

King George County Economic Development Authority
10459 Courthouse Drive, Suite 200, King George, VA 22485
Revercomb Board Room
Meeting Minutes 9-14-2023

Meeting was held at University of Mary Washinton, Dahlgren Campus, 4224 University Drive, King George, VA 22485

1. Call to Order:
Meeting was called to order by Beckey Gallamore, Chairman.
Present: Sandra Wimberley, Carol Sondrini, June Drake, and Daniel Hudson (arrived late).
Absent: Guy Booth.
Also present: Nick Minor, Director of Economic Development and Tourism, Kim Cook, Economic Development Specialist and Roan Grapes, Administrative Assistant.
2. Public Comment:
There was no public comment.
3. Approval of minutes:
Carol Sondrini made a motion to approve the minutes with one correction to attendance, Ms. Sondrini is listed twice.
Sandra Wimberley seconded the motion.
Vote: Ayes: 4, Nays:0, motion carried.
4. Reports of members:
There were no reports.
5. Presentations and Report:
Valor Ranch was unable to attend this meeting, they will reschedule.
6. Old Business:
 - a. Small Business Community Survey Draft
Nick Minor reports he wants to know what types of problems businesses have with the county or the economy.
Members were given a copy of the survey to review. Nick Minor reported that he will be using Survey Monkey. Gives ability to pull information by specifics. Most questions are qualitative not quantitative. Question was raised of "How will this be advertised?" Will be sent out in newsletter, social media, posted on the county website, can do hardcopies if you want.
Members would like to see a survey set up at Fall Festival.
Questions were reviewed and suggestions were made for some changes.
Discussion also included different grants that are available to small businesses.
Discussion included nail salon that received grant but still has not opened.

Suggestion that maybe grant timeframe/expectations needs to be changed. Lease may not be enough skin in the game. Also discussed other grants such as VTC, GOVA, Hello Alice.

How does this survey connect to strategic plan?

Suggestions for changes included:

Add grants to question 3. Discussion about different grants available. May be able to add to website.

Give options under question 4, such as workforce, marketing, zoning, customer discovery, and lead generation, location, cost. And expand on it.

Add seminar maybe twice a year, how to start a business.

Add State as an option under question 6.

Add DoD under question 7.

Add a question: What's keeping you from opening business?

Add link to EDA website.

7. Updates:

a. Property Acquisition:

Nick Minor reported that Sands Anderson is doing the title search. He is talking to owners about price per acre and site. Appraisal came in at 9.5% over assessment.

Dewberry is working on parcels 4 and 5 in the Industrial Park for Total Machine expansion.

b. Project Tricycle:

Rezoning passed 3:2. Project not announced yet, still working on performance agreements and water agreements.

Discussion by members regarding water recycling and data center. Engineering masterpiece. They have proprietary components in the plan.

Expecting to break ground by the first of the year.

Incentives have not been finalized yet.

All incentives have to come through the EDA. Taxes must be paid. The county receives the taxes and then is transferred to EDA and EDA reviews performance and decides how much is given to company. How it is done is part of the agreement. Discussion about how EDA works in the process. Why is EDA not included in conversation before incentives are finalized?

8. Adjournment:

June Drake made a motion to adjourn the meeting.

Carol Sondrini seconded the motion.

Vote: Ayes- 5, Nays- 0, motion carried.

Minutes submitted by: Roan Grapes, Administrative Assistant

Minutes approved on: _____ 10-12-23 _____