

## King George County Economic Development Authority Minutes

April 8, 2021

### 1. Call to Order-

Meeting was called to order by Rick Pabst, chairman.

I HEREBY CALL THIS MEETING OF THE KING GEORGE COUNTY ECONOMIC DEVELOPMENT AUTHORITY TO ORDER.

PLEASE TAKE NOTICE THAT FIVE OR MORE OF THE COMMITTEE MEMBERS ARE PARTICIPATING BY ELECTRONIC OR REMOTE MEANS, (NOTE- THERE ARE FIVE MEMBERS PRESENT IN THE BOARD ROOM) PURSUANT TO THE KING GEORGE COUNTY EMERGENCY CONTINUITY OF GOVERNMENT ORDINANCE PREVIOUSLY ADOPTED BY THE BOARD OF SUPERVISOR AND/ OR UNDER STATE LAW. THIS ACTION IS TAKEN AS A RESULT OF THE COVID-19 PANDEMIC AND THE GOVERNOR'S ORDERS REGARDING LIMITING OF GATHERINGS AND STAYING IN PLACE.

ELECTRONIC PARTICIPATION IS ENCOURAGED AND PURSUANT TO THE EMERGENCY ORDINANCE, PHYSICAL ATTENDANCE BY THE PUBLIC IS NOT ALLOWED.

I NOW TURN IT OVER TO ALL MEMBERS OF THIS BOARD TO STATE WHETHER THEY ARE PHYSICALLY PRESENT OR PARTICIPATING BY ELECTRONIC OR REMOTE MEANS:

Sandra Wimberley- present

Becky Gallamore- present

Rick Pabst- present

Richard Parker- present

Guy Booth- present

Delaine Richards- participating remotely.

Guest: Tom Snyder- remotely.

Also present: Nick Minor, Kim Wilson, Roan Grapes

Ian Fox- absent

STAFF AND THE CLERK ARE RESPONSIBLE FOR RECEIVING PUBLIC COMMENT.

NOTICE OF OPPORTUNITIES FOR THE PUBLIC TO ACCESS AND PARTICIPATE HAVE BEEN WIDELY DISSEMINATED ON THE COUNTY WEBSITE AND THROUGH OTHER COUNTY RESOURCES.

I DIRECT THE CLERK TO INCLUDE THIS STATEMENT AND THE MEMBERS REMOTELY PARTICIPATING AND THOSE PHYSICALLY PRESENT TO BE MEMORIALIZED IN THE MINUTES.

## **2. Public Comment-**

There was no public comment.

## **3. Approval of Minutes for March 2021 meeting**

Becky Gallamore: I move to accept the minutes as written from March 2021 meeting.

Guy Booth: I second.

Rick Pabst: Any discussion, hearing no discussion. All in favor say aye.

All members vote aye, chairman votes aye. Motion carried.

## **4. Member Reports-**

Sandra Wimberley- No report.

Becky Gallamore- No report.

Rick Pabst- Nothing to report except we did had emergency meeting and signed the paperwork for that extension.

Richard Parker- Nothing to report.

Guy Booth- Nothing to report.

Delaine Richards- Nothing to report.

## **5. Discussion Items**

### **a. GO VA Funding Request/Letter of Support**

#### **i. RIOT (Raleigh Internet of Things) Accelerator**

N. Minor- I will give Tom a quick introduction. For the past year or so, I'm sure you've heard me bring up RIOT. Their initiatives moving to the region and bringing some of these accelerator programs for what we are calling now the Rappahannock Region Entrepreneurial Ecosystem. RIOT is the focal point of those programs, specifically we are looking at and discuss for tonight is support for a (inaudible) grant for those of you not familiar with the GO VA program, it is a state initiative that set aside \$10 million in support for regional cooperation so those GO Virginia dollars are here to stand up for (inaudible), entrepreneurial programs and site development and overall regional collaboration. So, we are in Region 6, I believe which is the northern neck, Fredericksburg, and parts of the middle peninsula, so RIOT is coming in as a partner with Fredericksburg, King George, and Stafford County to expand these entrepreneurial programs. Specifically for King George to focus on Agri-tech. So, this is something we feel is a golden opportunity from the county (inaudible) given our high tech and rural background. (inaudible) we have naval research facility one of the largest in the country, at the opposite end of the county and we have all this land with potential for collaboration with farmers and greenhouse (inaudible) new industry and no one else in region has that advantage. So, all the details (inaudible).

Tom Snyder, Executive Director from RIOT-We are a 501c3, non-profit organization focused on economic development and job creation with particular focus on emerging technologies.

Mr. Snyder gave an overview of history, scope, and service areas of RIOT. He also spoke about how RIOT has business partners to help with cost of free education. With focus on how dollars from GO Virginia provided for 5 events. Four of the events have been completed. One of the events was held in King George County. It was fairly successful. RIOT is requesting financial support from King George to support acceleration program and education for job creation in the Rappahannock Region. Specifically, to run some Agri-tech programs in King George County in partnership with others.

Any questions?

R. Pabst- So you had one event here in King George already, did NSWC participate in that or any of the contractors that are out there show any interest? Mostly they're defense guys but a lot of high-tech guys too. A broad spectrum of technology.

T. Snyder- Yes, we did have their participation, they have had a diverse participation of (garbled) have been talking with Dahlgren in partnership with CIT (garbled) help facilitate that. They are in process now getting (garbled) in place with Dahlgren. There is an area of our business I did not mention, called the wireless research center that is very focused on advanced wireless technology, there may be some (garbled) research opportunity that we can work together with Dahlgren. On the economic development side, which is what I do, which is the part related to the EDA grant, we are talking currently with Dahlgren about workforce development initiatives as well as internal innovation initiatives but those are in the discussion stage. Don't want to oversell the maturity of that relationship.

R. Pabst- And the Agri-tech, can you give us in lay person terms what we are talking about. Are these the John Deere tractors with GPS on them or something else?

T. Snyder- When I talk about job creation for emerging technologies our expertise is around internet and data, so anything you hear that is around machine learning, A-I, or anything that has smart in front of it, smart city, or smart watch. So, if you think about a smart farm or a smart greenhouse, how do we apply the use sensors and technology to collect information and data that allows in real time to improve the yield of crops or increase the health or better monitor water usage or fertilizer usage. Those are examples of things that happen with smart ag. And we have quite a bit of experience in (garbled) sector with start-ups in North Carolina and with established businesses in North Carolina like (garbled) so that thought would be to take that (garbled) and some of that experience and run some local programs for whoever wants to participate in the region, again with a goal that all of the programs we develop are at zero cost to the participants. Does that answer your question?

R. Pabst- Yes. Thank you. Any other questions?

N. Minor- Tom, thank you for your time. I believe what the grant is asking for is a cash contribution from the King George County EDA. They are requesting a grant, I cannot in good faith tell, Tom or Stafford that we will give \$8000.00. (garbled) There is no pressure to make a decision, if this is something that needs more discussion, I'm happy to do so, but if you feel strong enough in supporting the grant you can make a motion to vote on the \$8000.00 or a number that the EDA feels comfortable with.

R. Parker- I think we need more discussion on this.

R. Pabst- Thank you Mr. Parker, any other comments.

S. Wimberly- I agree. We need more discussion.

R. Pabst- I for one, think this is a good opportunity, we do have some things going on, we have greenhouse business, and we have Dahlgren and there ought to be a way we can leverage both those to expand our horizons a little bit. The \$8000.00 part is probably a little bit harder to come to terms with, but we will that on discussion, and I feel confident that we can come to some level of support. So, with that we will move on to the next item, unless you have anything else Tom.

T. Snyder- Nothing else from me unless you need me to step out so you can have internal discussion.

R. Pabst- Well I think you are free to hang around, I do not think we will have much more discussion at this point. We will have a decision I am pretty certain of that. If you care to stay on you can.

T. Snyder- I would like to hang on and hear more about what is happening in the area.

R. Pabst- Does anybody have any internal questions about this? Want to digest it or move on.

R. Parker- Personally, I heard what he had to say but I'd like to know how will it help King George and I guess the youth of King George? (garbled) jobs it will provide for them, job training or possibly help within our school system?

R. Pabst- I'm not sure this program will do that except for maybe get some of the entrepreneurs, like Bloomia for example, the greenhouse folks may be interested in doing this and eventually downstream, but I don't see this as necessarily an educational program.

N. Minor- So they provide, the way I see it, RIOT provides educational program, this is more for college graduates in King George County with degrees in software engineering, let's say you start a job with FutureTech, there's some technology there that can be scaled, we don't want them to leave King George County to start their business to go to Arlington or Fredericksburg, we want them to stay here. Well with RIOT in the region then RIOT can help them scale that business here in King George County. Introduce them to seed funds and introduce them to seed funders access to capital and build their network and hopefully (garbled) and the other important part of that is they have a relationship with Dahlgren that (garbled) designs may sell back to the government, so it merges tech transfer initiative going on in the region, taking patents off NSWC and trying to scale those. On the agritech side is can be scaled for experimental projects in the greenhouse or if there is a relationship between a center that's being built at Dahlgren that could be applied to the agri-tech industry. So it is, RIOT is going to accelerate it. As far as integration with the school system, I believe there would be a way to do that but as of right now, it's not included in this GO Virginia grant, but may address down the road, not approved for this grant, it's more for those folks that are going to start business in hi-tech.

R. Parker- How many businesses in King George do you see this helping?

N. Minor-So this is going to be geared primarily to the defense contractors, small businesses. We have probably 20-26 different small business contractors in the county, but they are not head-quartered here

and that's sort of the thing we are trying to change. Trying to get some new startups in this area (garbled) contractors or we can help them expand their business, so it's not specifically geared to DoD but to sell to the private sector as well. So that is what RIOT will bring to the region because there is a gap in the region for that kind of training and business coaching.

R. Parker- So you're saying there's 20 different contractors, but they are not based here in King George County.

N. Minor- Correct. There's only 5-6 of them are homebased here and the others are like your Lockheed Martin, they are all headquartered in the national capital region.

R. Parker – So how many of the 5 do you think would take participation in the program?

N. Minor – That's hard to say.

R. Parker- If we donate the money, I guess I would like to see King George businesses capitalize on this program and grow and grow themselves as (garbled) mentor them. [Mr. Parker was relating his insights based on the program his company participates in in Washington D.C.] So, the program I am in helps keep money in DC, helps grow DC, it helps to housing, funding, a whole lot of things. I would like to see something like that here in King George where it helps our local businesses grow.

N. Minor- So that's the reason that RIOT is trying to move into the region because that's our concern too, don't want to see another organization come in and capitalize off patents or intellectual properties being created here in the county, and take it elsewhere. But we can't control where a business goes once they start, but if we are creating enough activity, enough of a workforce hopefully they will choose this area, this region rather than move to a larger metro area like a Richmond or a DC. That is, I would say, the primary reason why we are trying to get RIOT to come here, because RIOT didn't have to come here, they could go to a Richmond or they could go to DC, but they are choosing to come to the Rappahannock Region because they see potential. So, what we are trying to do is to build that eco system, so King George be part of that because of the opportunities that were put in front of RIOT and selling them on the region. The GO Virginia grant is a one-to-one match so whatever the state puts in the localities, the joint partnership of the localities has to match and that's what they're asking for from the county. So, my department has put in cash as well out of my own budget so since the EDA is a separate entity, they are asking the EDA to put cash in as well. I'm satisfied that as far as keeping it in the county, keeping it in the region that is the whole goal of this whole issue, we want to be in place where there are more hi-tec startups, not a place where talent leaves and then starts their company elsewhere.

R. Parker- Yeah, I understand. It could be a great program I just want to (garbled) some of the businesses take advantage of this program and we should talk to local business first and see what their interest is.

N. Minor- I will reach out try to contact and get you information on that.

R. Pabst- Any other comments or questions? At this point, I think we will table this for further discussion. I think there is opportunity here and it's like the first level of stuff that we ought to be doing to encourage and there is no guarantee we might be able to help those 5 Dahlgren entities and next year

find out that they have moved or been bought out by larger corporations and that's the way the industry operates. You might have a small niche there one year they are doing fine with their little niche and then the next year find out that a Lockheed Martin comes along and buys them up. That's something we can't control.

So next up is website scope of work, Nick sent out a statement on that. Nick, you want to talk about that a little bit.

## ii. Website Scope of Work

N. Minor- As requested by the board I put together scope of work for you to review detailing what this new E(garbled) website would look like or what it we would be asking the contractor to develop for us. It's there for you to review if you want edits, please send to me or Kim and we can take a look and finalize and get the procurement and out to businesses.

R. Pabst- I kind of looked over it until my eyes glazed over, (garbled) one of my biggest concerns, and I've seen this happen before, is you get a website built and before you know it, you are managing it. Then your one or two people managing it move on and you are stuck with a website that nobody can take care of. I would like to see somehow if we do this we have a clear understanding that either we're going to take care of it or they are going to take care of it and if we are going to take care of it, then we need to make sure our people are really comfortable, that we have a mechanism, because we had a website before, Dylan was working on a website, so websites for small entities are hard to maintain the continuity and that's my biggest concern.

N. Minor- The one I proposed (garbled) so requesting that it be user friendly so even if its someone who is pretty tech savvy and understands how a website works, that someone with no experience with a website should be comfortable. The other thing is that any contract that we agree to (garbled) hosted will be required to assist us in editing and updating these are things that should be handled by our staff such as updating the calendar and photographs updating (garbled) but as far as the framework, adding another page, things like that should be done by the web developer. So, the things we should handle we will handle and the things that the developer should hand that we will pay for will be handled by as part of annual cost built into proposal then there is an annual fee somewhere around \$50-100, depends on the traffic on the website (garbled)

(Inaudible)

R. Pabst – Beckey, I believe that based on previous experience you were interested in reviewing do you have any comments?

B. Gallamore- I have looked at this, it seems very detailed as far as what we're looking for, do we have budget in mind of what we are thinking this is going to cost?

N. Minor-So, I started off with a number in my head at \$10,000. That's not including the hosting cost annual, \$10,000 is the cap we want to work off of, when put out the bids we'll see, may be a way to

write the scope to fit that budget. I did get 1 proposal before we wrote the scope of work, proposal at \$9500.00, so I kept that in my mind as I began to write the scope of work that we will probably see.

R. Pabst- Do we have any web developers here in King George? Have we reached out to them?

N. Minor-Yes, but here's the thing, when we put it out to bid, IT web development, there are so many companies, that we can't get proposals. My initial thought was we will get 3-4 proposals and make sure that we have King George companies bid on it but once it goes out to procurement it will be out in the public, it's just notifying the King George businesses that the bid is out there.

R. Parker- I think that if King George businesses are bidding on it, and you are going to find that I am a King George fan, but they should have some type of leeway that says they can be 5-10 percent higher than the rest of the companies. The rest of the companies have more business, more traffic, they can get down a little more, they have more technology accessibility and all that.

N. Minor- I haven't talked to procurement about how to do that we know that in the past the county has tolerated the lowest bid possible, so it may be up to how the county approaches procurement but as the EDA you have to keep working with whoever they choose no matter what the bid is.

R. Pabst- I have no idea about the level of support we can get. As Richard pointed out, if we can steer to King George entity, that would be smart. I don't think it is a prerequisite, I don't want to shoot ourselves in the foot. But, if there is a handful of web developers that we know of here, we ought to reach out to them to check the website, if you're interested, submit your bid. We'll take it from there.

N. Minor – I agree and share your (garbled)

R. Pabst - Any other questions or comments on the website? Moving on to old business. Nick has given us what he presented to the county administrator. Any updates for that?

## **6. Old Business**

### **a. Project updates**

N. Minor- This leads into my director's report and update to my activities so basically, I will kill two birds with one stone here. All of these projects are interested or looking at the Industrial Park which is obviously under our control. But I think it's fair that you all see what we're seeing so if you are on business policy and site development committee you can understand the activity were seeing. I didn't put the details of each project, but what I can tell you is that the majority of these are manufacturing projects, looking at 15-500 million investment, close to 200-300 jobs, all the way down to 15-20, so these are the types of projects that we are competing on now, and want to make EDA aware. For instance, a cabinet manufacturer, looking for 10 acres of property (garbled) this is pretty standard of how they're coming in. Activity is picking up and there is a lot of interest in the rail line. So, the activity will continue to grow.

R. Parker- Nick, I don't understand when you say the railroad.

N. Minor- The industrial park has an EDA owned extension and there are two parcels in the industrial park that have rail access, then there is another part that leads all the way to route 3 (garbled) industrial

park extension part of the Taylor property, about 200 acres or more still available for industrial development.

R. Parker- OK, did we figure out (garbled) talking about the rail being the most expensive part of the EDA, possibly need to figure out what we are going to do with that. I understand that we own all the land there, but as you're selling to individuals, have we thought about it being some type of an association or something where business take this on, so the EDA isn't always hard hit.

N. Minor- I am open to it I would just propose to the EDA how would you like to approach that because at some point we have to have a conversation with the tenants in the industrial park to establish an association. I love the idea; I think that definitely needed on our part just depends on how we approach it. (garbled)

R. Parker – How many tenants actually use the rail line?

N. Minor – That actually use it currently, one. That's the tough part about it. However, the industrial park itself does have upkeep, it is on a state road but the tenants care about what it looks like down there, something goes wrong they definitely let the county know, so not out of the question that some sort of association fees would be responsible.

R. Parker – I would think so, might get some pushback because some of the tenants have been there a while, they would say I don't use it and don't plan to use it, but I think that we have so much land to anticipate in something, it would be great to start implementing it or start doing something with it as the years go on, so the EDA doesn't get hit again and again.

R. Pabst- I think the problem that we have is that the rail was an extension of the one that went to Dahlgren. Dahlgren has said they don't need it and have loped off that part of it. The power plant was still bringing coal in there up until last year sometime and they were probably the primary user. The other one is the concrete place I think, Nick, which one is it?

N. Minor- It's CMC steel.

R. Pabst – So when you drive around it there is a lot of smaller places doing manufacturing and they just don't need railroad. And that's kind of the rub. At some point we are going to have to address the loss of the Birchwood Power plant and the traffic they used to bring on and I don't know what that's going to look like.

N. Minor – I'm not too familiar with (garbled) Right now that spur is only dedicated to CNC because it would be nice to have another user on that CSX extension. We get something new in the industrial park or at the power plant site. Hopefully they will use the rail, it's expensive to upkeep, CSX does keep it up all the way out to the industrial park, so hopefully CNC, our user, can validate that extension.

R. Parker- When CNC bought in there, did they have some type of language in their agreement that King George or the EDA would upkeep the rail?

N. Minor- I can't remember the exact year, but I reviewed the paperwork (garbled) I'll take a look at it and get back to you.

R. Parker- There is nothing in there that says we have to keep up the rail, we're upkeeping it because we're nice people or ...would it be something that we could sell to CNC?

N. Minor- I don't see why not, (garbled)

R. Parker- I would think that would be a great way to get out of it if we could sell it to them or they take it over and pay a cost of using it or something like that.

N. Minor – I think it is worth a conversation.

G. Booth- if we sell it then we have no income from future business so basically it would be the company involved, they would reap the reward instead of us. By selling it, we have nothing to offer a business to come in. We have to weigh what it costs us against attract business in the future with it, if it's not going to attract business, get rid of it. If it has a attraction to the county, then we need to push back. If people need rail yard, like a lumberyard, then that's what we need to attract.

R. Pabst- Have we had a discussion with CSX on the impact of losing Birchwood?

N. Minor- ...No, they haven't reached out to me and we have not reached out to them to have a discussion with them on the impact to the rail line or the extension but I'm happy to facilitate a discussion with them.

R. Pabst- I think that before we go too far down this path, we ought to have that discussion because I don't know where the next user is, but at some point, it is their cost to maintain most of that railroad and if they say we're not hauling coal anymore, we could find ourselves without a railroad even if we own a railroad.

R. Parker- So we haven't been getting any income on the railroad at all?

N. Minor- No. So, I guess I should start from the beginning, so, when county purchased the industrial park property from the Taylor family who owned the big parcel there off route 3, the idea was to establish the industrial park and then bring in natural gas line to essentially support well the county never did that. we have never executed bringing in the natural gas line from Fredericksburg down to King George. So, from that point on the manufacturing got more highly technical (garbled) now the activity we see now they don't need natural gas or if they do it's only a little bit and that's just to heat the building not because it's needed for manufacturing process. I'm saying that's the reason why it has not filled up as quickly as the county would have liked. Natural gas has been the thorn in the county's side. Not every industry requires it such as lumber yard, this cabinet maker, doesn't require it, anything that's assembly doesn't require natural gas. So, it's targeting those industries, or you make a move toward having a capital project where you can finally bring that line out here and share the cost with potential users.

B. Gallamore- Nick, we had talked about, a couple of meetings ago, looking into a maintenance program for the railway, has that happened? Had that discussion?

N. Minor- We haven't gotten around to it; I apologize for that. That discussion will start with the department of VRTE, the department of rail transit, see if there's some sort of grant program to help us out.

R. Pabst- Anything else in

N. Minor- Birchwood power plant, owners are interested in selling, put up on ED search site. Larger projects depend on our ability to market that site. (overview of advantages of the site, 253-megawatt plant, 150 buildable acres with own water rights, they have the ability to pull 6.6 million gallons a day, they are only pulling about 3.5 million gallons a day). Opens up site to major manufacturing or data center activity. Looking at bids from large manufacturers, may have to come back to the EDA for incentive program to potentially match state incentive program. There are a lot of large projects out there right now. A lot of major manufacturing companies are looking to expand.

R. Pabst- So when you say putting it on this site, is that with or without the power plant?

N. Minor- (Requested site be pulled up on computer and displayed for group) So they are in the process of demolishing. Trying to figure out what part of the infrastructure do we keep. Do we keep the building, the water pond that we have that's going to determine a lot of, if you search VDP.org, They are going to start the demolish process later this year, so that's going to coincide with a lot of these larger moves that these companies are making. Typically, these larger companies (garbled) if you go to site selection, size of the building,

G. Booth – Is it just an empty warehouse now?

N. Minor – Their approved (garbled), King George area site will pop up, go left, that large land that's the Taylor property right there. 317 total acres and 150 buildable acres, scroll to the bottom, Kim, lays out what they have. Just want to lay out what they are offering for you. (Read off some of the different configurations of the property.) With 150 buildable acres and that infrastructure, is going to be large, not a small manufacturing. Show the EDA some of the sites available.

R. Pabst- So Nick, the (garbled) out there how does that relate to the J. Power initiative?

N. Minor-So Birchwood is J. Power and is co-owner, 50% owner in the plant as well as GE.

R. Pabst- So if the solar project takes place, they originally pitched that they would need some of that Birchwood land. Is that still in the mix or...

N. Minor- What they have done in the site plans is essentially lay out where they would like to put panels and they have a 40–50-acre slab open but if a project requires more than 50 acres, they are willing to sell the whole site or negotiate something to move panels. They can use that entire site to develop. So right now, is a critical year for Birchwood because they will sell whole site or negotiate something to use acres but, their goal is to get the highest investment out of site, but their fallback plan (garbled). They have a lot of options.

One other thing I wanted to point out. I facilitated a call with Faddis Concrete and JMU's hemp research team. And they are going to send Faddis 100 cubic feet of hemp shaving to add to the sound barriers

looking for alternative to wood and hemp is one of those alternatives, will start using that. Trying to find some synergy between industrial hemp industry and concrete so they were looking at something like hempcrete instead of cinderblock for sound barrier so if there's a way to collaborate, did facilitate that meeting plant.

Also, the Netflix series, Meateater, will shoot in June at Wilmott boat landing in King George. That will give us some exposure there.

Board approved RIFA for the county so we are going to move forward with the regional industrial facility authority and team up with Fredericksburg to do that. Should be having a meeting with mayor and James Madison District board of supervisor, hopefully this week. (garbled) If you are not familiar, RIFA is regional (?) that facilitates development of larger sites. I would say 200, 300 acres or larger, when 2 counties can jointly develop that site. That spreads out the risk and land these major projects floating around. So, there are these projects looking for 400 buildable acres, so we have a 317-acre Birchwood site with only 150 buildable acres. Some large properties with a creek running through it, splits it in half and you go from 200 acres to 100 or 50 because of the RPAs. There are some sited with no RPAs greater than 800 acres, some of them are contiguous have opportunity for things in due time. So, if one of these properties comes available the RIFA and the county can come in and buy it up and incorporate the site costs and take out bonds and develop that site. This is a tool in the toolbox for the county and the region.

R. Pabst- So, if we were to do something like that, they would want EDA to buy properties and all that stuff.

N. Minor- So I'm not going to say that the EDA will be involved to do this, the board can have a designee to regional board, but it depends on who wants to be in the room.

R. Pabst- My question is, like the new building which we just refinanced, there are certain things the county can't do, but they can forward to the EDA and ask for our participation to facilitate.

N. Minor- So a RIFA team can take out a bond. (multiple people speaking) that's what makes them powerful backed by the county in this case I don't think it will be backed by the EDA (garbled), it backed by the county but doesn't show up on the county's books it shows on the RIFA books. That's the power of it. That's all I had for you.

R. Pabst- One question, the cabinet manufacturer, you mentioned to me were interested in same plot as Rector was.

N. Minor- So I haven't heard from Rector in 2 weeks, not sure was still trying to move to the county. Last time I talked to him he was trying to get financing together; I need to follow-up to see where he is and all. But I haven't heard from him in 2 weeks. That's all I have.

R. Parker- I guess on the lots comment, we will sell to first one who, first come first serve.

N. Minor – Yes, first come first serve. We don't hold anything, the one thing I want to make clear is we don't compete against other businesses for property, and we don't hold anything waiting for the perfect deal.

R. Pabst- Rector can send an option, they could initiate something.

N. Minor – Yeah. There are other parcels in the industrial park and the EDA could help facilitate someone else in the county. It is still first come, first serve.

R. Parker- One more thing, on the microloans, thought that was a great idea just super to help small businesses out. how are we getting the word out to the businesses in King George?

N. Minor- I am finalizing the last set of details for this microloan, I just need to get a firm understanding of what C & F is going to provide the businesses when they come in, what exactly is the rate. How exactly does the EDA facilitate this between us and the bank? And once I have an understanding then we can put this in black and white, so we all have some sort of agreement. Almost there but I don't want to move it so fast because essentially, we are getting into the loaning business and I am not a banker and that's why I'm having C & F come in, it is much better public private partnership, I only have 2 and half man staff. These things take time, almost there, really excited about it, when spoke to C&F last week, I told them, if we put in 50k, I would like to see the bank kick in something as well. Whether you match it completely or you make it a \$100,000 fund or you kick in \$25,000 dollars. I would like to see you guys do something because we are ... customers, commercial customers so I kick something into the kitty as well and they are going to take it back to their group and see what they say, hopefully we will get some sort of contribution.

R. Pabst- Nick, do we have any interest in the grant money that we set up last year? Backporch was one of the ones who indicated they were interested.

N. Minor- So we are looking at, I spoke to staff, and that program needs a lot of details before we can issue a grant. It is a grant program that is supposed to be paid back through taxes over a 5-year period. Well, it sort of exposes us to a lot of risk. So, the grant money that is being paid back by business that may pay 2000 dollars a year in taxes so our payback time is much longer and may not make it 5 years. Micro loan program better than the grant program. (inaudible) We need to revisit that program. I have Kim working on it, basically rewriting the application and rewriting the guidelines of that grant so that so we can bring to you shortly, but I do want to get it passed so it (inaudible) incentive program. that the business has to meet some sort of criteria as far as jobs and capital investment, because if we just give out money because they were a new business and expanding then that would essentially qualify any small business or entrepreneur. We need to make it more merit based with economic impact analysis where you kick in 10,000 dollars but kicking out 500,000 dollars... something where we get a bigger bang for our buck rather than giving out check and hoping they will pay it back. That's why microloan is a better program than just grant money.

It started out as a great idea but once we started getting inquiries, the businesses were on the line of qualifying and not qualifying, it just seemed more riskier than the microloan program.

R. Pabst – Sometimes the devil is in the details.

N. Minor – Exactly. I hope that satisfies the question.

R. Pabst- Any new business items? Anything we did not cover?

THIS MEETING IS HEREBY ADJOURNED TO THE NEXT REGULARLY SCHEDULED MEETING ON MAY 13, 2021 AT 5 PM. THAT MEETING MAY BE HELD BY ELECTRONIC MEANS AND REMOTE PARTICIPATION ONLY AND MAY BE CLOSED TO THE PUBLIC BEING PHYSICALLY PRESENT. ALL CITIZENS ARE ENCOURAGED TO PARTICIPATE IN ADVANCE OR DURING THE MEETING BY ELECTRONIC MEANS AS PROVIDED BY THE COUNTY.

Minutes submitted by: Roan Grapes, Administrative Assistant

Date Approved: \_\_\_\_\_