in the marketplace. Project won. Press release attached.

12/8/2022 Project Expanding Exhibitory Manufacturing 20-50 K SF 5-10 Acres
VEDP Sandesara / SMGI building 20-50 jobs ?

The prospect is seeking an existing building around 25,000-50,000 SF for a new manufacturing facility.

12/21/2022 Project Payton Manufacturing 1.5-1.8 M SF 200-300 Acres VEDP
NS Prince George Property 375 Jobs \$700M Capital Investment

Project Payton is a supplier of synthetic graphite anode materials for lithium-ion batteries and is looking to build a state-of-the-art giga-scale manufacturing facility.

12/28/2022 Project Excavation Other 30 K SF 15-30 Acres PG
Multiple Sites

Mike Ellis, owner of Ellis Construction LLC, approached Econ Dev inquiring about County sites. He is looking for a land to sell extracted sediment. Sent multiple sites that could fit his project.

Business Attraction – Conferences (89 meetings YTD)

- RILA Conference, February 20 – 23, 2022, Dallas, TX (20 meetings)
- MODEX Conference, March 27 – 30, 2022, Atlanta, GA (26 meetings)
- ICSC Retail Conference, May 22 – 25, 2022, Las Vegas, NV (43 meetings)
- ICSC Retail Conference, December 7-8, 2022, New York, NY (40 meetings) (Report Attached)

2022 ICSC NY Meetings									
Date	Company	Franchise Y/N	Site	Requirements	Response	Follow up	Contact	Email	Phone
12/17/2022	Dollar Tree/Family Dollar	N	Continental Site	10,000 square feet to approximately 12,000 square feet A minimum of 70 feet of frontage Bright Stores, big signs, and a clean environment Neighborhood centers anchored by big-box discounters or dominant grocery stores Freestanding locations in a strong retail corridor Easy ingress/egress and ample parking Highly visible small strip centers with strong traffic counts Median household income levels of \$30,000 - \$60,000 Accessible back door for tractor trailer freight deliveries	Interested	12/13 - Followed up with more site information	Sergio Sciancalepore	sscianca@dollartree.com	908-463-7417
12/17/2022	Papa Johns	Y	Continental Site	Frontage - 5.5m (18ft) minimum, Depth - 15m (50ft) minimum, Area - 75 - 100 m.sq (800 sq.ft - 1,000 sq.ft), High Visibility with strong curb side impact, Hot food takeaway use - A5 (Will consider other uses), Strong Residential Areas, Minimum 20,000 households within 2 mile radius, Adjacent to supporting traders, i.e. Convenience Store, Off Licence, Public House or other take-aways, Car parking near to premises	Interested	12/13 - Followed up with more site information	Jessica Ordona	jessica_ordona@papajohns.com	301-704-8893
12/17/2022	Target	N	Continental Site	More than 150 are small-format stores. Sizes range from several thousand to over 200,000 square feet. Dozens are near college campuses. The majority of the U.S. population lives within 10 miles of a Target store. Nearly all of Target's sales, including digital, were powered by its stores last year. All offer Order Pickup, as well as a variety of other fulfillment services, from Drive Up to Same-Day Delivery with ShipIt. In 2021, more than half of our digital sales came from our same-day services	Not interested	12/13 - Followed up with email of County Flyer created by Retail Strategies	Aaron Hemquist	Aaron.Hemquist@target.com	612-559-2655
12/17/2022	Hutton / Mod Wash	N	Continental Site	1-1.5 acre site with 106' frontage with high traffic commercial corridors near supermarkets & discounters.	Interested	12/14 - Followed up with more site information	Jennifer Greer	jgreer@pakmac.com	423-443-2756
12/17/2022	Meridian Capital Group	N	Steven Kent Site	Debt financing company for developers	N/A	12/14 - Financing for developers	Reviv Gallor	rgallor@meridancapital.com	212-972-3600
12/17/2022	Costar	N	N/A	Real Estate CRM that provides demographics, site info, retail locations and more	N/A	12/14 - Possible CRM for Econ Dev	John Dickinson	jdickinson@costar.com	646-783-4417
12/17/2022	Crest	N	N/A	Real Estate CRM that provides demographics, site info, retail locations and more	N/A	12/14 - Possible CRM for Econ Dev	Nick Wood	nwood@crest.com	310-955-4695
12/17/2022	Jersey Mikes	Y	Continental Site	1200-1600 sq ft, 20' frontage, zoning permission for signage for jersey mikes, outside seating, 45K in trade area, 10K daytime population, \$50K median household income, 25K vpd, 25-54 year old population, natural gas, 200 amp three phase electric	Not interested	12/14 - Followed up with other sites in the county	Alicia Brown	alicia.brown@thahimer.com	804-697-3483
12/17/2022	Capital Investment	N	Steven Kent Site	Developer looking to expand	Interested	12/14 - Followed up with more site information	Sagar Patel	sagar102@gmail.com	908-421-6348
12/17/2022	Lidl	N	Continental Site	stand alone building, 2 acres, for 25-36k SF store, 100-150 parking spaces, at intersection, 20K vpd, high population density - 3 miles radius with 50K- \$70-80K median income, 6500-8000 sq ft stand alone stores, 40 parking spaces, uprent, high impact locations with great visibility and access	Not interested	12/14 - Followed up with more sites around county and industrial information for DCs	Dustin Shade	dustin.shade@lidl.us	Bevans
12/17/2022	Autzone	N	Continental Site	Real Estate CRM that provides demographics, site info, retail locations and more	Not interested	12/14 - Followed up with more sites	Lorie Chapman	lorie_chapman@autzone.com	901-495-7507
12/17/2022	Nawi Retail	N	N/A	Real Estate CRM that provides demographics, site info, retail locations and more	N/A	12/14 - Possible CRM for Econ Dev	Hailey Wilson	hailey@nawiretail.com	682-265-7790
12/17/2022	Sports Clips	Y	Continental Site	1000-1400 SF store with 20' frontage, 30K population in 3 miles, high income households, national tenants.	Not interested	12/16 - Followed up with other properties in the county	Joel Reichman	joelreichman@sportsclips.com	617-510-6419
12/17/2022	LS Fitness (Orange Tree)	Y	Continental Site	Existing space in malls, buildings, power strips, high population and above average household income	Not interested	12/16 - Followed up with other properties in the county	Ed Douyon	ed@lsvcapital.com	347-254-9151
12/17/2022	Great Clips	Y	Continental Site	Grocery anchor centers, high visibility, 900-1200 SF store	Not interested	12/16 - Followed up with other properties in the county	Amy Blenker	raquelstata@amysblenker.com	
12/17/2022	Burlington	N	Continental Site	Power Centers, Freestanding, Strip Centers, Mall Point Position, Off-price retail Co-tenancy a plus, Urban 3 mile radius, Suburban 5 mile radius or Rural 10 mile radius trade area; 150,000+ population in its Downtown, Urban, Suburban or Rural trade area; Middle incomes; Prefer single level: 20,000 to 30,000 GSF; Ideal frontage 125'	Not interested	12/16 - Followed up with other properties in the county	Andrew Rose	arose@investrealtyatlantic.com	703-442-8837
12/18/2022	Driven Brands (Maaco, Meineke, Take 5, 1-800 Radiator)	Y	Continental Site	30000 VPD, good ingress, egress, can fit on 30 acres, 1400 sf building	Interested	12/16 - Followed up with other properties in the county	Ranny Randolph	ranny.randolph@drivenbrands.com	
12/18/2022	DoorDash	N	Continental Site	Existing space in malls, buildings, power strips, high population and above average household income	Not interested	12/16 - Followed up with other properties in the county	Keely Foutch	keely.foutch@doordash.com	405-747-4474
12/18/2022	Little Ceasars	Y	Continental Site	1400-1600 sq ft, 20 ft frontage, 2" gas line, 4" smooth concrete	Interested	12/16 - Followed up with more site information	Olis Carter	olis.carter@lccorp.com	734-255-6031
12/18/2022	Dollar General	N	460 properties	3000 cars per day, highly visible, near shopping centers, full access, freestanding or well maintained shopping center	Interested	12/16 - Followed up with more county sites	Will Sharp	wisharp@dollargeneral.com	901-484-8923
12/18/2022	Ahold Delhaize	N	Continental Site	Investment Group that captures opportunities with localities on incentives	Not interested	12/19 - Followed up with more county sites	Jeff Smith	jeff.s.smith@Foodlion.com	
12/18/2022	Veststar	N	Continental Site	Top rated, full service commercial and industrial roofing contractor	Not interested	12/19 - Potentially growing into VA	Kean Thomas	kthomas@vestar.com	602-553-2603
12/18/2022	Cooper Roofing	N	Continental Site	Big anchor, grocery, high population with large ADI, 2000 to 2500 sq ft. Drive up window preferred when possible	Not interested	12/19 - Potentially growing into VA	Steve Dicker	steve@cooperroofing.com	609-947-1708
12/18/2022	Noodles & Company	Y	Continental Site	Patio seating	Not interested	12/19 - Followed up with more county sites	Steve Fiedler	sfiedler@noodles.com	401-269-1101

12/8/2022	McDonalds	Y	Continental Site	300,000 SF - 100,000 SF Corner or corner wrap with signage on two major streets. Signalized intersection. Ability to build up to 4,000 sq. ft. Paving to meet all applicable codes. Ability to build to a minimum height of 23' 4". 4000 - 14000 SQ FT, stand alone or vacant land, large shopping centers such as Walmart or Sams. 1.3 acre site, 22 parking spaces, high household population or daytime population/ high traffic.	Interested	12/19 - Followed up with more info on site	Andrea Patrizio	andrea@paradisearealestate.com	643-632-7464
12/8/2022	TNT	Y	Continental Site		Interested	12/19 - Followed up with more site info	Vanessa Hixon	uhner@tnfireworks.com	701-400-7661
12/8/2022	Discount Tire	Y	Continental Site		Not Interested	12/19 - Followed up with more site info	Mark Walters	mark.walters@discounttire.com	
12/8/2022	Regis Corp - Super Cuts	Y	Continental Site	800-1200 SQ FT stores, 15' footage, grocery anchors, downtown locations with or without drive thru, 1200-1500 SQ FT, easily accessible, malls and fitness users with strong daytime traffic area	Not Interested	12/19 - Followed up with other sites	Allison Charney	allison.charney@regiscuts.com	612-416-6871
12/8/2022	Tropical Smoothie	Y	Continental Site	Clothing donation center in search of ground lease opportunities, could be fit until property is sold	Not Interested	12/19 - Followed up with other sites	Courtney Rickle	crickle@tropicalsmoothie.com	
12/8/2022	Planet Aid	N	Continental Site	Highly visible main prior sign opportunity • Easy access with traffic signal • High traffic intersections • Freestanding sites with drive-thru pharmacy capability (1.5-2 acres preferred) • Parking for 60+ cars • Sufficient population in the trade area	Interested	12/19 - Followed up with site info	Uli Stosch	ustosch@planetaid.org	240-653-7345
12/8/2022	CVS	N	Continental Site	Malls, lifestyle centers, power centers, metro/urban markets, upper, middle, income base co tenancy	Interested	12/19 - Followed up with more site info	Kristen Ethredge	kristen.ethredge@cvshealth.com	
12/8/2022	Shoe Dept	N	Continental Site	35-45K SQ FT, 17' heights, indoor entertainment, locating in empty large spaces within malls or power centers	Not Interested	12/19 - Followed up with other sites	Gene Mauldin	gmauldin@shoeshow.com	704-782-4143
12/8/2022	Fun City	N	Continental Site	1 acre lot, 2700-4000 SQ FT buildings, 15' min radius truck population, 350K average traffic. Corner Locations • High Visibility • Signalized Access • Adequate Self-contained or Cross Parking	Not Interested	12/19 - Followed up with other sites	Jun Zhang	zhang1164@gmail.com	774-955-4399
12/8/2022	Raising Canes	N	Continental Site		Interested	12/19 - Followed up with more site info	Christopher Walker	cwalker@raisincanes.com	
12/8/2022	WAWA	Y	Continental Site	Free Standing 1.5-3 acres, corner location, zoning for gas station, total population- 10K within 4 min drive, 25K ADT, 5000-7000 SQ FT building	Interested	12/19 - Followed up with more site info	Job Bell	job.bell@wawa.com	
12/8/2022	Planet Fitness	Y	Continental Site	12-15K SQ FT store in mall, high density urban areas, min ceiling height 14'	Not Interested	12/19 - Followed up with other sites	Kent Adams	kent.adams@pfit.com	
12/8/2022	Electrify America	N	Continental Site	Electric charging station manufacturer and owner in search of sites	Interested	12/19 - Followed up with site info	Xavier Tyler	xavier.tyler@electrifyamerica.com	
12/8/2022	Good Feet Store	Y	Continental Site	Malls, lifestyle centers, power centers, metro/urban markets, upper, middle, income base co tenancy	Not Interested	12/19 - Followed up with other sites		realestate@goodfeet.com	760-579-4068
12/8/2022	Wegmans	N	Continental Site	Looking to expand one distribution center is completed in end of 2023, 10 acre site, 70-100 SQ FT building, ave 100 employees	Not Interested	12/19 - Will follow up in Q4 2023	Dan Aken	dan.aken@wegmans.com	
12/8/2022	The Giant Company	N	Continental Site	Grocery store - looking for existing space, high population, high adt	Not Interested	12/19 - Followed up with more site info	Joseph Falcone	joseph.falcone@thegiantfood.com	