

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

MINUTES OF MEETING

September 28, 2022 - 12:00 p.m.
Board Room, 3rd Floor Administration Bldg
6602 Courts Drive, Prince George County, Virginia

MEETING CONVENED

A meeting of the Prince George County Economic Development Authority was called to order at 12:07 p.m. on September 28, 2022, in the Board Room, 3rd Floor Administration Building, 6602 Courts Drive, Prince George Virginia, by Chair Mr. Darryl Cheek.

ATTENDANCE

The following members responded to Roll Call:

Dr. Lillian K. Boyd	Present
Mr. Darryl Cheek	Present
Mr. Richard L. Henshaw, Jr.	Absent
Mr. Sterling M. Hunt, Sr.	Present (via phone, VA due to medical)
Mr. Yousef Jabri	Present
Mrs. G. LaVern Jackson	Present (via phone, Florida due to business)
Mr. Pete Washington	Present

Also present were Mr. Yoti Jabri, Director, Economic Development, Prince George, Mr. Dan Whitten, County Attorney and Mrs. Stacey English, Economic Development support staff.

PROOF OF NOTICE OF MEETING

Notice of the scheduled meeting was provided to the media on September 12, 2022.

CLOSED SESSION

Chairman moved that the Board go into closed session under the provisions of Section 2.2-3711 of the Virginia Freedom of Information Act for the following purpose:

- (i) Section 2.2-3711.A.3 – Discussion or 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 public body. Such discussion shall be limited to a parcel of property located off U.S. Route 460 in Prince George County.

Mr. Yousef Jabri made a motion, seconded by Mr. Washington to enter a Closed Session.

On vote:

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

The Chairman moved that the Board certify that to the best of each Board Members' knowledge (1) only public business lawfully exempted from open meeting requirements was discussed and (2) only matters identified in the convening motion were discussed.

Motion and second, ROLL CALL vote.

On vote:

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

ADOPTION OF MEETING AGENDA

Chair Cheek asked the Board if there were any changes or additions to the meeting agenda. With no changes or additions suggested, Chair Cheek asked for a motion to adopt the meeting Agenda (Attachment "A") as presented.

Mr. Washington made a motion, seconded by Dr. Boyd, to adopt the meeting agenda as presented.

On vote:

In favor: (7) Boyd, Cheek, Hunt, Jabri, Jackson, Washington
Opposed: (0)
Abstain: (0)
Absent: (1) Henshaw

PUBLIC COMMENT

Mr. Eric Ditri introduced himself as a Prince George resident. Chair Cheeks closed the public comment period.

APPROVAL OF MINUTES

Chair Cheek asked the Board if there were any changes or additions to the minutes of the July 20, 2022 meeting. With no changes or additions suggested, Chair Cheek asked for a motion to approve the minutes of the July 20, 2022 meeting as distributed to the Board members on July 6, 2022.

Mr. Yousef Jabri moved, seconded by Mr. Washington, that the minutes of the July 20, 2022 meeting be approved as presented.

On vote:

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

REPORTS OF OFFICERS

a. Treasurer Report:

In the absence of Mr. Henshaw, Mrs. English presented the Treasurer's Report (Attachment "B"). As of August 31, 2022, the balances totaled \$91,291.96.

Checking: \$12,671.93
Certificates of deposit: \$78,620.03

Total of all funds: \$91,291.96

Chair Cheek asked the Board if there were any questions for Mrs. English in regard to the report. With no questions or discussion, Chair Cheek asked for a motion to adopt the Treasurer's Report as presented.

Mr. Yousef Jabri made a motion, seconded by Mr. Washington, to adopt the Treasurer's Report as presented.

On vote:

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

b. Economic Development Director Report:

Mr. Yoti Jabri gave the Economic Development and Tourism Department (Department) Director's Report (Attachment "C"), highlighting business activities in the County since July 20th, 2022. Current projects have included the August 10, 2022, demolition of the Continental Motel and the re-zoning of that property for marketing. The Department plans to apply for an Industrial Revitalization Fund Grant Planning Grant through the Department of Housing and Community Development for a masterplan which will identify the best uses of each site that is available at the Exit. The Department currently has both private sites and one county owned sites which the plan will help in identifying what to target to complement the hotels at the exit. Since the Plan identifies the Steven Kent property for redevelopment, the Department would like to include a real estate pro forma analysis which will help guide interested investors/developers whether or not to invest in the Steven Kent property by projecting how the property will perform financially for the long term if there was new construction of retail or food and beverage.

The Department has been working with Timmons on a Phase 1 environmental to improve our tier 2 ranking to tier 4 for our County owned site located off of Hardware drive in the Southpoint Business Park. A Go VA grant was received by the Virginia's Gateway Region's partnership to increase ranking throughout the region. The Site Characterization program is administered by the Virginia Economic Development Partnership and identifies tier ranking for a site and aims to increase more 'shovel ready' sites for the Commonwealth. The site is currently ranked Tier 2 and consists of roughly 40 acres with all infrastructure and utilities. The state claims that only 13% of sites in the Commonwealth are at a Tier 4 ranking so this will put our site ahead of many others. Phase I of an environmental study is being conducted by the Timmons Group. The Department is responding to 31 projects with a steady increase showing in the past 3-4 years. The County has lost many projects due to water and sewer requirements. The Department estimates around \$850 million in capital investment and around 2,000 jobs have gone astray due to capacity issues. Planned water and sewer upgrades are to be

completed by 2025 per our engineer.. A plan is in place for water & sewage upgrades by 2025.

An Adopt-a-Sign Project is being proposed (5 years for \$5,000). Those funds may be used for Gateway signage beautification and maintenance costs

There is an opportunity for bonding of the Crater Criminal Justice Training Facility through the EDA. The Director recommends the EDA to consider this opportunity.

c. Chair Report:

Chairman Cheek reported on the official name change of the Board from the Industrial Development Authority to the Economic Development Authority effective September 13, 2022, at the Board of Supervisors meeting.

Mr. Cheek invited all Board members to the Prince George Business Show & Job Fair on November 4, 2022, 11:00 am to 3:00 pm at the Central Wellness Center. He urged, at least, two (2) Board member attend to enhance Board visibility.

UNFINISHED BUSINESS

- a. EDA name change (necessary changes to stationery, bylaws, seal creation)
- b. Bylaws Committee to meet with Atty. Whitten to establish Zoom meeting protocols
- c. FY 2021 Final Audit & Invoice received; Firm approved without concern, outstanding balance \$2800 with payment approved in contract. Audit needed for 2022

NEW BUSINESS

- a. Terms for members Hunt and Washington are set to expire on November 10, 2022. Please contact Mrs. Knott, Clerk of the Board of Supervisors with intentions. The Clerk of Circuit Court will be at the next meeting for swearing in.
- b. Mr. Cheek requested authority to establish a committee to investigate the details of land purchasing by the EDA.

Chairman Cheek asked for a motion in the creation of a land purchasing committee and Yousef Jabri made motion, seconded by Mr. Washington that authority to establish the committee be approved.

On vote:

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

ADJOURNMENT

Chairman Cheek asked for a vote to adjourn. Dr. Boyd moved, seconded by Mr. Washington, that the meeting be adjourned at 1:10pm.

On vote:

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



AGENDA

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

September 28, 2022 – 12:00 p.m.
Board Room, 3rd Floor Administration Building
6602 Courts Drive, Prince George County, Virginia

- I. Call to Order
- II. Roll Call
- III. Proof of Notice of Meeting
- IV. Closed Session – *Section 2.2-3711.A.3 – Discussion or consideration of the acquisition of real property for a public purpose where discussion in an open meeting would adversely affect the bargaining position or negotiating strategy of the public body*
- V. Approval of Agenda
- VI. Public Comment
- VII. Approval of July 20, 2022 Minutes (distributed on September 2, 2022)
- VIII. Reports of Officers
 - a. Treasurer Report
 - b. Economic Development Report
 - c. Chair Report
- IX. Unfinished Business
 - a. EDA Name Change (Letterhead, Bylaws, Seal)
 - b. FY21 Final Audit and Invoice – Robinson, Farmer, Cox Associates, PLLC
 - c. Discussion - purchase of land
- X. New Business
 - a. EDA terms ending 11/10/2022: Mr. Hunt and Mr. Washington
- XI. Adjournment

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

Remaining 2022 Meeting schedule:

Wednesday: November 16, 2022

PRINCE GEORGE INDUSTRIAL DEVELOPMENT AUTHORITY

ECONOMIC DEVELOPMENT AUTHORITY

STATEMENT OF RECEIPTS AND DISBURSEMENTS

For July 1, 2022- August 31, 2022

Checking Account with BSV:

Balance on hand shown on last report dated July 20, 2022 \$12,744.77

Deposits to Checking Account:

07/31/22 Interest Earned- July 2022 \$1.08

08/31/22 Interest Earned- August 2022 \$1.08

Balance after Deposits \$12,746.93

Disbursements from Checking Account:

08/04/22 #657 Yousef I. Jabri \$75.00

Total Disbursements from Checking Account \$75.00

Balance in Checking Account as of August 31, 2022 \$12,671.93

Certificates of Deposit with BSV:

#3018687 Rate 0.150% Matures 04/19/2023 \$7,213.42

#193007482 Rate 0.500% Matures 05/12/2023 \$34,032.09

#153007481 Rate 0.750% Matures 05/12/2025 \$37,374.52

Total Balance of CDs as of August 31, 2022 \$78,620.03

GRAND TOTAL OF ALL FUNDS as of August 31, 2022 \$91,291.96

Report Date: September 20, 2022

PRINCE GEORGE INDUSTRIAL DEVELOPMENT AUTHORITY

ECONOMIC DEVELOPMENT AUTHORITY

STATEMENT OF RECEIPTS AND DISBURSEMENTS

For July 1, 2022- August 31, 2022

Checking Account with BSV:

Balance on hand shown on last report dated July 20, 2022	\$12,744.77
--	-------------

Deposits to Checking Account:

07/31/22	Interest Earned- July 2022	\$1.08
----------	----------------------------	--------

08/31/22	Interest Earned- August 2022	\$1.08
----------	------------------------------	--------

Balance after Deposits	\$12,746.93
-------------------------------	--------------------

Disbursements from Checking Account:

08/04/22	#657 Yousef I. Jabri	\$75.00
----------	----------------------	---------

Total Disbursements from Checking Account	\$75.00
--	----------------

Balance in Checking Account as of August 31, 2022	\$12,671.93
--	--------------------

Certificates of Deposit with BSV:

#3018687	Rate 0.150%	Matures 04/19/2023	\$7,213.42
----------	-------------	--------------------	------------

#193997482	Rate 0.500%	Matures 05/12/2023	\$34,032.09
------------	-------------	--------------------	-------------

#153007481	Rate 0.750%	Matures 05/12/2025	\$37,374.52
------------	-------------	--------------------	-------------

Total Balance of CDs as of August 31, 2022	\$78,620.03
---	--------------------

GRAND TOTAL OF ALL FUNDS as of August 31, 2022	\$91,291.96
---	--------------------

Report Date: September 20, 2022



INDUSTRIAL 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 Staff Report to IDA September 21, 2022

Activities

July 28, 2022: Staff attended the Chamber Annual Meeting at Richard Bland College
August 1, 2022: Yoti Jabri, Economic Development Director started
August 10, 2022: Golden Sledgehammer event at the Continental Motel
August 13, 2022: Indian Motorcycle (Redline Powersports) Grand Opening Event
August 22, 2022: Staff attended the Governor's Partnership for Petersburg event
August 22, 2022: Staff met with Retail Strategies to start our recruitment partnership
August 30, 2022: Staff attended the CCAM Open House / Research Days
September 1, 2022: Staff attended VSU School of Agriculture Open House

Upcoming Economic Development Events

October 15, 2022: PGRHC Czech Slovak Festival
November 4, 2022: Prince George Business Show and Job Fair

Business Retention and Expansion

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

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

Business Attraction (58 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.

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)

