



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



AGENDA

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 - a. Treasurer Report
 - b. Economic Development Report
 - c. Chair Report
- IX. Unfinished Business
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 - a. Update on grocery store feasibility study
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PRINCE GEORGE ECONOMIC DEVELOPMENT AUTHORITY

STATEMENT OF RECEIPTS AND DISBURSEMENTS

For September 1, 2022- October 31, 2022

Checking Account with BSV:

Balance on hand shown on last report dated September 28, 2022 \$12,671.93

Deposits to Checking Account:

09/30/22 Interest Earned- September 2022 \$1.11

10/31/22 Interest Earned- October 2022 \$1.01

Balance after Deposits \$12,674.05

Disbursements from Checking Account:

No Disbursements for This Period

Total Disbursements from Checking Account \$0.00

Balance in Checking Account as of October 31, 2022 \$12,674.05

Certificates of Deposit with BSV:

#3018687 Rate 0.150% Matures 04/19/2023 \$7,215.23

#193007482 Rate 0.500% Matures 05/12/2023 \$34,060.53

#153007481 Rate 0.750% Matures 05/12/2025 \$37,421.39

Total Balance of CDs as of October 31, 2022 \$78,697.15

GRAND TOTAL OF ALL FUNDS as of October 31, 2022 \$91,371.20

Report Date: November 14, 2022



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 Staff Report to Economic Development Authority September 8 - November 4, 2022

Activities

September 15, 2022 – Crater Comprehensive Economic Development Strategy Meeting
September 16, 2022 – Petersburg Area Regional Tourism Board Meeting
September 22-23, 2022 – Virginia Economic Development Association Fall Conference
September 28, 2022 – Hopewell-Prince George Chamber Board Meeting
October 4, 2022 – Crater Regional Workforce Development Board Meeting
October 6, 2022 – Virginia's Gateway Region Operations Meeting
October 12-13, 2022 - The Governor's Summit on Rural Prosperity
October 14-21, 2022 – Oklahoma University Economic Development Institute
October 31, 2022 – Virginia Economic Development Partnership Workforce Tour
November 3, 2022 – Port of Virginia Tour of Southpoint and Crosspointe Business Parks

Upcoming Economic Development Events

November 29, 2022 – Exit 45 Owners Meeting
December 6-9, 2022 – International Council of Shopping Centers Tradeshow

Business Retention and Expansion

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

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 (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, Tennessee. University partnerships and collaborations are very important for the company.

9/12/2022 **Project Turbo** Manufacturer 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.

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)