



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

MINUTES OF MEETING

November 15, 2023 – 12:00 p.m.

Community Room, Human Services Building
6450 Administration Drive
Prince George, Virginia 23875

I. CALL TO ORDER

A meeting of the Prince George County Economic Development Authority (EDA) was called to order at 12:00 p.m. on November 15, 2023, in the Community Room of the Human Services Building, 6450 Administration Drive, Prince George, Virginia, by Vice Chair, Sterling Hunt.

II. ROLL CALL

The following Directors responded to Roll Call:

| | |
|---------------------------|--|
| Dr. Lillian K. Boyd | Present |
| Mr. Darryl Cheek | Absent |
| Mr. Sterling K. Hunt, Sr. | Present |
| Mr. Yousef Jabri | Present – via electronic means (from Colonial Heights, VA, for personal reasons) |
| Mrs. G. LaVern Jackson | Present |
| Mr. Pete Washington | Present |

Mrs. Jackson made a motion, seconded by Mr. Washington, to permit Mr. Yousef Jabri to participate in the meeting via electronic means.

On vote:

| | |
|-----------|-------------------------------------|
| In favor: | (4) Boyd, Hunt, Jackson, Washington |
| Opposed: | (0) |
| Abstain: | (1) Jabri |
| Absent: | (1) Cheek |

Also present were Ms. Andrea Erard, County Attorney, and Mr. Yoti Jabri, Director of Economic Development and Tourism, County staff, and one citizen.

III. PROOF OF NOTICE OF MEETING

Notice of the meeting was distributed to the media on October 27, 2023.

IV. CLOSED SESSION

Directors saw no need for a Closed Session.

V. APPROVAL OF MEETING AGENDA

Vice Chair Hunt asked the Directors if there were any changes or additions to the meeting Agenda. With none noted, Vice Chair Hunt asked for a motion to adopt the meeting Agenda (Attachment "A") as presented.

Mrs. Jackson made a motion, seconded by Mr. Washington, to adopt the Agenda of the November 15, 2023, meeting as presented.

On vote:

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

VI. PUBLIC COMMENT

Vice Chair Hunt announced at 12:07 p.m. that anyone wishing to come before the EDA could do so during public comment. Mr. Richard L. Henshaw, immediate past Chair and Director announced that he had declined reappointment to the EDA after 16 years of service, effective November 10, 2023, the end of his term. He thanked past and current Directors for accomplishments such as bringing Rolls-Royce, Rural Broadband and industrial park expansions to the County, and for establishing and distributing COVID-19 funding to businesses. He thanked the County's legal and Economic Development staff for their expertise and support. On behalf of the Board, Vice Chair Hunt thanked Mr. Henshaw for his service to the Board and would welcome his continued input as a citizen. Mr. Henshaw exited the meeting.

There being no one else to speak, Vice Chair Hunt closed the public comment period at 12:12 p.m.

VII. APPROVAL OF MINUTES

A copy of the draft minutes of the September 20, 2023 meeting and the October 18, 2023 Special Called meeting were provided to the Directors via email on October 27, 2023. Per Ms. Erard, both sets of minutes could be approved with one vote.

Vice Chair Hunt asked the Directors if there were any changes or additions to the September 20, 2023 or the October 18, 2023 minutes. With no changes suggested, Vice Chair Hunt asked for a motion to approve the minutes of the September 20, 2023 regular meeting and the minutes of the October 18, 2023 Special Meeting as presented.

Mr. Washington moved, seconded by Mrs. Jackson, to approve the minutes of both the September 20, 2023, regular meeting and the October 18, 2023 Special Meeting as presented.

On vote:

In favor: (5) Boyd, Hunt, Jabri, Jackson, Washington

Opposed: (0)

Abstain: (0)

Absent: (1) Cheek

VIII. REPORTS OF OFFICERS:

a. Chair Report:

Vice Chair Hunt had no report for the Directors.

b. Treasurer Report:

Mrs. Jackson presented the Treasurer Report (Attachment B). As of October 31, 2023, the balances were:

Checking: \$17,395.44

Certificates of deposit: \$71,912.85

Total of all funds: \$89,308.29

Vice Chair Hunt asked the Directors if there were any questions for Mrs. Jackson regarding the report. Vice Chair Hunt also indicated he hoped to improve earnings in 2024 with new CD's. Dr. Boyd asked if the Directors would be averse to using an on-line financial institute versus a local brick-and-mortar. Mrs. Jackson asked the Directors to consider banking/financial institutions and share their thoughts and findings for the Board to explore.

There being no additional discussion, Vice Chair Hunt asked for a motion to adopt the Treasurer Report as presented.

Dr. Boyd moved, seconded by Mr. Washington, that the Treasurer Report be approved as presented:

On vote:

In favor: (4) Boyd, Hunt, Jabri, Washington

Opposed: (0)

Abstain: (1) Jackson

Absent: (1) Cheek

Mrs. Jackson informed the Directors that the initial audit has been completed by Robinson Farmer Cox Associates; a draft will be provided to all Directors prior to the January 2024 meeting for review.

c. Economic Development Director's Report:

Mr. Yoti Jabri gave the Economic Development Director Report (Attachment C), highlighting business and tourism activities in the County through November 12, 2023. Mr. Jabri also highlighted a few of the upcoming events and meetings within the County.

Mr. Yoti Jabri notified the Directors that he has a proposal for the Board of Supervisors for a DHCD Grant for broadband expansion in the County; would require EDA distribution of funds if awarded.

Mr. Hunt asked if any businesses had internship programs; Mr. Yoti Jabri indicated some work through Commonwealth of Virginia programs.

Mr. Yoti Jabri gave a presentation and update on the current Broadband Project with an overview of the Virginia Telecommunication Initiative (VATI) Program, which extends broadband service to currently unserved areas; will be presented to the Board of Supervisors at a future meeting; if award a final agreement would be brought forth to the EDA for approval, which would include Ruralband, the County and the EDA to be included with the DHCD Grant application. Mr. Washington requested a copy of the presentation be distributed to the EDA Board.

IX. NEW BUSINESS

a. VIED Training Opportunities

Mr. Jabri reminded the Directors about training opportunities for EDA Directors through the Virginia Industrial Development Authorities Institute (VIED), as shared in his September 29, 2023, email. The fee would be \$75 which is reimbursable with paid receipt and certificate of completion.

X. UNFINISHED BUSINESS

a. FIOA Training

Ms. Erard presented the remaining sections of the Freedom of Information Act (FIOA) to the Directors for the completion of required training. She offered to coordinate training for the absent member and the new member once appointed.

Vice Chair Hunt reminded the Directors that the next proposed meeting date would be Wednesday, January 17, 2024, at 12:00 p.m., at which time the EDA Board would vote to elect officers. Per Ms. Erard, the Board would need to vote to approve that date as an organizational meeting; Vice Chair Hunt indicated the third Wednesday of every odd month was already approved in the Bylaws; Ms. Erard stated a vote would still be required for the actual date, then remaining 2024 dates would be put to vote at that meeting.

Vice Chair Hunt asked the Directors if there was any opposition to approving the January 17, 2024 date as an organizational meeting. With none noted, Vice Chair Hunt asked for a motion to adopt the meeting date as presented.

Mrs. Jackson made a motion, seconded by Dr. Boyd, to adopt the January 17, 2024 date as an organizational meeting as proposed.

On vote:

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

XI. ADJOURNMENT

Vice Chair Hunt asked if there was additional business of the EDA to be discussed; with nothing presented, he asked for a motion that the meeting be adjourned.

Mr. Washington moved, seconded by Dr. Boyd, that the meeting be adjourned at 1:08 p.m.

On vote:

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

Proposed 2024 Meeting schedule: Wednesday, January 17, 2024
– Organizational meeting and election of officers
Wednesday, March 20, 2024
Wednesday, May 15, 2024
Wednesday, July 17, 2024
Wednesday, September 18, 2024
Wednesday, November 20, 2024

*Special Meetings called as needed



AGENDA

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

November 15, 2023 – 12:00 P.M.
Community Room, Human Services Bldg.,
6450 Administration 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 September 20, 2023 & October 18, 2023 Minutes
(distributed on October 27, 2023)
- VIII. Reports of Officers
 - a. Chair Report
 - b. Treasurer Report
 - c. Economic Development Report
- IX. New Business
 - a. VIED Training Opportunities
- X. Unfinished Business
 - a. FIOA Training (complete remaining sections)
- XI. Adjournment

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

| | |
|---------------------------------|---|
| Proposed 2024 Meeting schedule: | Wednesday, January 17, 2024 – Election of Officers Wednesday, March 20, 2024 Wednesday, May 15, 2024 Wednesday, July 17, 2024 Wednesday, September 18, 2024 Wednesday, November 20, 2024 |
|---------------------------------|---|

*Special Meetings called as needed

PRINCE GEORGE ECONOMIC DEVELOPMENT AUTHORITY, DBA IDA

STATEMENTS OF RECEIPTS & DISBURSEMENTS
SEPTEMBER 1, 2023 - OCTOBER 31, 2023

| CHECKING ACCOUNT WITH BSV: | | | |
|---|-------------------------------------|--------------------------------------|---------------------|
| Beginning Balance on Statement 9/01/23 | | | \$ 17,450.74 |
| DEPOSITS TO CHECKING ACCOUNT: | | | |
| 9/30/2023 | Interest Earned-September 2023 | \$ 1.48 | |
| 10/31/2023 | Interest Earned-October 2023 | \$ 1.43 | |
| Total Deposits | | \$ 2.91 | |
| Balance After Deposits | | | \$ 17,453.65 |
| DISBURSEMENTS FROM CHECKING ACCOUNT: | | | |
| 10/3/2023 | Ck # 662: Luca's Italian Restaurant | \$ 58.21 | |
| Total Disbursements From Checking | | \$ 58.21 | |
| Ending Balance-Checking Statement 10/31/23 | | | \$ 17,395.44 |
| CERTIFICATES OF DEPOSIT WITH BSV: | | | |
| #153007481 | Rate 0.750% | 5 Year Certificate-Matures 5/12/2025 | \$ 37,703.09 |
| #193007482 | Rate 0.500% | 3 Year Certificate-Matures 5/12/2023 | \$ 34,209.76 |
| Total Balance of CDs as of 10/31/23 | | | \$ 71,912.85 |
| GRAND TOTAL OF ALL FUNDS as of 10/31/23 | | | \$ 89,308.29 |

NOTES

REPORT DATE 11/13/23
Prepared by: G. LaVern Jackson



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 (September 14 – Nov 12, 2023)

Activities

September 19, 2023 – Perdue Community Meeting
September 20-22, 2023 – Virginia Economic Development Association’s Fall Conference
September 25, 2023 – Crater Planning District Commission’s Comprehensive Economic Development Strategy Meeting
September 27, 2023 – Virginia’s Gateway Region’s Business Council Event
October 10-11, 2023 – Governor’s Summit on Rural Prosperity
October 18, 2023 – HPG Chamber of Commerce Meeting and Sunset Social
October 19, 2023 – Virginia’s Gateway Region Business Roundtable and Tour with Secretary of Commerce and Trade
October 21, 2023 – The 9th Annual Virginia Czech Slovak Festival
October 25, 2023 – GO Virginia Region 4 Small Business Roundtable
October 27, 2023 – Crater Planning District Commission’s Comprehensive Economic Development Strategy Meeting
November 1, 2023 – Prince George County Business Resource and Job Fair
November 2, 2023 – “Day” at Virginia State University
November 3, 2023 – Governor’s Announcement about PGT locating at Crosspointe
November 8, 2023 – Statewide Workforce Community Input Meeting

Upcoming Economic Development or Tourism Events

November 12-14, 2023 – VA-1 Summit
November 17, 2023 – Sheetz Grand Opening
Nov 30, 2023 – Virginia Economic Development Association’s Winter Meeting
December 1, 2023 – Virginia Chamber of Commerce Annual Meeting
December 5-8, 2023 – International Council of Shopping Centers’ Tradeshow
December 12, 2023 – Crater Regional Workforce Development Board Meeting

Business Retention and Expansion (FY 24)

- | | |
|---|-------------------------------------|
| 1. Virginia Sealing Products – July 17 | 5. Nucor – September 12 |
| 2. Service Center Metals – August 9 | 6. Perdue - September 19 |
| 3. Oakley Logistics – September 5 | 7. Redline Powersports - November 6 |
| 4. Haley’s Honey Meadery – September 5 | |

Business Turnover (2021-2023)

- 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
- Calendar Year 2023, YTD: Businesses Retained – 2,090; New Businesses – 257; 2,347

Business Attraction – Conferences (FY 24)

Dec 6-7, 2023 – International Council for Shopping Centers NY

Feb 4-6, 2024 - International Economic Development Council Leadership Summit

Feb 6-8, 2024 – Medical Devices & Manufacturing West

March 11-14, 2024 - Modex 2024

May 20-22, 2024 - International Council for Shopping Centers RECON

June 23-26, 2024 - Select USA

Business Attraction (FY 24)

| | <u>Date</u> | <u>Name</u> | <u>Type of Industry</u> | <u>Building Need (sq.ft.)</u> | <u>Land Need (acres)</u> | <u>Lead From</u> | <u>Response Given</u> | <u>Jobs</u> | <u>Investment</u> |
|----|-------------|--------------------------|------------------------------|-------------------------------|--------------------------|------------------|------------------------|-------------|-------------------|
| 1) | 7/5/2023 | Project Storm | Manufacturer | 300K | | 70 VEDP | Crosspointe | 659 | \$54 M |
| 2) | 8/10/2023 | Project Care | Childcare | | | | | | |
| 3) | 8/18/2023 | Project Battery Moonshot | Battery manufacturing facili | 350,000 | Unknown | VEDP | None | N/A | N/A |
| 4) | 8/23/2023 | Project Swiss | Pharma | TBD | TBD | VGR | Crosspointe | N/A | N/A |
| 5) | 9/12/2023 | Project Journey | Commercial | 5-10 SQ FT | 2 acres | PG | Continental | x | x |
| 6) | 10/5/2023 | Project Mystery | Pharma | 5-8 K SQ FT | | VGR | Harvest Road | 15-Oct | |
| 7) | 10/10/2023 | Project Plaza | QSR | 1,500 SQ FT | | | Continental, Crossings | | |
| 8) | 10/18/2023 | Project Tract | Data Center | | 200-1000 | | | 100+ | |
| 9) | 10/19/2023 | Project CFA | Commercial | 2500-3000 | 1 acres | PG | Crossings | 15+ | |

| | |
|-------------------------|----------|
| Manufacturing | 2 |
| Food Processing | |
| Distribution | |
| Pharma | 2 |
| Commercial | 3 |
| Other | 2 |
| TOTAL SUBMITTALS | 9 |

Prince George County Broadband Project Update

By: Yoti Jabri
Economic Development
and Tourism Director

November 15, 2023



Prince George County, Virginia

Overview

- County Strategic Goal
- Research
- Funding
- Next Steps
- Questions



Prince George County, Virginia

County Strategic Goal

5 Infrastructure: Consistent High-Speed Internet

- *Who has access?*
- *Who are the players? CO-OP, Dominion, Comcast, etc*
- *What is considered high-speed? 100Mbps*
- Goal is to assist in expanding broadband internet to all citizens and businesses within the County
- Benefits
 - Economic Benefits – 60% of County businesses are home based, Remote jobs increasing and increases entrepreneurship
 - Social Benefits – Communities are safer when connected, Healthier with telemedicine capabilities, value of homes increase 3-8% with broadband
 - Educational – students working on homework, research, and post-secondary education requirements



Prince George County, Virginia

VATI Program

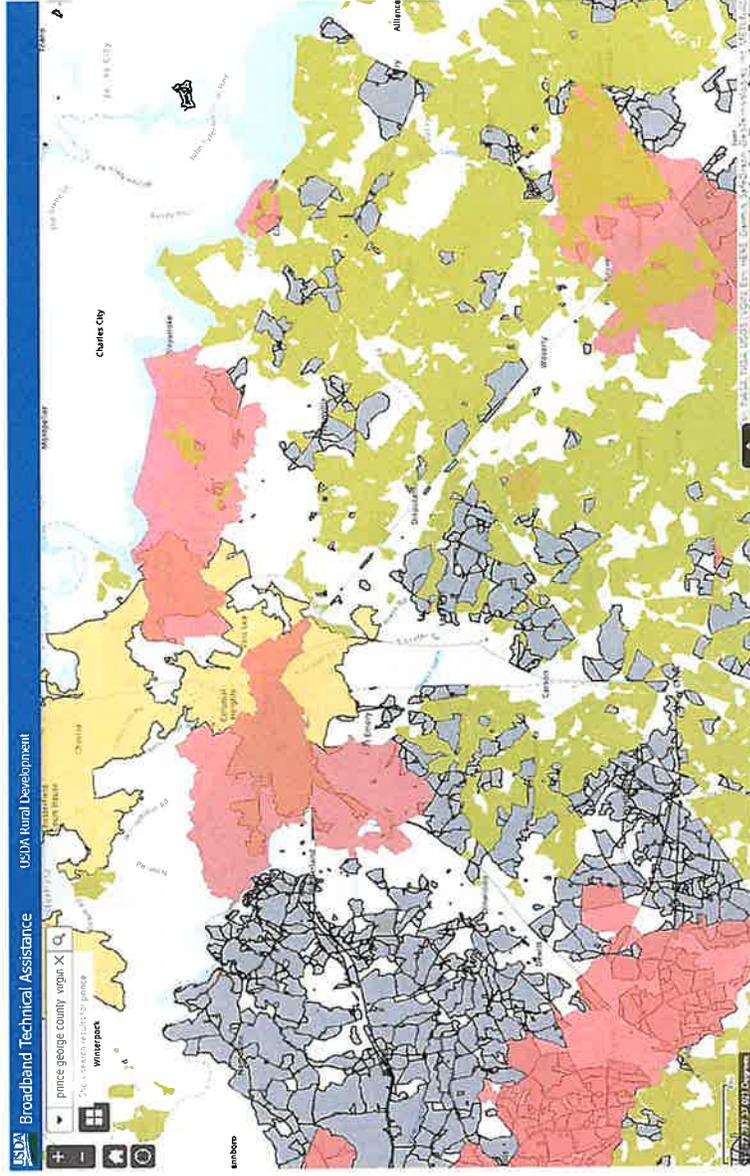
- Virginia Telecommunication Initiative under the Department of Housing and Community Development extends broadband service to currently unserved areas. VATI prepares communities to build, utilize, and capitalize on telecommunications infrastructure with the goal of creating strong, competitive communities.
- Allows government agencies to partner with private internet service providers to apply
- \$49 million allocated for FY 24



Prince George County, Virginia

Previous Projects

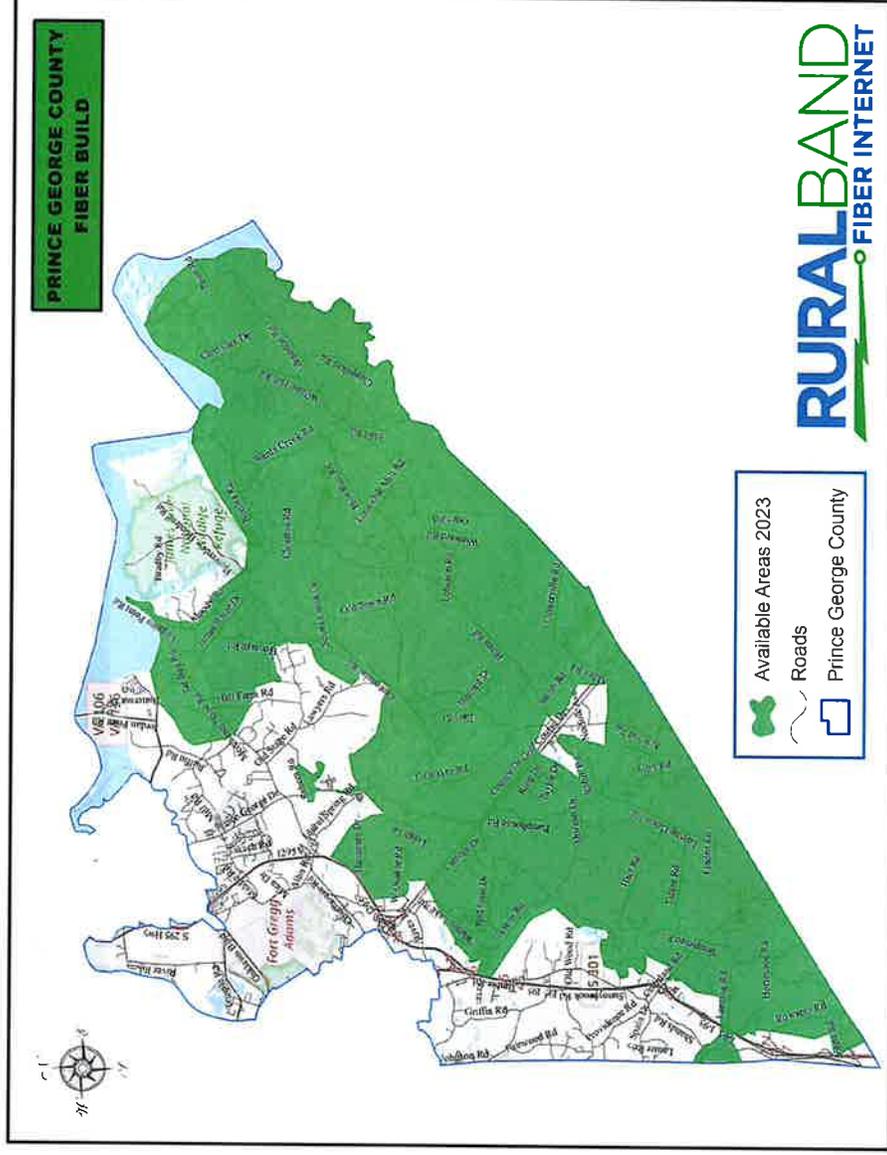
- 2017 FTTH Project Phase 1
- 2020 FTTH Project Phase 2
- 2022 Connect America Funding and Rural Digital Opportunity Funding



Prince George County, Virginia

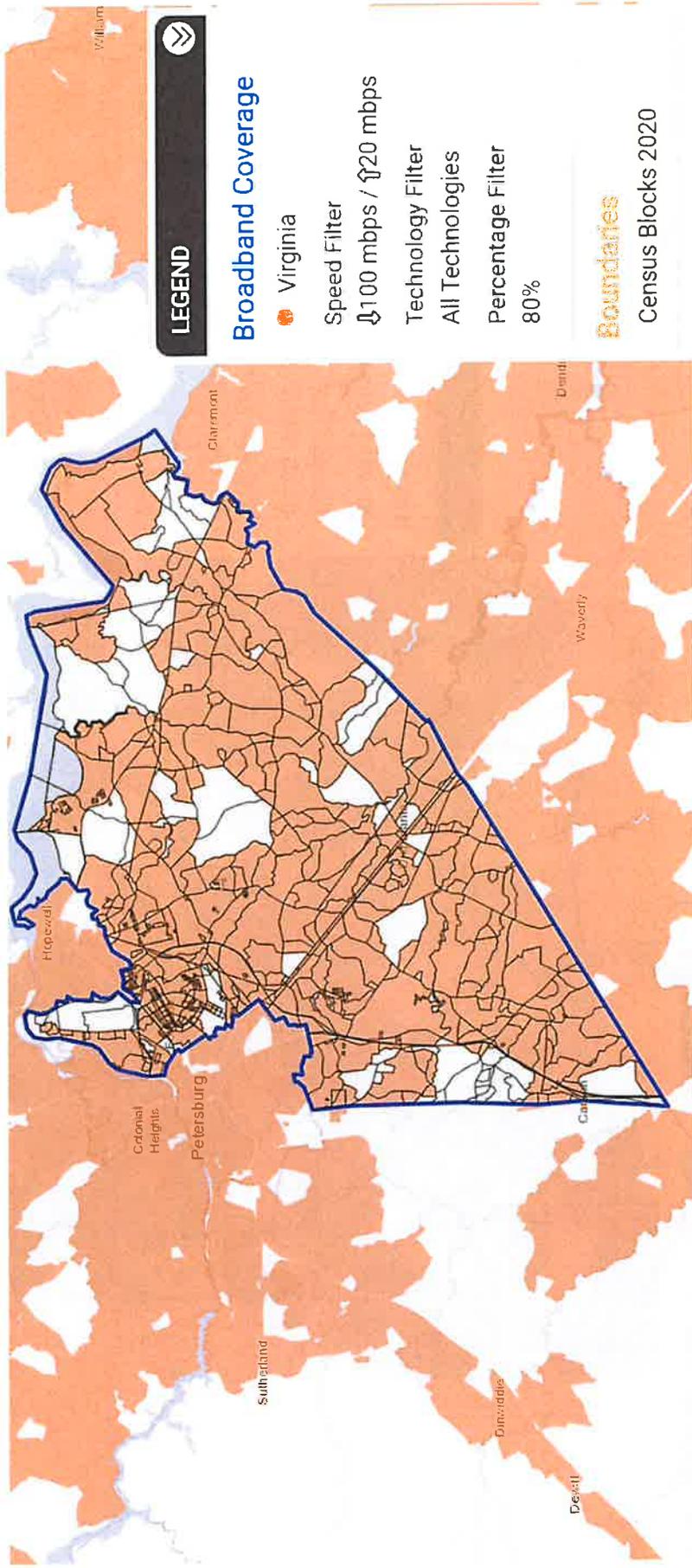
Ruralband Map

- Current Ruralband coverage map
- Unserved and underserved units within some Dominion Energy areas



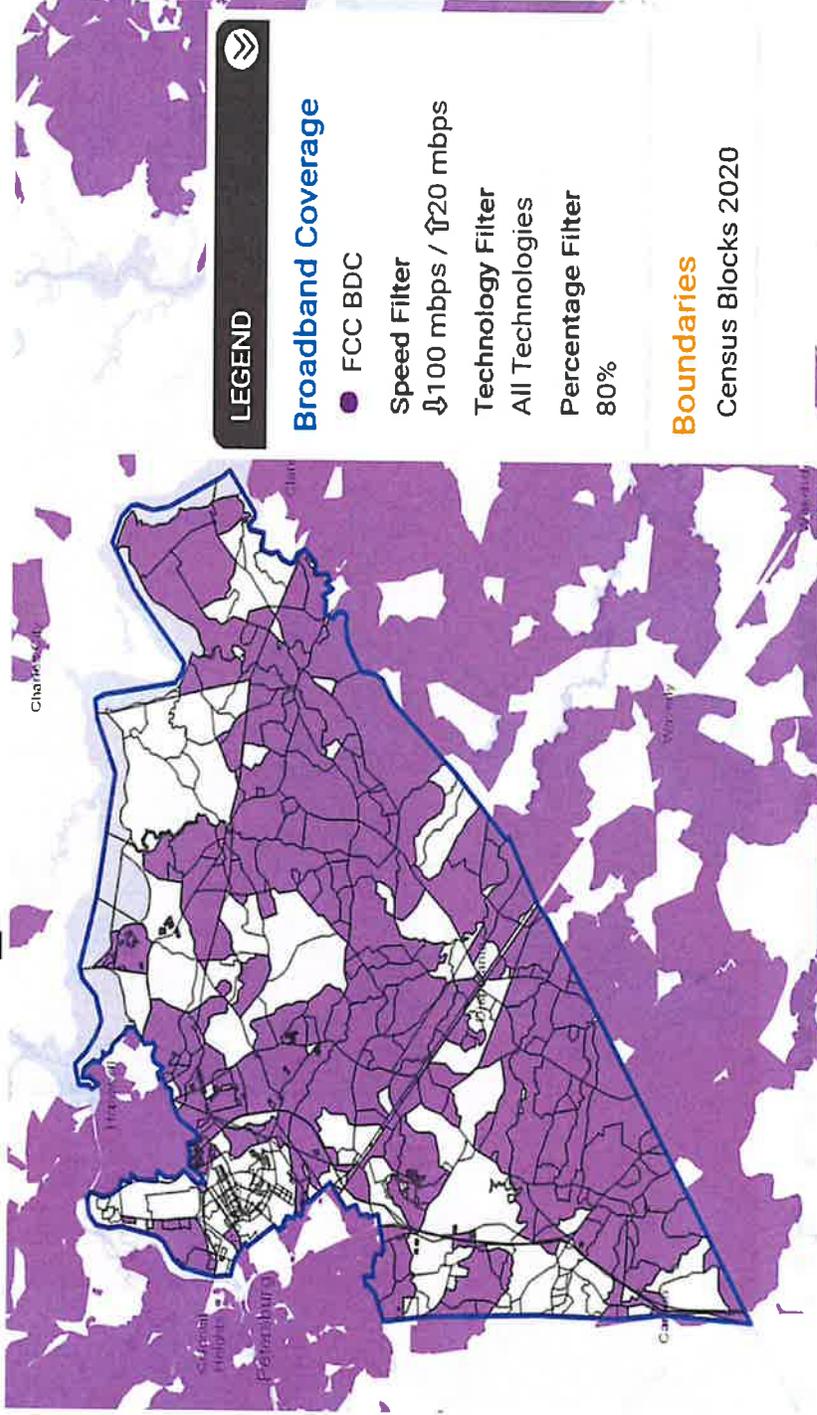
Prince George County, Virginia

VATI VA Collected Map



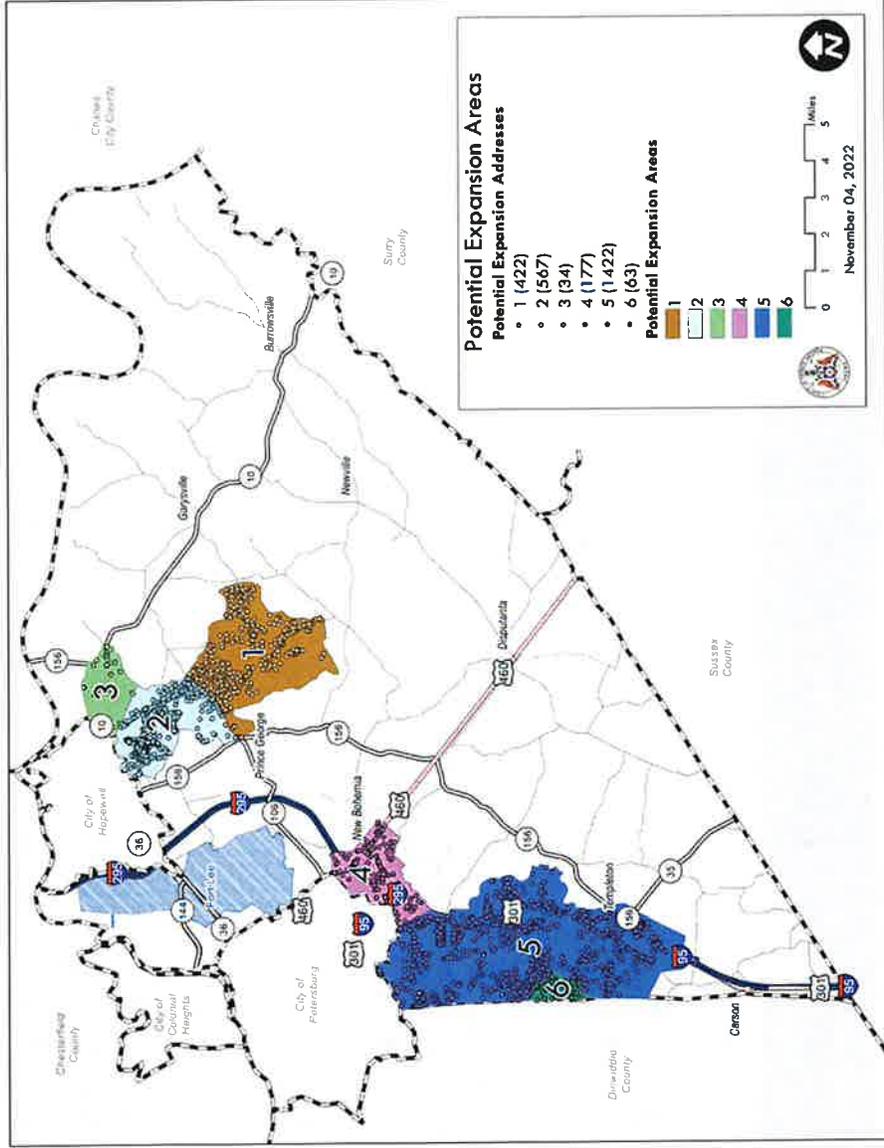
Prince George County, Virginia

VATI FCC Map



Prince George County, Virginia

Broadband Project Areas



Prince George County, Virginia

FY 2023 VATI Requirements

- 10 % match from internet service provider and 10% match from County
- VATI takes into account Federal Communications Commission mapping
- VATI defines broadband as 100 Megabits per second (Mbps) download and 20 Megabits (Mbps) upload
- For a wireline project, a proposed project area is considered eligible if 20 % or fewer of serviceable units



Prince George County, Virginia

Costs of the Project

- Total cost to be determined
- 10% match from Economic Development Unreserved Fund Balance (Meals Tax)
- Cameron Foundation potentially helping with 5% of County match requirement
- 10% match from internet service provider (Ruralband)



Prince George County, Virginia

Next Steps

- I. Finalize number of unserved and underserved units and project costs
- II. BOS approval to apply on December 12th
- III. VATI application due on December 19th with draft agreement between County, EDA and Ruralband
- IV. If funded, Broadband Agreement will need to be finalized between parties
- V. If we do not receive funding, the County will encourage internet service providers to apply for the Broadband Equity, Access, and Development (BEAD) program



Prince George County, Virginia

Conclusion

- Questions?



Prince George County, Virginia