

KING GEORGE COUNTY ECONOMIC DEVELOPMENT AUTHORITY
February 11, 2008

The Chairman, Mr. Glen Moore, called the regular meeting of the King George County Economic Development Authority to order at 6:00 p.m. in the Second Floor Conference Room, Suite 201, of the Revercomb Building, 10459 Courthouse Drive, King George, Virginia, with a quorum being present. Mr. Glen Moore, Mr. Terry Moore, Mr. Ballenger, Ms. Churchill, Mr. Hughes, Ms. Philbrick and Mr. Zilic were in attendance. Mrs. Theresa O'Quinn, Economic Development Director, was also in the attendance.

Amendment to the Agenda:

On a motion by Mr. Terry Moore, seconded by Mr. Hughes, and carried unanimously, each member voting as follows: Mr. Glen Moore Aye; Mr. Terry Moore Aye; Mr. Ballenger Aye; Ms. Churchill Aye; Mr. Hughes Aye; and Ms. Philbrick Aye; the King George County Economic Development Authority amended the agenda to include under NEW BUSINESS consideration of a request by Norfleet Land and Wood Company regarding the purchase of Lot 18 in the King George Industrial Park.

Election of Officers:

Chairman:

Mr. Glen Moore opened the floor for nominations for Chairman. On a motion by Ms. Churchill, seconded by Ms. Ballenger, and carried unanimously, each member voting as follows: Mr. Glen Moore Aye; Mr. Terry Moore Aye; Mr. Ballenger Aye; Ms. Churchill Aye; Mr. Hughes Aye; and Ms. Philbrick Aye, Mr. Glen Moore's name was placed in nomination and he was elected as Chairman of the EDA for 2008.

Vice-Chairman

Mr. Glen Moore opened the floor for nominations for Vice-Chairman. On a motion by Ms. Churchill, seconded by Mr. Hughes, and carried unanimously, each member voting as follows: Mr. Glen Moore Aye; Mr. Terry Moore Aye; Mr. Ballenger Aye; Ms. Churchill Aye; Mr. Hughes Aye; and Ms. Philbrick Aye, Mr. Terry Moore's name was placed in nomination and he was elected as Vice-Chairman of the EDA for 2008.

Secretary

Mr. Glen Moore opened the floor for nominations for Secretary. On a motion by Mr. Ballenger, seconded by Mr. Hughes, and carried unanimously, each member voting as follows: Mr. Glen Moore Aye; Mr. Terry Moore Aye; Mr. Ballenger Aye; Ms. Churchill Aye; Mr. Hughes Aye; and Ms. Philbrick Aye, Ms. Anita Churchill's name was placed in nomination and she was elected as Secretary of the EDA for 2008.

Treasurer

Mr. Glen Moore opened the floor for nominations for Treasurer. A motion was made by Mr. Terry Moore, seconded by Ms. Philbrick, to nominate Mr. Rick Ballenger as Treasurer of the EDA for 2008. After discussion regarding this nomination and the fact that the Economic Development Director currently serves in that capacity, this motion and second were withdrawn.

On a motion by Mr. Ballenger, seconded by Mr. Hughes, and carried unanimously, each member voting as follows: Mr. Glen Moore Aye; Mr. Terry Moore Aye; Mr. Ballenger Aye; Ms. Churchill Aye; Mr. Hughes Aye; and Ms. Philbrick Aye, King George County Economic Development Authority appointed the Economic Development Director as the Treasurer of the EDA with a limited spending authority of \$500 per month.

Approval of Minutes:

On a motion by Mr. Hughes, seconded by Ms. Churchill, and carried unanimously, each member voting as follows: Mr. Glen Moore Aye; Mr. Terry Moore Aye; Mr. Ballenger Aye; Ms. Churchill Aye; Mr. Hughes Aye; and Ms. Philbrick, the King George County Economic Development Authority approved the minutes of the regular meeting of January 10, 2008, as presented.

Treasurer's Report:

Mrs. O'Quinn presented for approval the payment to Deputy's Land Surveying, Inc. in the amount of \$1,850.00 for a boundary line adjustment for Lots 4B & 5 in the King George Industrial Park.

On a motion by Mr. Hughes, seconded by Ms. Terry Moore, and carried unanimously, each member voting as follows: Mr. Glen Moore Aye; Mr. Terry Moore Aye; Mr. Ballenger Aye; Ms. Churchill Aye; Mr. Hughes Aye; and Ms. Philbrick Aye, the King George County Economic Development Authority approved the expenditure to Deputy Land Surveying, Inc., as presented.

Public Comment:

The Chairman opened the floor for public comment. There being none, the Chairman closed that portion of the meeting.

Unfinished Business:

Status Report from Director of Economic Development

- Mrs. O'Quinn provided an update on the status of the Rite Aid store to be located in Dahlgren. The anticipated opening is October 2008.
- The welcome letter to new businesses, recently approved by the EDA, has also been approved by the Board of Supervisors and will be mailed to those new business owners who received a business license as of January 2008.
- Mrs. O'Quinn presented information to the EDA, previously presented to the Board of Supervisors at the February 5th meeting, she received at a recent Virginia Economic Development Partnership quarterly meeting regarding successful prospects locating in several Virginia localities. One involved Rolls Royce's successful attempt to locate a facility in Prince George County and what impact the location of such business has on Prince George and how Prince George was able to successfully acquire Rolls Royce. Mrs. O'Quinn related how this process could parallel working with the University of Mary Washington and the Dahlgren Technology Institute to provide highly skilled workers for this type of economic development effort. She also discussed the importance of the County being able to position itself to be able to quickly and thoroughly respond to prospects with all the information necessary, acreage available, water and sewer availability, etc.
- Mrs. O'Quinn informed the EDA that the Planning Commission at its upcoming meeting will be reviewing the final site plan for the Urgent Care Center to be located in the Journal complex on Route 3. An article about this future development was in the recent CHAMBERLINK publication.
- The Planning Commission will hold a public hearing on several zoning ordinance text amendments, one of which is to allow temporary tent sales. Mrs. O'Quinn reminded the EDA that this issue was raised by Mr. Jeff Trivett of North Carolina Furniture during a recent business visit by the EDA members and Supervisor Brooks.

- Rowe Materials new product, pervious concrete, demonstration was well attended. Supervisor Grzeika did ask the Community Development Director to take a look at how this product could be used for future County needs.
- Mrs. O'Quinn attended a Fredericksburg Regional Alliance meeting where the Timmons Group introduced a software package that enables commercial and industrial development to be easily advertised on a website. Hanover County is currently using the software.

NOTE: Mr. Zilic arrived at the meeting during Mrs. O'Quinn's presentation.

New Business:

Request by Norfleet Land and Wood to Purchase Lot 18 in King George Industrial Park

Mr. Gary Michael, representing Mr. Robert Gollohan, President of Norfleet Land and Wood, presented information to the EDA regarding Mr. Gollohan's desire to purchase Lot 18 in the industrial park. The property would be developed in four phases with a capital investment of \$3,768,500 including the land purchase at \$161,000 and a proposed settlement date of April 2008. Mr. Michael provided details of each phase of the development and stated that the total employees for all phases could be 30 to 40 employees with an average income of \$42,000. The building/office space would be 53,000 sq. ft.

There was considerable discussion with Mr. Michael about development plans and the possibility of the purchase of a different lot in the industrial park in that Lot 18 has rail access and Norfleet Land and Wood would not have the need for rail access. The Chairman, with the concurrence of the EDA directors, informed Mr. Michael that they would give further consideration to this request and would have a decision at the March 13th meeting and inquired if a decision at that time would still allow for an April closing date. The Chairman also discussed the possibility of scheduling a special meeting to address this issue if the situation warranted such a meeting, due to the fact that Mr. Gollohan would be settling on some property in Stafford in late February and may need to have some decision on Lot 18 shortly after that settlement. Mr. Michael will notify Mrs. O'Quinn is a decision needs to be made prior to the EDA's March 13th meeting. Mr. Michael left the meeting and the EDA continued its discussion regarding the proposal for the purchase of Lot 18. Ms. Philbrick expressed her concern regarding the legality of offering the lot for sale in the industrial park and then denying the request for the purchase. Mrs. O'Quinn will follow up with the EDA's legal counsel, Mr. William Hefty regarding this issue.

Business Visitation Program – Next Visits

Mrs. O'Quinn informed the Board that contacts have been made with Mr. David Simms, owner of the Dahlgren Marina, Allstate Insurance and Eagle's Nest Animal Hospital at First Lady's Quarters regarding a possible business visit by members of the EDA and the Supervisors for the district in which the business is located. The Chairman, with the concurrence of the EDA Directors, recommended that Mrs. O'Quinn go ahead and schedule those visits. The EDA will be notified by e-mail once proposed dates are established.

Establishment of Economic Development FY2009 Budget

Mrs. O'Quinn reported that the Economic Development director's proposed budget is \$10,000 and discussed with the EDA what expenses will be covered in that budgeted amount and what will continue to be paid out of County Administration budget. Some expenses in her budget will include membership in the International Economic Development Council (IEDC) at a cost of \$345.00 and travel to the annual meeting in Georgia in October, printing costs for letterhead, office supplies, Web LOCI training, etc.

Continue Discussions on an Economic Development Strategic Plan

Mrs. O'Quinn discussed the development of a strategic plan and that she is currently reviewing previous strategic plan documents reviewed by the Board of Supervisors and previous County Administrators. She also discussed the option of hiring a consultant to develop such a plan. The last plan reviewed by the County, prepared with the input of a consultant, was done in 2001 and was reviewed but never approved by the Board of Supervisors. Mrs. O'Quinn discussed advertising the available lots in the industrial park and the most effective way to do so. Mr. Glen Moore also mentioned the possibility of advertising lot availability in the business magazines and other related publications.

Mrs. O'Quinn discussed the importance of rail access in the industrial park and an upcoming meeting with CSX officials to address this issue on Thursday, February 28th, at 10:00 a.m. in the County Administrator's office. This meeting will also include a site visit to the industrial park.

Information Items

There was some discussion about the continual increase in the amount of the bill from Dominion Virginia Power for the lighting of the industrial park sign. Mrs. O'Quinn will follow up with Dominion.

The EDA will have a display table at the King George Builders' Association Home Show on March 1st and 2nd and Mrs. O'Quinn encouraged the EDA Directors to attend.

King George Industrial Park's Declaration of Protective Covenants and Restrictions, red-line copy, will be forwarded to the EDA members for review and comment. This same document has been forwarded to Mr. Hefty, EDA Counsel, for review and comment as well.

Closed Session:

On a motion by Mr. Terry Moore, seconded by Mr. Hughes, and carried unanimously, each member voting as follows: Mr. Glen Moore Aye; Mr. Terry Moore Aye; Mr. Ballenger Aye; Ms. Churchill Aye; Mr. Hughes Aye; Ms. Philbrick Aye; and Mr. Zilic Aye, the King George County Economic Development Authority went into closed session pursuant to State Code Section 2.2-3711(A)3 for discussion or consideration 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; and State Code Section 2.2-3711(A)5 for the purpose of discussing a prospective business or industry where no previous announcement has been made of the business' or industry's interest in locating its facilities in the community and invited the Economic Development Director.

On a motion by Mr. Terry Moore, seconded by Mr. Ballenger, and carried unanimously, each member voting as follows: Mr. Glen Moore Aye; Mr. Terry Moore Aye; Mr. Ballenger Aye; Mr. Hughes Aye; Ms. Philbrick Aye; and Mr. Zilic Aye, the King George County Economic Development Authority returned to public session and certified that only public business matters lawfully exempt from open meeting requirements by Virginia law, and only such public business matters as were identified in the motion convening the closed session were heard, discussed or considered.

NOTE: Ms. Churchill was in the closed session meeting but had to leave meeting prior to the motion to return to public session.

There being no further business to come before the Board, the Chairman adjourned the meeting.