



**ECONOMIC DEVELOPMENT AUTHORITY  
JOINT MEETING WITH THE PLANNING COMMISSION  
MARCH 9, 2022 - 7:00 PM  
KING WILLIAM COUNTY ADMINISTRATION BUILDING  
KING WILLIAM, VIRGINIA**

## **A G E N D A**

- 1. Call to Order**
- 2. Roll Call**
  - a. EDA Board Members
  - b. Planning Commission Members
- 3. Review and Adoption of Meeting Agenda**
- 4. Review Meeting Minutes**
  - a. February 9, 2022 Draft Meeting Minutes
  - b. February 14, 2022 Draft Meeting Minutes
- 5. Joint Meeting Matters**
  - a. RKG Presentation - Kyle S. Talente, President
  - b. Overall Comprehensive Plan Discussion
- 6. Presentation**
  - a. Residential Development Impact on the KWC Operational Budget - Chris Couch, Presenter
- 7. Treasurer's Report**
- 8. Chairperson's Report**
- 9. Unfinished Business**
  - a. Fauquier Education Farm Visit Update - Meade Rhoads, Chairman
- 10. Public Comment Period** *One Opportunity of Three Minutes per Individual or Five Minutes per Group*
- 11. Next Meeting - April 13, 2022**

## **12. Closed Meeting**

- a. Motion to Convene Closed Meeting in accordance with Section 2.2-3711 (A)(1) of the Code of Virginia to consider a personnel matter involving the appointment of individuals to Boards and Commissions and in accordance with Section 2.2-3711 (A)(5) of the Code of Virginia to discuss a prospective business or industry or expansion of an existing business or industry where no previous announcement has been made.
- b. Motion to Reconvene in Open Session
- c. Certification of Closed Meeting
- d. Action on Closed Meeting (if necessary)  
(Motion to recommend appointment to the Board of Supervisors.)

## **13. Adjourn**

### **NOTES REGARDING AGENDA:**

This agenda is tentative only and subject to change by the Economic Development Authority Board.

During Public Comment and any Public Hearing periods, speakers shall be provided one opportunity of three minutes per individual or five minutes per group. Speakers shall provide their name, district of residence, and if applicable, the group they are representing. The EDA Board may modify and/or set other rules governing the conduct of Public Hearings.

**Detailed instructions for viewing live-streams of meetings, signing up to speak via Zoom (registration required by noon on the day of the meeting), and general guidelines for Public Comment & Public Hearings are available from the [King William County website](#).**

# AGENDA ITEM 4.a.

February 9, 2022 Draft Meeting Minutes

**DRAFT MINUTES  
KING WILLIAM COUNTY  
ECONOMIC DEVELOPMENT AUTHORITY  
REGULAR MEETING OF FEBRUARY 9, 2022**

A regular meeting of the King William County Economic Development Authority Board of Directors was held on the 9th day of February 2022, beginning at 7:00 p.m. in the Board Room of the County Administration Building and via Zoom.

**Agenda Item 1. CALL TO ORDER**

Chairman Rhoads called the meeting to order.

**Agenda Item 2. ROLL CALL**

Chairman Rhoads asked for a motion to approve participation via Zoom for Authority Members Longest and Hodges due to work constraints. Authority Member Campbell made a motion to approve participation via Zoom for Authority Members Longest and Hodges. Authority Member Brown seconded the motion. The Chairman called for any discussion. The Chairman called for any opposition. There being none, Authority Members Longest's and Hodges's electronic participation via Zoom was approved.

The members were polled:

|   |                |
|---|----------------|
| Eugene L. Campbell, Jr. – Secretary/Treasurer | Present        |
| Travis W. Longest                             | Present (Zoom) |
| Jay Brown                                     | Present        |
| W. Brian Hodges                               | Absent         |
| Kenneth A. Holderied                          | Absent         |
| Charles F. Piersa – Vice Chair                | Present        |
| C. Meade Rhoads, Jr. – Chairman               | Present        |

**Agenda Item 3. REVIEW AND ADOPTION OF MEETING AGENDA**

Chairman Rhoads asked to move Items 5 and 6 after Item 7 – Presentations to allow those presenting to leave sooner. Authority Member Campbell made a motion to adopt the meeting agenda with the aforementioned change. Authority Member Brown seconded the motion. There being no discussion or opposition, the Meeting Agenda was adopted with the aforementioned amendment.

#### **Agenda Item 4. APPROVAL OF MINUTES**

- 4.a. October 13, 2021 Regular Meeting Minutes
- 4.b. November 10, 2021 Regular Meeting Minutes
- 4.c. January 12, 2022 Organizational & Regular Meeting Minutes

Authority Member Brown made a motion to approve the minutes as presented. Motion was seconded by Vice Chair Piersa. There being no discussion or opposition, the meeting minutes for October 13, 2021; November 10, 2021; and January 12, 2022 were approved as presented.

#### **Agenda Item 7. PRESENTATIONS**

##### **7.a. Bay Consortium Workforce Development Board (Virginia Career Works) – Jackie Davis, Executive Director** (Attachment A)

Ms. Davis introduced the Workforce Development Board and outlined their history, partners, programs, and the services available for adults, youth, support, and businesses.

Ms. Davis said there is currently a training center located in the Middlesex County DSS office where people can come to use computers and get internet access. She would like to open another center in King William County and is working with Lewie Lewis of the MPPDC to make that happen.

The Workforce Development Board is able to offer wage subsidies and have a grant to help employed workers with transportation to the job for a limited time.

They are able to work with and assist the EDA by offering services to businesses considering locating in the County. A database is available to search for workforce statistics which businesses can use themselves or the WDB can do it for them.

Authority Member Campbell asked for some examples of services they've provided to businesses in King William County. Ms. Davis said they were recently able to help West Rock with upscaling fifty staff members by providing pneumatics training using funds from the Governor's Set-Aside Fund. They are able to identify employer tax credits, provide labor market information, and offer rapid response services to help avoid layoffs. They also help workers going through layoffs.

Chairman Rhoads asked if they exclusively work with private-sector enterprises or would they work with the EDA, for example. Ms. Davis said they will work with the EDA and anyone else who might benefit from their services.

Vice Chair Piersa asked how people apply to receive help. Ms. Davis said they apply through the Virginia Workforce Connection website which shows jobs available statewide and offers

the ability to search by several criteria ([vawc.virginia.gov](http://vawc.virginia.gov)). If a new business is considering locating in the area, they can contact the WDB directly for any help they might need in building a workforce.

### **7.b. RKG Preliminary Findings – Kyle S. Talente, President** (Attachment B)

Mr. Talente went over the findings in the presentation (Attachment B). He said he would like to come to the March meeting to provide fiscal impact analysis information.

The methodology used analyzed whether an industry was local, adding jobs, competitive, able to capitalize on the County's strengths, and consistent with the County's goals. Business Climate Factors were used from Prosperity Now rankings.

Site selection priorities include focusing on smaller support industries due to the limited labor force availability in the County. A major challenge in attracting industry to the County is that available non-residential properties are not inventoried or professionally marketed which means they are not found in site searches. 90% of site selection is done online before a business ever expresses interest to a locality.

Opportunities exist in attracting telecommuters due to the County's high quality of life scores and along western Route 30 due to its proximity to I-95. Suggestions include strengthening recreation tourism and attracting more restaurants.

Authority Member Campbell asked the order of potential success. Mr. Talente said as listed on the Target Industry Clusters page of the presentation.

Chairman Rhoads asked if the retail leakage recapture rate was typical. Mr. Talente said it's generally between 20-40% - 20% is conservative, 30% is moderate, and 40% is aggressive. The presentation showed a 50% recapture rate. Mr. Talente will redo the assessment using different scenarios. Chairman Rhoads asked him to identify a number he thinks the County should work from.

Authority Member Brown said it seemed the only category the County could expect to recover is Restaurants. Mr. Talente said that was correct. He said the Avg. Store SF shown represents the size of most average chains.

Chairman Rhoads said there is plenty of land for business and asked if you zone it, will they come. Mr. Talente said no. He referenced the Go Virginia Region 6 plan and said businesses are looking for already developed sites. He said the issue is quality more so than quantity of land. He said it's important that sites in King William County are not catalogued or advertised which makes it impossible for a business to find when searching online.

Authority Member Brown asked if quality meant infrastructure, site readiness, or possibly even a shell structure. Mr. Talente said yes, businesses are looking at the amount of time it

will take until they are able to open. He suggested King William wade into it gradually – perhaps starting with pad-ready sites and seeing how it goes. He said economic development is a marathon, not a sprint. The County should identify sites they feel are most competitive and work on developing those first.

Chairman Rhoads asked why clustering residential development is important for retail growth. Mr. Talente said retail is only one facet. Clustering development is valuable to create a stronger retail node – it strengthens market potential in that area. It also makes maximum use of the land – leaving as little a footprint as possible with as much consumer impact as possible.

Authority Member Brown asked if a fair conclusion to be drawn from the data is that retail is not our focus. Mr. Talente said retail growth should not be a short-term focus but a longer-term one as the population grows, other than restaurants. He suggested waterfront, B&B, brewery/distillery restaurants as possibilities.

Chairman Rhoads asked if there was value in pursuing heavy industry. Mr. Talente said it depends on the use and may create the lowest demand for services. He will have better information in March. Mr. Talente said he's never worked on a project where non-residential development caused a negative economic impact.

Authority Member Campbell asked for examples of agricultural/forestry industries. Mr. Talente gave the example of a woodworking co-op wherein a timber business might lease space to artisans who use that timber to create value-added products such as cabinetry, furniture, etc. He also gave the examples of an agri-business incubator or co-op cannery.

Authority Member Brown suggested the EDA engage with farmers to see what their needs are and if the EDA can support them by attracting businesses to fill those needs.

Chairman Rhoads said a goal should be to create a center in the County that would draw people here from across the region, not just from within the County.

Authority Member Campbell asked what WWOOF is. [Per WWOOF.net - Worldwide Opportunities on Organic Farms links visitors (WWOOFers) with organic farmers to promote a cultural and educational exchange and build a global community conscious of ecological farming and sustainability practices.] Matthew Cardin with RKG described it as taking volunteer farmers to live and work on a farm where they receive education and experience in exchange for room and board. Mr. Talente said it creates a labor force and economy onto itself.

Mr. Talente said he would be back at the March EDA meeting with the balance of RKG's analysis including a fiscal analysis of land use types to revenues and expenditures and preliminary ideas on how to take advantages of the County's strengths.

Chairman Rhoads said the Board wants one thing they can actually accomplish and asked when they would receive RKG's recommendations. Mr. Talente said in March. Site identification would follow if the Board decides to continue to Phase II of the contract.

Authority Member Brown thanked RKG for the information and said it was timely with the upcoming Comprehensive Plan joint work session on February 14, 2022. He asked that RKG provide their slides prior to then.

**7.c. Virginia Cooperative Extension (VCE), Small Farm Outreach Program – Tracy Porter, Agriculture Management Agent** (Attachment C)

Chairman Rhoads said he learned of this program and would like to take one acre of land and make it crank. He pointed to the Farmers Market in Fauquier County and said the EDA could have a win within six months.

Mr. Porter introduced himself and said a position for an Extension Agent to serve King William County and King & Queen County was just announced by the VCE. He explained Virginia has two land grant universities – Virginia Tech, generally with large agricultural applications, and Virginia State University, generally focused on small farms and underserved populations. Mr. Porter works with VSU. The General Assembly funds the VCE's Virginia Tech agents whereas the VSU agents are grant-funded.

Mr. Porter spoke about the wealth of workshops and educational opportunities available through the VCE. These programs are free for anyone to attend and many are offered virtually.

One program Mr. Porter pointed out is a mobile slaughter/butcher trailer – <https://www.ext.vsu.edu/sfop-mobile-unit>. He also pointed out other resources listed in his presentation.

The Carver Center in Culpepper is an incubator farm where people come to learn how to start their own farms.

The Fauquier Education Farm is an example of the VCE working with the community. The County paid the farm manager's salary for the first two years and grants have funded it for the last ten years. Mr. Porter believes something similar can be done in King William County, perhaps through the KWHS FFA.

Chairman Rhoads asked who teaches the classes. Mr. Porter said Jim Hankins who is a former extension agent, provides 95% of the training plus he brings in outside experts and the Culpepper ag agent.

The Farm donates produce to the local food bank. They have 10 acres and practice crop rotation – not all acres are in production at all times. The Farm donated over 111,000 lbs. of produce in 2021.

Mr. Porter suggested working with Howard Hill, FFA teacher at KWHS. They could possibly put up a high tower for demonstration in King William County. The challenge is that there is no where under cover to do demonstrations. Setting it up at the High School is a possibility. He said the current generation of farmers is aging and there are not many coming up. The next generation is needed to fill their shoes. It's critical to involve youth.

Mr. Porter said the EDA is welcome to visit the Fauquier site and VSU can provide transportation if they give them 1-2 weeks' notice.

Percy Ashcraft, County Administrator, said it's definitely a possibility and fits in with what RKG said should be a focus for the County.

Mr. Porter said an incubator is a place where businesses take raw product and produce value-added products. There are grants available to help make purchases for value-added products.

Chairman Rhoads asked if a 501(c)(3) would need to be created. Mr. Porter said that is what Fauquier did. Chairman Rhoads said there may be grant money available through Career Works.

Mr. Porter said the challenge for small farmers planting high value niche crops is where to sell them. A food hub with cold storage is an opportunity. He always tells farmers never plant the first seed if you haven't already sold it.

Mr. Rhoads said some sell at farmer's markets in big cities like Washington, DC. He said there seems to be opportunity and need for a slaughterhouse and cold/freezer storage space. Mr. Porter said there is definitely demand for these services, especially from smaller goat, cattle, and hog farmers. He said hog processing is booked up a year out.

Vice Chair Piersa asked if there were grants available. He said local hunters are also looking for a place to process their meat and asked if more than one type of animal could be processed. Mr. Porter said he gathered from the Workforce Development presentation that grants were available. He said you cannot process wild game through USDA, only livestock. He said there is also nowhere for small chicken farms to process their livestock. He said there is a limit of 1,000 birds per calendar year you can process without inspection. After that, the next level available is 30,000. He said there is big need for a facility in this area.

Mr. Porter said if someone could be found willing to build a slaughterhouse or cold/frozen storage facility, it seemed that the Workforce Development Alliance can then step in to educate, train, and certify a workforce.

Mr. Porter said grants were available for schools to install educational pavilion learning centers through a STEM grant (\$300,000). Students can learn needed SOLs in the pavilion, have a garden, and process and clean the food which then can be used in the school cafeteria. He said it could be done in phases at KWHS. Other schools could then go there for field trips to learn sustainable agriculture practices and we can get the next generation interested in agriculture again.

Authority Member Campbell said this ties to the EDA - attracting youth to stay in the County as farmers/agriculturalists which would help keep the rural feel. Mr. Porter said it also creates additional revenue in the form of Sales & Use taxes paid to the county from the State. He said value-added and other small niche products can be turned into something else and sold. For example, a mushroom farmer who doesn't sell all their mushrooms while fresh could then dry them and sell them. In the same way, berries approaching the end of their fresh sale marketability could be turned to syrups. He said he can do site visits on beginning farms to help them grow. They also offer pond and fish management classes and provide technical assistance.

Chairman Rhoads said the first step is to take a site visit to Fauquier. He will send a few dates to Mr. Porter and they will work out a time over email. Mr. Porter will also check around for grants for schools, localities, and Indian Tribes.

Vice Chair Piersa said the Farm Bureau did a program at Hamilton-Holmes Middle School teaching kids how to plant and it was a big success. He said Howard Hill does apprenticeships and sends FFA students to work on farms. He mentioned Chris Couch and Luke Hallman as successful small farmers in the County. He said Mr. Hill has the resources to teach them to do whatever they want to do but the challenge is where to sell and slaughter.

Mr. Porter said you can subscribe to the VCE's calendar online to be informed of upcoming events and educational opportunities.

#### **Agenda Item 5. TREASURER'S REPORT**

There was no Treasurer's Report presented.

#### **Agenda Item 6. CHAIRPERSON'S REPORT**

Chairman Rhoads read the purpose of the EDA from the Bylaws. He said he'd like to put in a process to bring forward ideas in writing prior to future meeting dates so the Board can have more focused and targeted discussions. Authority Member Brown suggested developing a concept brief if there's a program you're interested in. It could be a paragraph which then could be included in the agenda packet to give Board members an opportunity to refine their thoughts and drive focused discussion at the meetings.

## **Agenda Item 8. PUBLIC COMMENT PERIOD**

There was no one present.

## **Agenda Item 9. NEXT MEETING – FEBRUARY 14, 2022 JOINT WORK SESSION**

The next meeting will be held on Monday, February 14, 2022, and is a joint work session with the Board of Supervisors and Planning Commission. Hill Studio will be presenting the latest draft Comprehensive Plan.

## **Agenda Item 10. UNFINISHED BUSINESS**

### **10.a. Vacant Position Recommendations – Percy C. Ashcraft, County Administrator**

Mr. Ashcraft said, after about a year of considering qualifications for future appointments to the Economic Development Authority, Chairman Rhoads is asking the members of the EDA to consider recommending to the Board of Supervisors the professions of an accountant and lawyer be considered to fill the current vacancies on the EDA Board.

Authority Member Brown made a motion to recommend to the Board of Supervisors the professions of an accountant and lawyer be considered to fill the current vacancies on the EDA Board. Vice Chair Piersa seconded the motion. The Chairman called for any discussion.

Authority Member Brown said these are welcome additions and asked if there were any current applications on file. Mr. Hudgins said yes, but none with experience in these areas.

Vice Chair Piersa asked how long we wait for qualified applicants. Chairman Rhoads said for Board members to encourage any people they may know to apply. Mr. Ashcraft said we can advertise as well.

All present were in favor of the motion. With no opposition, the motion to recommend to the Board of Supervisors the professions of an accountant and lawyer be considered to fill the current vacancies on the EDA Board was approved.

## **Agenda Item 11. CLOSED MEETING**

### **11.a. Motion to Convene Closed Meeting**

Authority Member Brown made a motion to Convene Closed Meeting in accordance with Section 2.2-3711 (A)(5) of the Code of Virginia to discuss a prospective business or industry or expansion of an existing business or industry where no previous announcement has been made. Authority Member Campbell seconded the motion. The Chairman called for discussion. The members were polled:

|   |        |
|---|--------|
| Charles F. Piersa – Vice Chair                | Aye    |
| Eugene L. Campbell, Jr. – Secretary/Treasurer | Aye    |
| Travis W. Longest                             | Aye    |
| Jay Brown                                     | Aye    |
| W. Brian Hodges                               | Absent |
| Kenneth A. Holderied                          | Absent |
| C. Meade Rhoads, Jr. – Chairman               | Aye    |

**11.b. Motion to Reconvene in Open Session**

Authority Member Brown made a motion to reconvene in Open Session. Vice Chair Piersa seconded the motion. The Chairman called for any discussion. With no opposition, the meeting was reconvened in Open Session.

**11.c. Certification of Closed Meeting**

Authority Member Brown moved for adoption of Standing Resolution 1 (SR-1) in accordance with Section 2.2-3712 (D) of the Code of Virginia, 1950, as amended; the motion was seconded by Authority Member Campbell. The Chairman called for any discussion. The members were polled:

|   |        |
|---|--------|
| Travis W. Longest                             | Aye    |
| Jay Brown                                     | Aye    |
| W. Brian Hodges                               | Absent |
| Kenneth A. Holderied                          | Absent |
| Charles F. Piersa – Vice Chair                | Aye    |
| Eugene L. Campbell, Jr. – Secretary/Treasurer | Aye    |
| C. Meade Rhoads, Jr. – Chairman               | Aye    |

**STANDING RESOLUTION – 1 (SR-1)**

**A RESOLUTION TO CERTIFY COMPLIANCE WITH THE FREEDOM OF INFORMATION ACT REGARDING MEETING IN CLOSED MEETING**

**WHEREAS**, the King William County Economic Development Authority Board has convened a Closed Meeting on this date pursuant to an affirmative recorded vote, and in accordance with the provisions of the Virginia Freedom of Information Act; and,

**WHEREAS**, Section 2.2-3712 (D) of the Code of Virginia requires a certification by the King William County Economic Development Authority Board that such Closed Meeting was conducted in conformity with Virginia law,

**NOW, THEREFORE, BE IT RESOLVED** that the King William County Economic Development Authority Board on this 9th day of February, 2021, hereby certifies that, to the best of each member's knowledge:

1. Only public business matters lawfully exempted from open meeting requirements under the Freedom of Information Act were heard, discussed, or considered by the King William County Economic Development Authority Board in the Closed Meeting to which this certification resolution applies; and
2. Only such public business matters as were identified in the motion convening the Closed Meeting were heard, discussed, or considered by the King William County Economic Development Authority Board.

**DONE** this the 9th day of February, 2022.

**11.d. Action on Closed Meeting (if necessary)**

No action was taken as a result of the Closed Meeting.

**Agenda Item 12. ADJOURN OR RECESS**

Authority Brown Campbell made a motion to adjourn. Motion was seconded by Authority Member Longest. There being no discussion and no opposition, the meeting was adjourned.

COPY TESTE:

---

C. Meade Rhoads  
Chairman

---

Christine H. Branch  
Deputy Clerk

## ATTACHMENT A

### Bay Consortium Workforce Development Board



*February 9, 2022*  
King William Economic Development Authority

---



1

### WIOA Titles (Virginia)

- Title I
  - Adult, Dislocated Worker, and Youth Programs
  - Workforce Development Boards
- Title II
  - Adult Education
  - Regional Providers
- Title III
  - Wagner-Peyser
  - Virginia Employment Commission
- Title IV
  - Vocational Rehabilitation
  - Dept. for Aging and Rehabilitative Services
  - Dept. for Blind and Vision Impaired

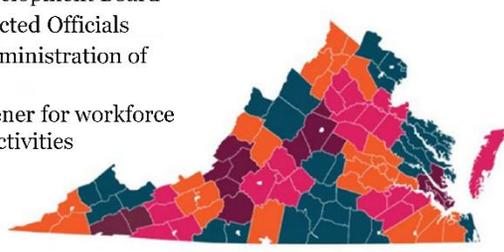


2

1

### Workforce Development Boards

- 14 different workforce areas
- Workforce Development Board
- Chief Local Elected Officials
- Oversight & administration of WIOA Title I
- Regional convener for workforce development activities



3

### Convening Workforce Development



4

2

**WIOA Title I Programs**

**Adult**  
18+ years old  
Citizen or right to work in U.S.  
Selective Service registered (if applicable)  
**Priority:**  
Veterans  
Low income  
Basic skills deficient

**Dislocated Worker**  
Laid off through no fault of their own  
Displaced Homemaker  
Unemployed small business owner



5

**WIOA Title I Programs**

**Youth**  
Between the ages of 16-24  
Out of school  
Citizen or right to work in U.S.  
Selective Service registered (if applicable)  
Barriers to employment and/or education--  
Low Income  
Pregnant or parenting  
Homeless, Runaway, Foster Care  
Disability  
Involved with juvenile or adult justice system



6

3

**Services Available**  
**(Adult and Dislocated Worker)**



Basic Career Services  
Individualized Career Services  
Training Services  
Follow-Up Services  
Business Services



7

**Basic Career Services**

- Computer and Internet Access
- Telephone and Fax Access
- Unemployment Claims Assistance
- Assessment of literacy skills
- Labor Market Information
- Employment Opportunities Listings
- Information on Workforce Programs



8

4

## Individualized Career Services



- Individual Employment Plan development
- Career counseling and assessments
- Basic skills assessments
- Basic literacy skills tutoring/training



9

## Training Services

- Occupational Skills Training
- Pre-vocational training
- On-the-Job Training
- Work Experience
- Support services provided while in training



10

5

### Follow-up Services



- One year after services are complete
- Job search assistance
- Referrals
- Limited support services



11

### Services Available (Youth)



- Work Experience Opportunities
- Occupations Skills Training
- On-the-Job Training (OJT)
- High School Equivalency Education Assistance
- Tutoring and Basic Skills Education
- Leadership Development
- Financial Literacy
- Career Counseling and Exploration Services
- Post-secondary Education Preparation
- Entrepreneurial Skills Training
- Supportive Services



12

6

## Work Experience and Training Services

- Occupational Skills Training
- On-The-Job training (OJT)
- Summer Employment Opportunities
- Work Experience Placement
- Pre-Apprenticeship Opportunities



13

## Supportive Services

- Transportation assistance
- Payment of credentialing/licensing fees
- Child care assistance
- Books and training materials
- Required uniforms and other work-related expenses



14

7

**Business Services**

- Recruitment and Screening
- Training and Hiring Incentives
- Education and Retention
- Research and Planning
- Sector Strategies

Resources to help businesses recruit, train, and retain the ideal workforce.



15

**Contact**

Jackie Davis  
[jdavis@baywib.org](mailto:jdavis@baywib.org)  
804-333-4048 ext. 2  
804-456-7651



16

## ATTACHMENT B



**Target Industry Analysis**

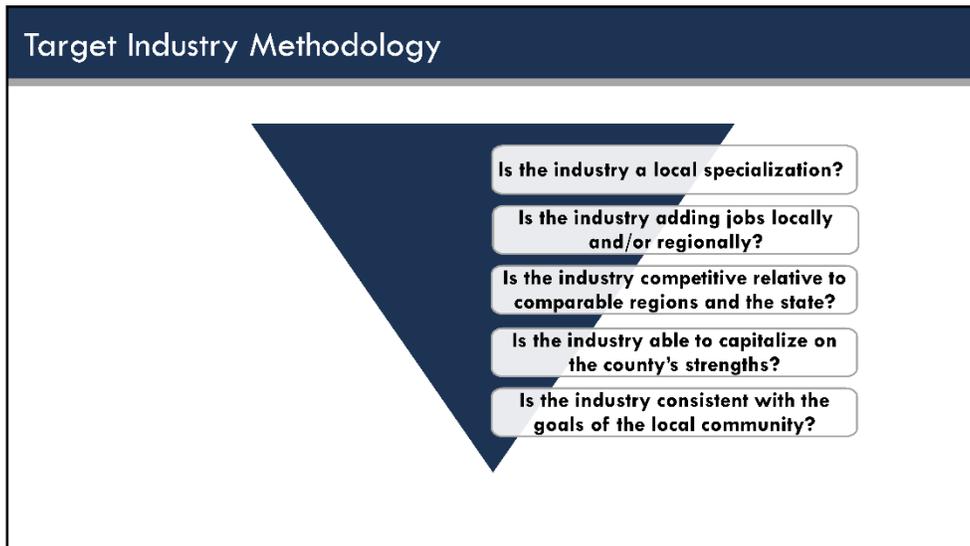
King William County, Virginia

February 9, 2022

Presented by:  
Kyle Talente, President  
RKG Associates, Inc.



1



**Target Industry Methodology**



- Is the industry a local specialization?
- Is the industry adding jobs locally and/or regionally?
- Is the industry competitive relative to comparable regions and the state?
- Is the industry able to capitalize on the county's strengths?
- Is the industry consistent with the goals of the local community?

2

### Target Industry Methodology

- **Business climate factors**
  - Examines an area's assets and constraints as a place to do business
    - Education levels
    - Housing costs
  - Helps identify King William County's competitive economic development features relative to state
- **SWOT Analysis (Strengths, Weaknesses, Threats, Opportunities)**
  - Identifies King William County's existing assets to capitalize on
    - Natural resources
    - Proximity to major markets
  - Facilitates development of policies and programs
- **Job growth and concentration by industry**
  - Cluster analysis
  - Quantified Location Quotients (LQ) to highlight economic specializations
  - Identifies industries to focus business recruitment/retention efforts
  - Examined surrounding regions to help identify county's target industries

3

### Geographic Analysis Reference

- **Region 1**
  - King William County
  - Caroline County
  - Hanover County
  - King and Queen County
  - New Kent County
- **Region 2**
  - City of Richmond
  - Henrico County
- **Region 3**
  - Charles City County
  - James City County
  - City of Williamsburg

**RKG ASSOCIATES INC**

4

2

### Business Climate Factors: Statewide Assets

- **Financial Assets & Income**
  - Liquid Asset Poverty Rate (8<sup>th</sup>)
  - Income Poverty Rate (10<sup>th</sup>)
  - Saved for Emergencies (12<sup>th</sup>)
- **Businesses & Jobs**
  - Unemployment Rate (6<sup>th</sup>)
  - Average Annual Pay (15<sup>th</sup>)
- **Housing & Homeownership**
  - Foreclosure Rate (6<sup>th</sup>)
  - High-Cost Mortgage Loans (15<sup>th</sup>)
- **Healthcare**
  - None
- **Education**
  - Four-Year College Degree (7<sup>th</sup>)
  - 8<sup>th</sup> Grade Math Proficiency (11<sup>th</sup>)
  - Disconnected Youth (12<sup>th</sup>)

| King William County Competitive Assets |      |          |          |              |
|--|------|----------|----------|--------------|
| Category                               | Rank | U.S.     | Virginia | King William |
| Income Poverty Rate                    | 10   | 12.7%    | 10.5%    | 4.7%         |
| Liquid Asset Poverty Rate              | 8    | 36.0%    | 30.6%    | 26.9%        |
| Households with Zero Net Worth         | -    | 15.7%    | 16.7%    | 9.4%         |
| Affordability of Homes                 | 33   | 3.71 : 1 | 3.88 : 1 | 3.05 : 1     |
| Uninsured Rate                         | 32   | 10.4%    | 10.2%    | 5.2%         |

5

### Business Climate Factors: Statewide Constraints

- **Financial Assets & Income**
  - Low Financial Well-Being (44<sup>th</sup>)
  - Underbanked Households (39<sup>th</sup>)
  - Income Inequality (37<sup>th</sup>)
- **Businesses & Jobs**
  - Microenterprise Ownership Rate (36<sup>th</sup>)
- **Housing & Homeownership**
  - Affordability of Homes (33<sup>rd</sup>)
  - Housing Cost Burden-Renters (31<sup>st</sup>)
- **Healthcare**
  - Employee Share of Premium (50<sup>th</sup>)
  - Uninsured Low-income Children (38<sup>th</sup>)
  - Uninsured Rate (32<sup>nd</sup>)
- **Education**
  - Median Student Loan Debt (48<sup>th</sup>)

| King William County Competitive Constraints |      |       |          |              |
|---|------|-------|----------|--------------|
| Category                                    | Rank | U.S.  | Virginia | King William |
| Four-Year College Degree                    | 7    | 32.6% | 39.3%    | 21.0%        |
| Four-Year College Degree (Female %)         | -    | 33.3% | 39.7%    | 24.6%        |
| Early Childhood Education Enrollment        | 18   | 48.2% | 48.9%    | 35.6%        |
| Cost-Burdened Homeowners                    | 24   | 27.7% | 25.5%    | 29.7%        |

6

3

### Site Selection Priorities

| Executives' Top Site Selection Criteria: Changing Preferences |                                 |                                 |                               |
|---|---------------------------------|---------------------------------|-------------------------------|
| 2020  | 2019                            | 2010                            | 2000                          |
| Availability of Skilled Labor                                 | Highway Accessibility           | Highway Accessibility           | Highway Accessibility         |
| Highway Accessibility   | Availability of Skilled Labor   | Labor Costs                     | Labor Costs                   |
| Energy Availability & Costs                                   | Labor Costs                     | Tax Exemptions                  | Availability of Skilled Labor |
| Quality of Life   | Quality of Life                 | Occupancy or Construction Costs | Corporate Tax Rate            |
| Labor Costs   | Occupancy or Construction Costs | State & Local Incentives        | State & Local Incentives      |
| Occupancy or construction costs                               | Corporate Tax Rate              | Corporate Tax Rate              | Tax Exemptions                |

Source: Area Development Magazine Corporate Survey and RKG Associates, Inc., 2021

- **Availability of labor a limiting factor – focus on small (<50 jobs) companies**
- **Transportation-dependent firms have stronger options in region**
- **Quality of Life and Labor Costs advantages for King William**

7

### SWOT Analysis

- **Strengths**
  - King William County has existing (and potential) property available for non-residential development
  - Access to I-95, I-295, and I-64
    - Route 30 in western KWC potential to serve logistics needs of I-95 corridor
    - Convenient access to Washington DC, Richmond, and Hampton Roads markets
  - Housing costs are relatively cheaper in King William County
    - Attracting young families
  - The County's raw materials are plentiful
    - Timber
    - Diatomaceous clay and Fuller's earth
  - Water access for recreational and commercial (West Point) activity
- **Weaknesses**
  - King William is on the edge of the Richmond market, with comparatively low availability of skilled labor
  - Infrastructure is limited to certain areas, particularly fiber access
  - Interstates are close, but there are sites closer in other counties
  - Most non-residential properties (land and buildings) are not inventoried or professionally marketed
  - There are two primary roads through King William, limiting opportunities
  - The county does not have a major medical facility or post-secondary facility

8

4

| SWOT Analysis        |  |
|----------------------|--|
| <b>Opportunities</b> | <ul style="list-style-type: none"> <li>▪ King William can market quality of life options to telecommuters from regional employment centers</li> <li>▪ Western Route 30 has potential for economic development growth</li> <li>▪ Clustering residential development creates critical mass for retail growth                             <ul style="list-style-type: none"> <li>▪ Central Garage</li> <li>▪ West Point</li> </ul> </li> <li>▪ Strengthening and growing the recreational tourism market</li> <li>▪ Regulatory programs to transfer development rights from no-growth areas to higher growth areas</li> </ul> |
| <b>Threats</b>       | <ul style="list-style-type: none"> <li>▪ Balance between rural character and growth necessary to achieve some community 'wish list' items</li> <li>▪ Imprecise zoning can allow less favorable uses (e.g., self-storage) to consume scarce land resources</li> <li>▪ Inefficient development codes can lead to large consumption of land</li> <li>▪ Lack of organized marketing/inventory will preclude King William from most site searches                             <ul style="list-style-type: none"> <li>▪ 90% of site selection done online</li> </ul> </li> </ul>   |

9

| Non-Residential Development Activity             |                   |            |                |                     |
|--|-------------------|------------|----------------|---------------------|
| Non-Residential Development Activity (2000-2021) |                   |            |                |                     |
| King William County, VA                          |                   |            |                |                     |
| Land Use   | No. of Properties | Acreage    | Building SF    | % Of Building Space |
| Automotive                                       | 5                 | 9.6        | 35,496         | 12.9%               |
| Bank   | 1                 | 1.0        | 5,954          | 2.2%                |
| General Office                                   | 2                 | 2.1        | 4,165          | 1.5%                |
| Medical Office                                   | 1                 | 1.9        | 6,000          | 2.2%                |
| Restaurant                                       | 1                 | 1.2        | 3,760          | 1.4%                |
| Services   | 2                 | 6.6        | 36,000         | 13.1%               |
| Shopping Center                                  | 4                 | 18.8       | 101,581        | 36.9%               |
| Warehouse/Distribution                           | 8                 | 92.6       | 74,986         | 27.2%               |
| Warehouse-Retail                                 | 1                 | 6.5        | 7,700          | 2.8%                |
| <b>Total</b>                                     | <b>25</b>         | <b>140</b> | <b>275,642</b> | <b>100.0%</b>       |

10

5

| Retail Opportunity Gap Assessment - <b>CONSERVATIVE</b>  |               |                |                  |                |                |                   |
|--|---------------|----------------|------------------|----------------|----------------|-------------------|
| RETAIL LEAKAGE AND SUPPORTABLE SQUARE FOOTAGE ASSESSMENT |               |                |                  |                |                |                   |
| King William County, Virginia                            |               |                |                  |                |                |                   |
| Category   | Sales Leakage | Recapture Rate | Capturable Sales | Avg. Sales PSF | Supportable SF | Avg. Store SF     |
| General Merchandise Stores                               | \$26,234,755  | 20.0%          | \$5,246,951      | \$375          | 13,992         | 100,000 - 150,000 |
| Restaurants  | \$20,421,030  | 20.0%          | \$4,084,206      | \$450          | 9,076          | 5,000 - 10,000    |
| Grocery Stores   | \$12,247,079  | 20.0%          | \$2,449,416      | \$550          | 4,453          | 40,000 - 60,000   |
| Home Centers   | \$11,139,280  | 20.0%          | \$2,227,856      | \$400          | 5,570          | 75,000 - 125,000  |
| Clothing Stores  | \$10,402,266  | 20.0%          | \$2,080,453      | \$275          | 7,565          | 50,000 - 100,000  |
| Health & Personal Care Stores                            | \$5,753,474   | 20.0%          | \$1,150,695      | \$650          | 1,770          | 20,000 - 40,000   |
| Electronics Stores                                       | \$2,615,253   | 20.0%          | \$523,051        | \$350          | 1,494          | 60,000 - 80,000   |
| Shoe Stores  | \$2,151,739   | 20.0%          | \$430,348        | \$330          | 1,304          | 5,000 - 30,000    |
| Office Supplies, Etc.                                    | \$1,449,027   | 20.0%          | \$289,805        | \$220          | 1,317          | 30,000 - 60,000   |
| Pet Supplies   | \$1,167,507   | 20.0%          | \$233,501        | \$275          | 849            | 10,000 - 30,000   |
| Furniture Stores   | \$1,139,545   | 20.0%          | \$227,909        | \$300          | 760            | 20,000 - 50,000   |
| Sporting Goods   | \$790,541     | 20.0%          | \$158,108        | \$225          | 703            | 50,000 - 80,000   |

11

| Retail Opportunity Gap Assessment - <b>MODERATE</b>      |               |                |                  |                |                |                   |
|--|---------------|----------------|------------------|----------------|----------------|-------------------|
| RETAIL LEAKAGE AND SUPPORTABLE SQUARE FOOTAGE ASSESSMENT |               |                |                  |                |                |                   |
| King William County, Virginia                            |               |                |                  |                |                |                   |
| Category   | Sales Leakage | Recapture Rate | Capturable Sales | Avg. Sales PSF | Supportable SF | Avg. Store SF     |
| General Merchandise Stores                               | \$26,234,755  | 30.0%          | \$7,870,427      | \$375          | 20,988         | 100,000 - 150,000 |
| Restaurants  | \$20,421,030  | 30.0%          | \$6,126,309      | \$450          | 13,614         | 5,000 - 10,000    |
| Grocery Stores   | \$12,247,079  | 30.0%          | \$3,674,124      | \$550          | 6,680          | 40,000 - 60,000   |
| Home Centers   | \$11,139,280  | 30.0%          | \$3,341,784      | \$400          | 8,354          | 75,000 - 125,000  |
| Clothing Stores  | \$10,402,266  | 30.0%          | \$3,120,680      | \$275          | 11,348         | 50,000 - 100,000  |
| Health & Personal Care Stores                            | \$5,753,474   | 30.0%          | \$1,726,042      | \$650          | 2,655          | 20,000 - 40,000   |
| Electronics Stores                                       | \$2,615,253   | 30.0%          | \$784,576        | \$350          | 2,242          | 60,000 - 80,000   |
| Shoe Stores  | \$2,151,739   | 30.0%          | \$645,522        | \$330          | 1,956          | 5,000 - 30,000    |
| Office Supplies, Etc.                                    | \$1,449,027   | 30.0%          | \$434,708        | \$220          | 1,976          | 30,000 - 60,000   |
| Pet Supplies   | \$1,167,507   | 30.0%          | \$350,252        | \$275          | 1,274          | 10,000 - 30,000   |
| Furniture Stores   | \$1,139,545   | 30.0%          | \$341,864        | \$300          | 1,140          | 20,000 - 50,000   |
| Sporting Goods   | \$790,541     | 30.0%          | \$237,162        | \$225          | 1,054          | 50,000 - 80,000   |

12

| Retail Opportunity Gap Assessment - <b>AGGRESSIVE</b>    |               |                |                  |                |                |                   |
|--|---------------|----------------|------------------|----------------|----------------|-------------------|
| RETAIL LEAKAGE AND SUPPORTABLE SQUARE FOOTAGE ASSESSMENT |               |                |                  |                |                |                   |
| King William County, Virginia                            |               |                |                  |                |                |                   |
| Category   | Sales Leakage | Recapture Rate | Capturable Sales | Avg. Sales PSF | Supportable SF | Avg. Store SF     |
| General Merchandise Stores                               | \$26,234,755  | 40.0%          | \$10,493,902     | \$375          | 27,984         | 100,000 - 150,000 |
| Restaurants  | \$20,421,030  | 40.0%          | \$8,168,412      | \$450          | 18,152         | 5,000 - 10,000    |
| Grocery Stores   | \$12,247,079  | 40.0%          | \$4,898,832      | \$550          | 8,907          | 40,000 - 60,000   |
| Home Centers   | \$11,139,280  | 40.0%          | \$4,455,712      | \$400          | 11,139         | 75,000 - 125,000  |
| Clothing Stores  | \$10,402,266  | 40.0%          | \$4,160,906      | \$275          | 15,131         | 50,000 - 100,000  |
| Health & Personal Care Stores                            | \$5,753,474   | 40.0%          | \$2,301,390      | \$650          | 3,541          | 20,000 - 40,000   |
| Electronics Stores                                       | \$2,615,253   | 40.0%          | \$1,046,101      | \$350          | 2,989          | 60,000 - 80,000   |
| Shoe Stores  | \$2,151,739   | 40.0%          | \$860,696        | \$330          | 2,608          | 5,000 - 30,000    |
| Office Supplies, Etc.                                    | \$1,449,027   | 40.0%          | \$579,611        | \$220          | 2,635          | 30,000 - 60,000   |
| Pet Supplies   | \$1,167,507   | 40.0%          | \$467,003        | \$275          | 1,698          | 10,000 - 30,000   |
| Furniture Stores   | \$1,139,545   | 40.0%          | \$455,818        | \$300          | 1,519          | 20,000 - 50,000   |
| Sporting Goods   | \$790,541     | 40.0%          | \$316,216        | \$225          | 1,405          | 50,000 - 80,000   |

13

| Retail Opportunity Gap Assessment – <b>"HOME RUN"</b>    |               |                |                  |                |                |                   |
|--|---------------|----------------|------------------|----------------|----------------|-------------------|
| RETAIL LEAKAGE AND SUPPORTABLE SQUARE FOOTAGE ASSESSMENT |               |                |                  |                |                |                   |
| King William County, Virginia                            |               |                |                  |                |                |                   |
| Category   | Sales Leakage | Recapture Rate | Capturable Sales | Avg. Sales PSF | Supportable SF | Avg. Store SF     |
| General Merchandise Stores                               | \$26,234,755  | 50.0%          | \$13,117,378     | \$375          | 34,980         | 100,000 - 150,000 |
| Restaurants  | \$20,421,030  | 50.0%          | \$10,210,515     | \$450          | 22,690         | 5,000 - 10,000    |
| Grocery Stores   | \$12,247,079  | 50.0%          | \$6,123,540      | \$550          | 11,134         | 40,000 - 60,000   |
| Home Centers   | \$11,139,280  | 50.0%          | \$5,569,640      | \$400          | 13,924         | 75,000 - 125,000  |
| Clothing Stores  | \$10,402,266  | 50.0%          | \$5,201,133      | \$275          | 18,913         | 50,000 - 100,000  |
| Health & Personal Care Stores                            | \$5,753,474   | 50.0%          | \$2,876,737      | \$650          | 4,426          | 20,000 - 40,000   |
| Electronics Stores                                       | \$2,615,253   | 50.0%          | \$1,307,627      | \$350          | 3,736          | 60,000 - 80,000   |
| Shoe Stores  | \$2,151,739   | 50.0%          | \$1,075,870      | \$330          | 3,260          | 5,000 - 30,000    |
| Office Supplies, Etc.                                    | \$1,449,027   | 50.0%          | \$724,514        | \$220          | 3,293          | 30,000 - 60,000   |
| Pet Supplies   | \$1,167,507   | 50.0%          | \$583,754        | \$275          | 2,123          | 10,000 - 30,000   |
| Furniture Stores   | \$1,139,545   | 50.0%          | \$569,773        | \$300          | 1,899          | 20,000 - 50,000   |
| Sporting Goods   | \$790,541     | 50.0%          | \$395,271        | \$225          | 1,757          | 50,000 - 80,000   |

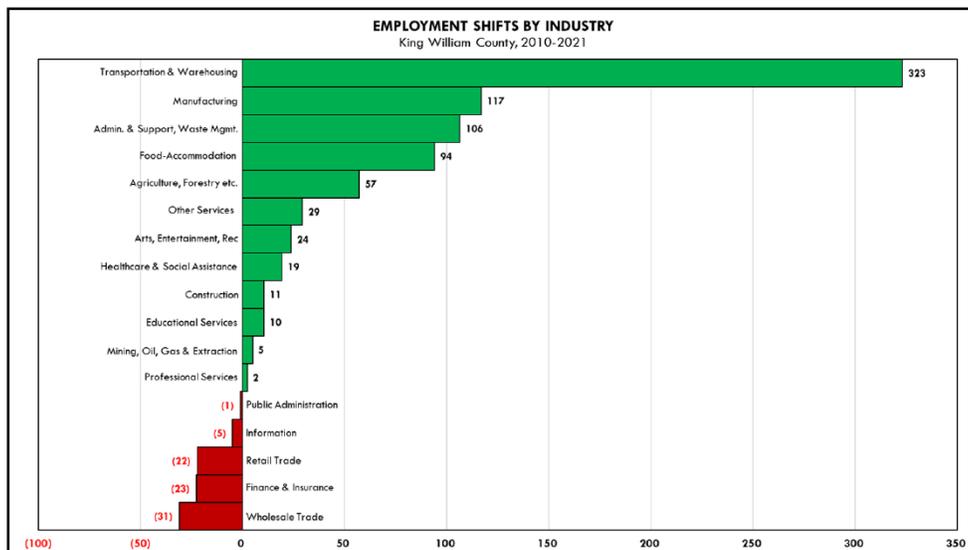
14

7

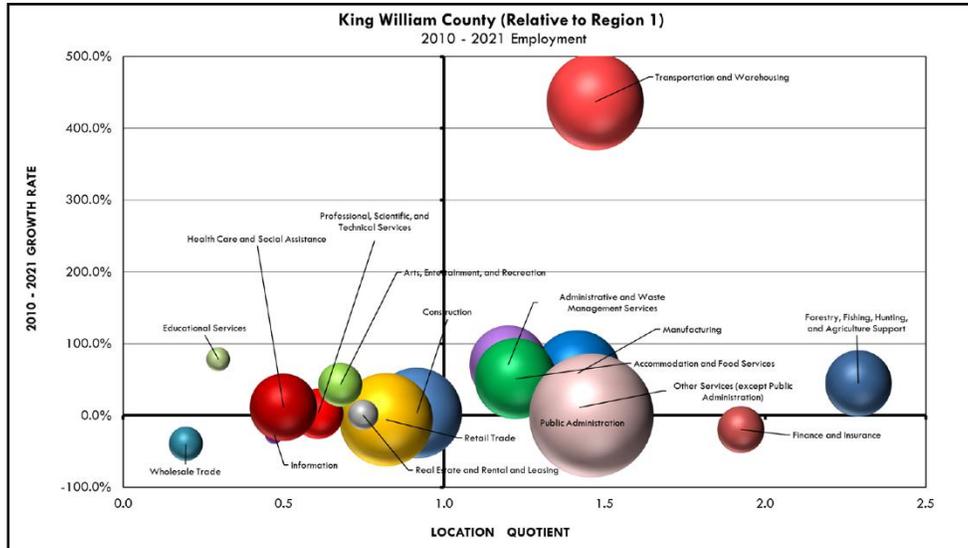
### Interregional Labor Market Trends

- **Labor market analyses done on three distinct but inextricably linked regions**
  - Region 1 (King William County, Caroline County, Hanover County, King & Queen County, New Kent County)
  - Region 2 (City of Richmond, Henrico County)
  - Region 3 (Charles City County, Jamestown City County, City of Williamsburg)
- **Each region exercises distinct economic and social features**
  - Region 1: abundance of natural resources & rural character
  - Region 2: white collar industries & urban lifestyle
  - Region 3: education & historic preservation
- **Economic development is interregional affair in southeastern Virginia**
  - Policies and programs in King William County are shaped by surrounding regions' economic dynamics
    - Housing development as a tool to support Richmond MSA labor market and increasing housing costs
    - Agricultural production and agritourism to support population centers in Richmond and Williamsburg
    - Natural resource extraction to support small business development and research opportunities
- **Cluster Analysis**
  - Identifies specialized industries relative to competing geographic areas
    - King William County vs. Region 1
    - Region 1 vs. Region 2 & Region 3, relative to State of Virginia

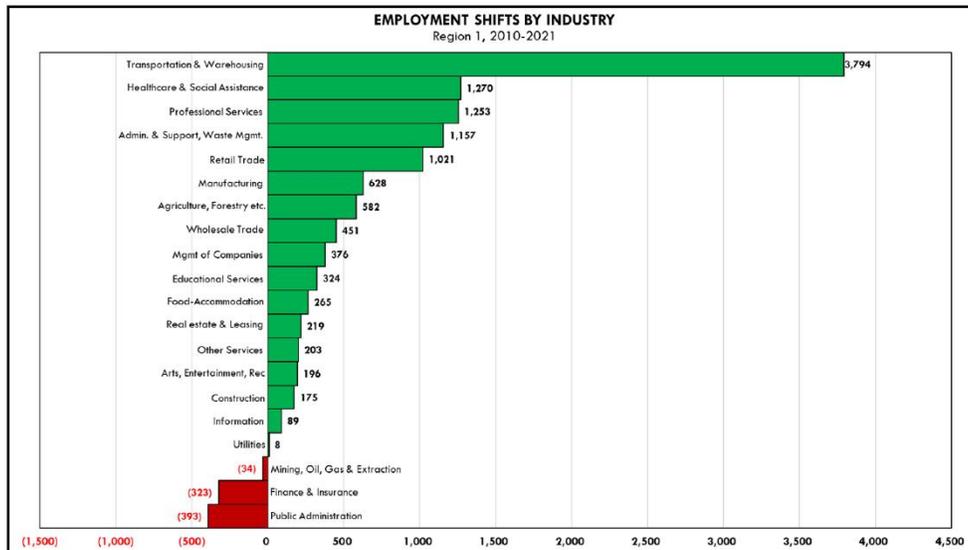
15



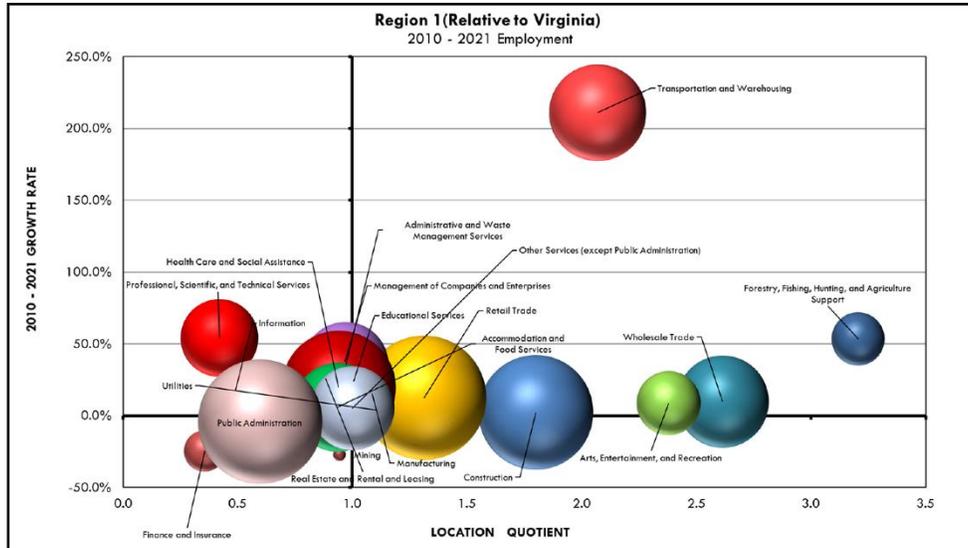
16



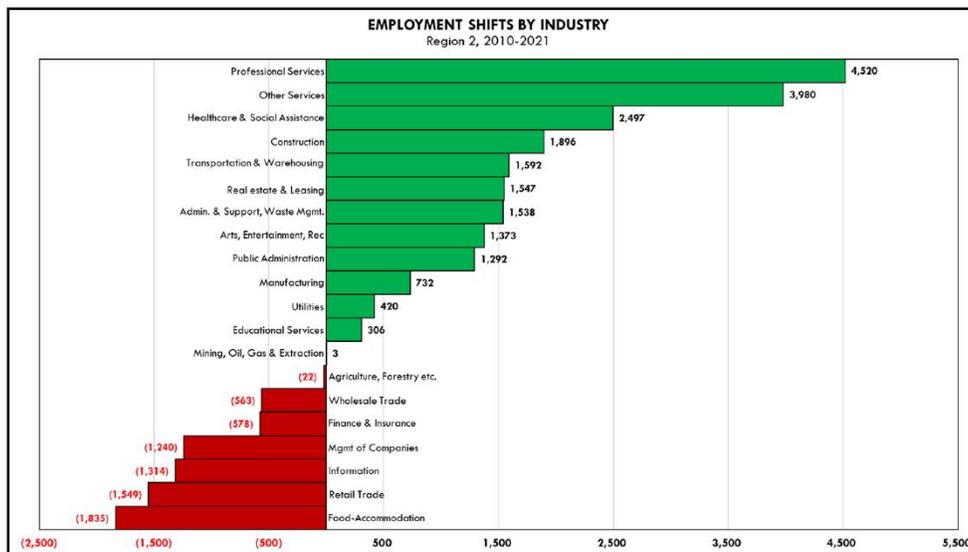
17



18

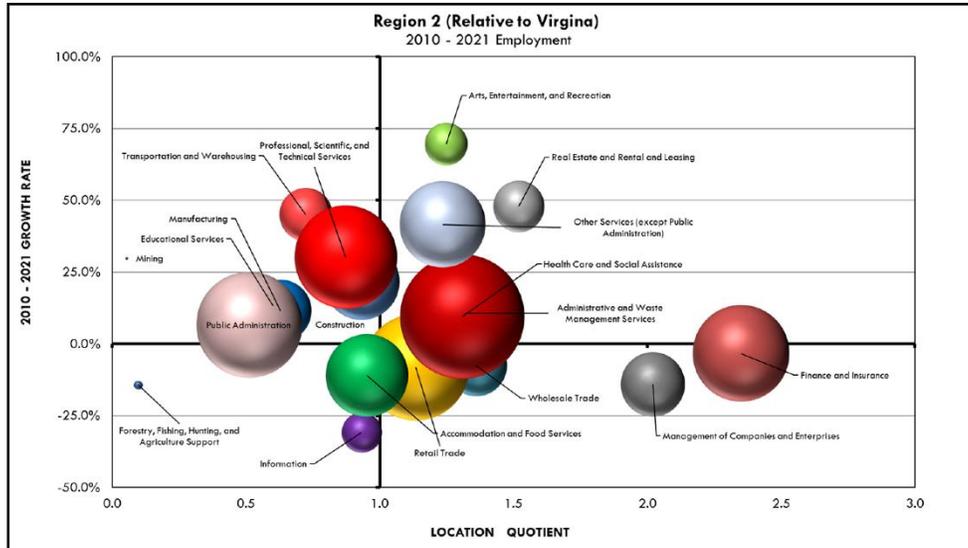


19

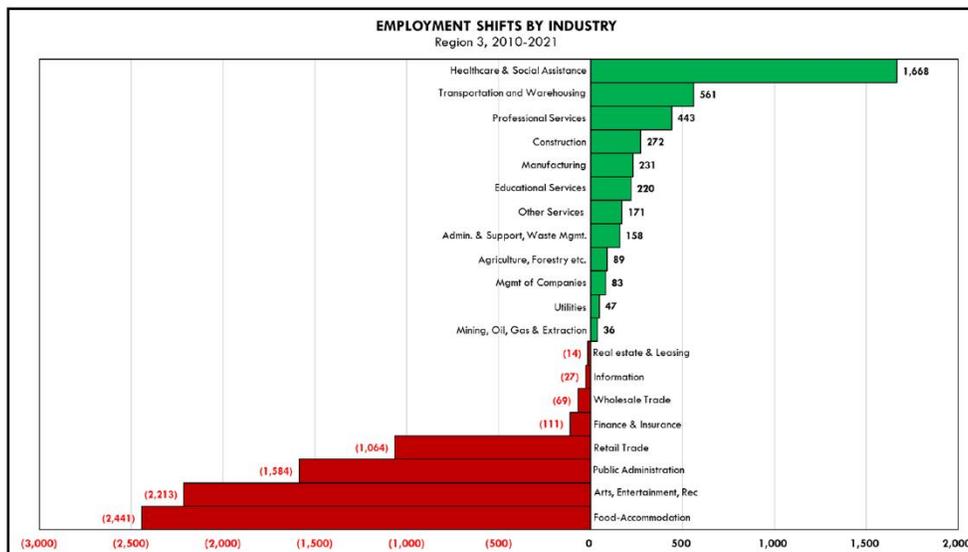


20

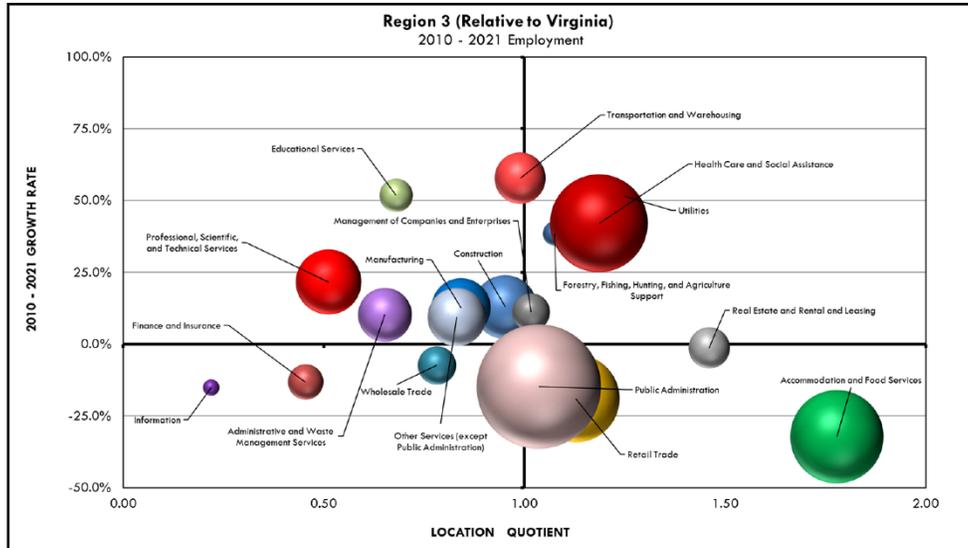
10



21



22



23

### Target Industry Clusters

- **Transportation & Warehousing**
  - Distribution and fulfillment centers
  - Cold storage facilities
  - Logistics management and administration
- **Agriculture and Forestry**
  - *Production*
    - Woodworking co-ops
    - County/regional Agri-business incubator
    - Upper market trends (local-source, free-range, hemp etc.)
    - Environmentally friendly products (e.g., soybeans for tires)
    - WWOOF
  - *Agritourism*
    - Distilleries, breweries, wineries etc.
    - Crop-pickings (tree-farms etc.)
    - Retreat and rendezvous centers
    - Farmers markets
    - Wedding venues
    - Nature centers

24

12

## Target Industry Clusters

- **Industrial**
  - Prefabricated housing manufacturing
  - Wood products manufacturing
  - Artisan/home goods production
  - Food products manufacturing
  - Automotive service and repair
- **Research laboratories**
  - Fuller's earth and local minerals for human uses
  - Wetland's research
  - Cooperatives with Virginia Tech Agricultural and Extension Center
- **Healthcare & Social Assistance**
  - Offices of physicians
  - Offices of dentists
  - Outpatient care centers
  - Home health care services
  - Child day care services
  - Community care facilities for elderly

25

## Target Industry Clusters

- **Entertainment & Recreation**
  - Outdoor concert venues
  - Kayaking, fishing, hunting services
  - Bed & Breakfasts
  - Camping/non-permanent lodging venues

26

**ATTACHMENT C**



Information Brief to the King William County  
Economic Development Authority  
February 7, 2022

Tracy M. Porter, Sr.  
Regional Program Assistant, Eastern Virginia  
VSU Small Farm Outreach Program



[www.agriculture.vsu.edu](http://www.agriculture.vsu.edu)

**VCE Work Experience**

2015-2017: VT VCE ANR Agent, King William & King and Queen  
2017-2018: Added Essex, Middlesex, Mathews, Gloucester

2018-Present: Northern Neck, Middle Peninsula, Hampton Roads,  
Chesapeake, Virginia Beach, Virginia Eastern Shore, Wicomico  
County, MD Eastern Shore



[www.agriculture.vsu.edu](http://www.agriculture.vsu.edu)



## Virginia Cooperative Extension Mission Statement

- Virginia Cooperative Extension brings university-based, scientifically-proven information you can use to improve your quality of life.
- Virginia's two land grant universities—VT and VSU



[www.agriculture.vsu.edu](http://www.agriculture.vsu.edu)



## VSU Small Farm Outreach Program

- Educates and empowers small, limited-resource, socially disadvantaged and veteran farmers and ranchers to own, operate and sustain farms and ranches independently with agricultural training programs that improve farm management skills and quality of life.
- Provides outreach and learning opportunities to small farmers for production management, financial and risk management, marketing, USDA assistance programs and more.
- These opportunities are designed to improve farm profitability and promote sustainability



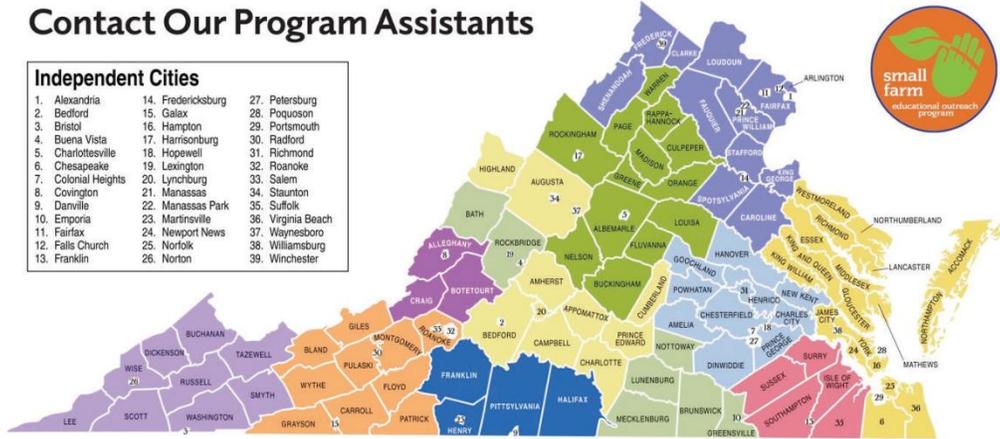
[www.agriculture.vsu.edu](http://www.agriculture.vsu.edu)



## Contact Our Program Assistants

### Independent Cities

|                     |                    |                    |
|---------------------|--------------------|--------------------|
| 1. Alexandria       | 14. Fredericksburg | 27. Petersburg     |
| 2. Bedford          | 15. Galax          | 28. Poquoson       |
| 3. Bristol          | 16. Hampton        | 29. Portsmouth     |
| 4. Buena Vista      | 17. Harrisonburg   | 30. Radford        |
| 5. Charlottesville  | 18. Hopewell       | 31. Richmond       |
| 6. Chesapeake       | 19. Lexington      | 32. Roanoke        |
| 7. Colonial Heights | 20. Lynchburg      | 33. Salem          |
| 8. Covington        | 21. Manassas       | 34. Staunton       |
| 9. Danville         | 22. Manassas Park  | 35. Suffolk        |
| 10. Emporia         | 23. Martinsville   | 36. Virginia Beach |
| 11. Fairfax         | 24. Newport News   | 37. Waynesboro     |
| 12. Falls Church    | 25. Norfolk        | 38. Williamsburg   |
| 13. Franklin        | 26. Norton         | 39. Winchester     |



[www.agriculture.vsu.edu](http://www.agriculture.vsu.edu)



### Regional Program Assistants\*

|   |   |
|---|---|
| Michael Carter Sr. (804) 481-1163 mcarter@vsu.edu | Vernon Heath (804) 892-4518 vheath@vsu.edu          |
| Derrick Cladd (804) 892-4489 dcladd@vsu.edu       | Brent Noell (804) 892-0140 bnoell@vsu.edu           |
| Leonard Elam (804) 894-3095 lelam@vsu.edu         | Tracy Porter (804) 481-2566 tporter@vsu.edu         |
| Marilyn Estes (804) 481-0485 mestes@vsu.edu       | Cliff Somerville (804) 892-4581 csomerville@vsu.edu |
| Mandy Fletcher (804) 892-0108 afletcher@vsu.edu   | Grace Summers (804) 712-0093 gsummers@vsu.edu       |
|   | Roland Terrell (804) 892-4612 rterrell@vsu.edu      |

### State Program Assistants

|   |   |
|---|---|
| <b>Frederick Custis</b>   (804) 894-0218   fcustis@vsu.edu<br><i>Agriculture Management Coordinator</i>       | <b>James Edwards</b>   (804) 720-2588   jtedwards@vsu.edu<br><i>Military Veteran, AgrAbility</i>    |
| <b>Michael Carter Jr.</b>   (804) 691-0490   mcarter@vsu.edu<br><i>Small Farm Resource Center Coordinator</i> | <b>Tammy Holler</b>   (804) 229-2730   tholler@vsu.edu<br><i>Nutrient Management</i>                |
| <b>Leonel Castillo</b>   (804) 731-0230   lcastillo@vsu.edu<br><i>Hispanic Outreach</i>                       | <b>Grace Summers</b>   (804) 712-0093   gsummers@vsu.edu<br><i>NRCS, SFOP High Tech Tunnel</i>      |
| <b>Derrick Cladd</b>   (804) 892-4489   dcladd@vsu.edu<br><i>Beginning Farmers</i>                            | <b>Wanda Johnson</b>   (804) 894-4858   wjohnson@vsu.edu<br><i>Community Gardens, Food Services</i> |



[www.agriculture.vsu.edu](http://www.agriculture.vsu.edu)



| SFOP WORKSHOPS — February-March 2022 |  |                |   |                     |       |         |
|--------------------------------------|--|----------------|---|---------------------|-------|---------|
| DATE                                 | WORKSHOP   | TIME           | LOCATION  | PROGRAM ASSISTANT   | LIMIT | COST    |
| 2/9/22                               | Farming/Gardening with Pollinators in Mind             | 2-4 pm         | Virtual   | Roland Terrell      |       |         |
| 2/9/22                               | How to Select and Breed Chickens                       | 11:30 am-1 pm  | Virtual   | Tracy Porter        | 50    |         |
| 2/10/22                              | Backyard Poultry for Engineers                         | 10 am-12 pm    | Virtual   | Leonard Elam        | 12    |         |
| 2/14/22                              | Small Farm Orientation                                 | 9-11 am        | Virtual   | Vernon Heath        | 15    |         |
| 2/17/22                              | Pruning Your Vines To Make More Wine                   | 12-1 pm        | Crewe, Virginia   | Leonard Elam        | 20    |         |
| 2/19/22                              | Starting a Community Garden                            | 6-7:30 pm      | Virtual & Milford VA  | Michael Carter Jr   | 30    |         |
| 2/23/22                              | DCR Informational Meeting                              | 10 am-12:30 pm | Virtual   | Derrick Cladd       |       |         |
| 2/23/22                              | Early Production with Raised Beds                      | 11:30 am-1 pm  | Virtual   | Tracy Porter        | 50    |         |
| 2/24/22                              | VDACS Farmer Farmland Match & Virginia Market Maker    | 1-3 pm         | Virtual   | Michael Carter Jr   |       |         |
| 2/28/22                              | Estate Planning for Farmers                            | 10 am-12 pm    | Virtual   | Clifford Somerville |       |         |
| 3/9/22                               | Forestry Hot Topics                                    | 10 am-12 pm    | VCE Prince Edward Office, 100 Dominion Drive, Farmville, VA 23901 | Leonard Elam        | 15    |         |
| 3/9/22                               | Pastured Poultry                                       | 9 am-12 pm     | Virtual   | Tracy Porter        | 50    |         |
| 3/10/22                              | Farm Equipment Safety & Maintenance Basics             | 3-5 pm         | Glade Spring, VA  | Mandy Fletcher      | 30    |         |
| 3/12/22                              | Agribusiness Production & Financial Management Program | 9 am-5 pm      | VSU Randolph Farm Pavilion, 4415 River Road, Petersburg, VA 23803 | Derrick Cladd       | 20    | \$25.00 |
| 3/14/22                              | Small Farm Orientation                                 | 9-11 am        | Virtual   | Vernon Heath        | 15    |         |

| SFOP WORKSHOPS — February-March 2022 |   |                |   |                     |       |      |
|--------------------------------------|---|----------------|---|---------------------|-------|------|
| DATE                                 | WORKSHOP  | TIME           | LOCATION  | PROGRAM ASSISTANT   | LIMIT | COST |
| 3/15/22                              | Estate Planning for Farmers                           | 1-3:30 pm      | Lake Country Advanced Knowledge Center, 18 E Danville St., South Hill, VA 23970 | Marlyn Estes        | 20    |      |
| 3/16/22                              | Laying Plastic and Using a Seeder                     | 10 am-12 pm    | Worfield, VA  | Marlyn Estes        | 10    |      |
| 3/16/22                              | Bedding Sweet Potatoes for Slip Production            | 11 am-1 pm     | Virtual   | Tracy Porter        | 50    |      |
| 3/16/22                              | Basic Computer Skills for Farmers                     | 6-8 pm         | Milford, VA   | Michael Carter Sr   | 6     |      |
| 3/17/22                              | Mapping with Drones for Precision Agriculture         | 1-3 pm         | Culpeper, VA  | Leonel Castillo     | 5     |      |
| 3/17/22                              | Good Agriculture Practices Dos and Don'ts             | 5:30-7:30 pm   | Virtual   | Michael Carter Jr   | 30    |      |
| 3/17/22                              | VDACS Farmer Farmland Match & Virginia Market Maker   | 10 am-12:30 pm | Virtual   | Derrick Cladd       |       |      |
| 3/22/22                              | Using The High Tunnel for Vegetable Production        | 10 am-12 pm    | Virtual   | Clifford Somerville |       |      |
| 3/22/22                              | Making Wreaths Highlighting Plant Materials           | 10 am-12 pm    | Virtual   | Roland Terrell      |       |      |
| 3/23/22                              | Preparing for Honeybees: New Hives and Hive Expansion | 9 am-12:30 pm  | VSU Randolph Farm Pavilion, 4415 River Road, Petersburg, VA 23803               | Tracy Porter        | 25    |      |
| 3/23/22                              | Greenhouse Ethnic Vegetable Production                | 2-4 pm         | Virtual   | Michael Carter Jr   | 30    |      |
| 3/24/22                              | Small Ruminant Series: Weaning for Success            | 4-6 pm         | Glade Spring, VA  | Mandy Fletcher      | 30    |      |
| 3/24/22                              | Spring Gardening: Early Growing Tips                  | 3-5 pm         | Damascus, VA  | Mandy Fletcher      | 25    |      |
| 3/28/22                              | Farm Equipment Safety & Maintenance Basics            | 6-8 pm         | Remington, VA   | Michael Carter Sr   |       |      |



[www.agriculture.vsu.edu](http://www.agriculture.vsu.edu)



## Our Partners

- USDA (FSA, NRCS, Rural Development)
- DCR/Soil & Water Conservation Districts (SWCD)
- VDACS
- Farm Credit
- Farm Bureau
- Southern SARE
- Agribility Virginia
- Farmer Veteran Coalition
- Minority & Veteran Farmers of the Piedmont
- Brunswick Farms to Families
- Virginia Soil Health Coalition
- Arcadia
- Southern Extension Risk Management Education



[www.agriculture.vsu.edu](http://www.agriculture.vsu.edu)



## Resources

[www.ext.vsu.edu](http://www.ext.vsu.edu)

<https://www.ext.vsu.edu/small-farm-outreach-program>

<https://www.ext.vsu.edu/carver-center>

<https://www.ext.vsu.edu/small-farm-resource-center>

<https://www.ext.vsu.edu/sfop-mobile-unit>

<https://www.facebook.com/FauquierEducationFarm>



[www.agriculture.vsu.edu](http://www.agriculture.vsu.edu)



## Fauquier Education Farm



[www.agriculture.vsu.edu](http://www.agriculture.vsu.edu)



## Carver Center, Culpepper, VA

- SFOP started incubator farm in 2018
- 2 acres
- 2 high tunnels
- SFOP conducts demonstrations and workshops



[www.agriculture.vsu.edu](http://www.agriculture.vsu.edu)



## Fauquier Education Farm

### Mission & Vision

#### Mission

The Fauquier Education Farm exists to advance agriculture and agriculture-related education through best-method demonstrations, classroom instruction, on-farm workshops, and hands-on learning. The farm supports the community by contributing all of its agricultural products to local food banks and by providing richly rewarding volunteer opportunities.

#### Vision

A vibrant community advancing and supporting agriculture.



[www.agriculture.vsu.edu](http://www.agriculture.vsu.edu)



## Fauquier Education Farm

### History

The Fauquier Education Farm, a 501(c)(3) organization, was created in 2010. The original plan of establishing a community farm was initiated by the Fauquier Community Action committee in 2009. In 2010 a new non-profit organization was established to further develop a program of agricultural education and the growing of fresh produce for lower income residents.

Over the past several years, the farm has grown and is regularly donating 60,000 lbs per year to several local area food banks.



[www.agriculture.vsu.edu](http://www.agriculture.vsu.edu)



## Fauquier Education Farm

### Programs

The Fauquier Education Farm is a learning resource for students, farmers, gardeners and anyone wanting to learn more about how food is grown.

We offer a broad range of activities to showcase how to plant, maintain and harvest fresh wholesome vegetables while also being good stewards of the land. These activities include:

- Volunteer Workdays**
- Demonstrations**
- Workshop Series**
- Beginning Farmer and Rancher Program**
- New Farmer Incubator Program**



[www.agriculture.vsu.edu](http://www.agriculture.vsu.edu)



## Fauquier Education Farm

# Incubator Program

### FARMER INCUBATOR PROGRAM

The Fauquier Education Farm Incubator Program is intended to offer real-world experience with small scale farming to individuals who are ready to start commercial vegetable or cut flower production but do not own land and equipment. In addition to land access these new farmers would have access to technical and training support from the Education Farm Director and limited equipment use. The goal is to enable these new farmers to establish experience and credibility that they can use in seeking other land leasing or purchase options. A further goal is to help these individuals make more fully informed decisions about their commercial farming plans.

This program is not intended for individuals seeking a home garden for themselves. Instead it is for individuals with a commercial farming intent. Any profits that will be generated through this incubator project will belong to the new farmer.



[www.agriculture.vsu.edu](http://www.agriculture.vsu.edu)



[www.agriculture.vsu.edu](http://www.agriculture.vsu.edu)



# AGENDA ITEM 4.b.

February 14, 2022 Draft Meeting Minutes

**DRAFT MINUTES  
KING WILLIAM COUNTY ECONOMIC DEVELOPMENT AUTHORITY  
JOINT WORK SESSION WITH THE BOARD OF SUPERVISORS AND PLANNING COMMISSION  
FEBRUARY 14, 2022**

A joint work session meeting of the Board of Supervisors of King William County, Virginia, with the Planning Commission and Economic Development Authority was held on the 14th day of February 2022, beginning at 7:00 p.m. in the Board Meeting Room of the County Administration Building and via Zoom.

**Agenda Item 1. CALL TO ORDER**

Chairman Moren called the meeting to order.

**Agenda Item 2. ROLL CALL**

The members of the Board of Supervisors were polled:

|  |     |
|--|-----|
| Supervisor, 3rd District: Stephen K. Greenwood           | Aye |
| Supervisor, 1st District: William L. Hodges – Vice Chair | Aye |
| Supervisor, 4th District: C. Stewart Garber, Jr.         | Aye |
| Supervisor, 2nd District: Travis J. Moskalski            | Aye |
| Supervisor, 5th District: Edwin H. Moren, Jr. – Chairman | Aye |

The members of the Economic Development Authority were polled:

|   |              |
|---|--------------|
| Eugene L. Campbell, Jr. – Secretary/Treasurer | Present      |
| Travis W. Longest                             | Absent       |
| Jay Brown                                     | Arrived Late |
| W. Brian Hodges                               | Absent       |
| Kenneth A. Holderied                          | Arrived Late |
| Charles F. Piersa – Vice Chair                | Present      |
| C. Meade Rhoads, Jr. – Chairman               | Present      |

The members of the Planning Commission were polled:

|  |     |
|--|-----|
| Mathew W. Sluder, 4th District – Vice Chair          | Aye |
| Bonnie J. Hite, 2nd District                         | Aye |
| Donald M. Wagner, 5 <sup>th</sup> District           | Aye |
| Stephen K. Greenwood, Board of Supervisors           | Aye |
| John B. Breeden, 3 <sup>rd</sup> District – Chairman | Aye |

**Agenda Item 3. REVIEW AND ADOPTION OF AMENDED MEETING AGENDA**

Supervisor Moskalski moved for the adoption of the amended agenda for this meeting as presented; Vice Chair Hodges seconded the motion. The Chairman called for any discussion. The members were polled:

|  |     |
|--|-----|
| Supervisor, 1st District: William L. Hodges – Vice Chair | Aye |
| Supervisor, 4th District: C. Stewart Garber, Jr.         | Aye |
| Supervisor, 2nd District: Travis J. Moskalski            | Aye |
| Supervisor, 3rd District: Stephen K. Greenwood           | Aye |
| Supervisor, 5th District: Edwin H. Moren, Jr. – Chairman | Aye |

**Agenda Item 4. JOINT WORK SESSION MATTERS**

**4.a. King William High School Career Technical Education (CTE) Program – Ryllee Lankford, CTE Specialist and Andrew Perego, Assistant Principal**

Ms. Lankford described the programs available to Middle and High School students in King William County. Multiple programs are offered through the High School, Bridging Communities Career & Technical Center/Governor’s STEM Academy, and local business partners. An Emergency Medical Technician program is proposed for the 22-23 school year. There are currently 1,482 students enrolled in one or more CTE programs. Mr. Perego said a Comprehensive Local Needs Assessment will be completed to examine labor needs in the local community and needs in the school division.

Supervisor Garber asked how many programs are at the High School and how many have to leave the school. Ms. Lankford said only the Tech Ctr./Governor’s Academy, welding, and cosmetology students leave the school. She said the program is looking for more local business partners to offer programs.

Supervisor Garber asked if local businesses request what they want. Ms. Lankford said they have a co-op program and work with businesses where students are already employed. Sometimes they’ll get requests from businesses asking for students interested in an internship or summer job.

Supervisor Garber said someone from Nestle Purina asked what the Public Schools were doing regarding technical training. Ms. Lankford said they perform assessments to see if new programs and opportunities have a proven growth rate large enough for the CTE Program to invest money in.

EDA member Brown asked how they are interfacing with the Workforce Development Board. Ms. Lankford said this is the first year they’ve completed the assessment and they have an individual who comes in, Ms. Gray. Mr. Perego said they are still working to learn what’s out there. He said there used to be a push for college now it’s a push for developing the workforce. They are just getting started working with the WDB.

Vice Chair Hodges asked what grades participate in the program. Ms. Lankford said the official start is in 5<sup>th</sup> grade. In King William County, the program starts in 6<sup>th</sup> grade.

Supervisor Moskalski said they had a small engine student with them last summer through the Bridging Center who they since hired. He's been working with them for over a year now.

Chairman Moren asked if there were incentives for businesses and if background checks were performed. Ms. Lankford said she personally speaks with all interested businesses and vets them. She said students who intern for the businesses go through the same hiring process as any other employee. Mr. Perego said there is a lengthy process they go through to create school-business-work-based learning programs.

EDA Chairman Rhoads asked if some CTE programs were more utilized than others. Ms. Lankford said the agriculture program is big in King William County. The sports medicine program is growing. The CTE program utilization has been correlating with the areas of career growth in the state.

Planning Commission member Sluder asked if employers send people to the school to work with the students. Ms. Lankford said yes. It is their goal to expand those opportunities but it has been limited by COVID restrictions. She said some kids know what they want to do but she'd still like them to be exposed to a variety of options. She said they need the community's help to do this.

EDA member Campbell asked if they hold job fairs. Ms. Lankford said yes, but they've not been able to do them live due to COVID restrictions. They also have a job-shadowing program.

Planning Commission Chairman Breeden asked if there has been any growth in computer-related fields. Ms. Lankford said they are seeing more interest in the medical fields right now. There is about a 10% need for in-house computer learning.

Supervisor Moskalski said a recent MPPDC survey showed kids were leaving the area to pursue healthcare jobs and those over age 65 were also leaving the area because there is shortage of health care providers in the district.

Chairman Moren asked Ms. Lankford to describe the funding used to support this program. Ms. Lankford said they are primarily funded through Perkins and other state and federal grants based on needs. These funds cover equipment, organizations, and teacher professional development.

Chairman Moren asked the Planning Commission and Economic Development Authority to each assign a member to act as a liaison to the CTE program.

#### **4.b. Comprehensive Plan Update & Land Use Maps – Evie Slone, Hill Studio**

Ms. Slone went over the project timeline and said we are currently in the Draft Comprehensive Plan phase. She said the Comprehensive Plan is a guide for how the County invests public money, manages land use in the future, and uses the CIP for public facilities. She said the most in-depth portion of the Plan is the "King William County Today and Tomorrow" section. The Vision & Goals section contains the Vision - based on citizen and staff input and feedback, and the Goals are how the Vision will be implemented.

Public input is still being sought. Citizens can share their feedback by completing the Citizen Survey (link on the County website), emailing Sherry Graham, Director of Planning, at [sgraham@kingwilliamcounty.us](mailto:sgraham@kingwilliamcounty.us), and attending/speaking at the Public Hearing scheduled for March 10<sup>th</sup> at 7pm in the County Administration Building Board Room. Copies of the Draft Plan are available from the public library and Planning Department and can be downloaded from the County website.

There is advice on Rural Corridor Preservation along Route 360 which includes setbacks and coordinated entrances to businesses. A roundabout is recommended at the intersection of Routes 360 and 30 and focused growth in the Central Garage area. A Courthouse Village is recommended which could possibly include a higher-education partner and farmer's market. The possibility of a public/private venture to redevelop Commerce Park was given as an example.

For all potential ventures, Ms. Slone said developing relationships with implementation partners was essential to make these things a reality.

Ms. Slone said Future Land Use is key to implementation of the Comprehensive Plan. The Plan defines four Character Districts. The northern-most part of the County, "King's Forest", is marked by hilly, forested, and rural areas. "Crossing" is the area encompassing Central Garage and the Route 360/30 intersection. This area focuses on businesses and residential growth. The "Legacy" area continues to the southeast and contains grand farms and farmhouses and the Historic Courthouse area. The final Character District is the Town of West Point.

Ms. Slone stressed that the Comprehensive Plan is a guide, not a mandate, to manage future growth in the County.

EDA member Campbell asked what defined rural residential growth and where it would be located. Ms. Slone said these are smaller subdivisions which are low density and would be located where utilities are available. Mr. Campbell said he couldn't envision hotels being part of the Central Garage area. Ms. Slone said she thinks it's a great opportunity because there is no lodging in this area. She said it would be a smaller boutique hotel and probably not a large chain. Hill Studio's economist recommends investigating that further as there is a certain type of hotel that will fit the County.

EDA member Campbell asked if they had a vision of what the Prestley Park building could be used for as it is a landmark and the first thing you see as you enter King William County on Route 360 heading east. Ms. Slone said this is one of the most exceptional and striking entrances she's seen to a locality. She said it could possibly be a restaurant or brewery. It depends on the issues the building has. She suggested speaking with the owners or potential future owners about the importance and historical significance of Prestley Park. She also suggested an architectural study to provide options for use which then could be used to solicit a developer. Supervisor Garber said it was renovated and wasn't structurally suitable for a brewery. He suggested maybe a farmer's market.

Supervisor Garber asked if the ideas for Parks & Rec would require acquiring additional property. Ms. Slone said yes, depending on the County's concept for how it might be expanded. Mr. Garber said the Recreation Commission has talked about the possibility of a satellite park in the Courthouse

area, perhaps with an amphitheater. Chairman Moren said the Recreation Commission should send these recommendations and ideas to Ms. Graham.

EDA member Brown asked what rural commercial is. Ms. Slone said this is the corner grocery store, Exxon on Rte. 30, Mom & Pop businesses, etc. She said the Planning Commission is interested in hearing from the EDA on ways to preserve the agricultural history of the County. She said subdivisions do not pay the bills and support services are needed in addition to subdivisions.

EDA Chairman Rhoads said density is important and asked about the demand for commerce-type of businesses. Ms. Sloan said their partner, Arnett Muldrow, looked at retail, not industrial. She suggested the consultant hired by the EDA, RKG Associates, look at those types of businesses such as small warehousing and manufacturing.

EDA Chairman Rhoads asked about retail leakage and said RKG has a different view than that expressed in the draft Plan. EDA member Brown said RKG is saying to focus on the Mangohick area due to its proximity to I-95 with things such as warehousing, manufacturing, light industry, and healthcare. As far as where things should go, RKG is saying Mangohick whereas the Comp Plan is showing the 360 corridor. Mr. Rhoads said RKG was showing retail leakage of \$170 million and, if we anticipate a 20% recapture, the only business to focus on is restaurants and keeping residential areas very dense.

Planning Commission member Sluder said there is also a significant leakage of commuters and workers. He said a joint venture with the schools is important to develop the workforce in order to get industries in the County to hire people from within the County first to keep them here.

EDA Chairman Rhoads said RKG recommends targeting businesses with less than 50 employees, possibly a meat processing plant. The EDA is hoping to get some specific actionable objectives for development.

Planning Commission Chairman Breeden said the future land use maps need to reflect the EDA's findings as well. Chairman Moren suggested a joint meeting between the EDA and Planning Commission, possibly at the EDA's March 9<sup>th</sup> meeting.

Chairman Moren asked the cutoff date for comments for the Comprehensive Plan. Ms. Slone said by the end of March. She said the land use maps continue to be tweaked. Chairman Moren said the EDA and Planning Commission need to be on the same page. Mr. Brown said RKG took Hill's numbers and went further into economic development.

EDA member Holderied said he likes the proposed landscaping and walking trail ideas along Route 360 and asked how other counties pay for this. Ms. Slone said there is some funding available through DHCD categorized for revitalization plans. She said Aylett might be eligible for this. David Hill said there are also programs available through VDOT.

EDA Chairman Rhoads asked how dense development needs to be to support walking trails, etc. Ms. Slone said there is a median density residential table and 6-12 dwelling units per acre would be the maximum for King William County. She said other amenities need to be there too, not just

residences. Mr. Hill said the sidewalk metric is ½ mile radius from residential areas. He said they are not interested in developing sidewalks no one will use. You must look more at the specific development and develop a walking plan to suit the district. Mr. Rhoads asked if there is an opportunity on Sharon Road by the schools. Mr. Hill said yes. Ms. Slone said sidewalk use is changing dramatically. The focus is changing from recreational and scenic walks to being able to walk to amenities like shopping and restaurants rather than driving. Planning Commission member Wagner said the Plan addresses residential, mixed-use areas which can make a community a destination. Chairman Moren suggested this could be addressed more in-depth at the joint EDA/PC meeting.

The Planning Commission and Economic Development Authority Boards adjourned at this time.

**ADJOURN OR RECESS**

Authority Member Brown made a motion to adjourn the meeting; seconded by Vice Chair Piersa. The Chairman called for any discussion. There being no discussion or opposition, the Economic Development Authority Board adjourned.

COPY TESTE:

---

C. Meade Rhoads  
Chairman

---

Christine H. Branch  
Deputy Clerk

# AGENDA ITEM 6.a.

Residential Development Impact on the KWC  
Operational Budget - Chris Couch, Presenter



# Residential Development Impact on the King William County Operational Budget

---

BOARD OF SUPERVISORS

SEPTEMBER 13, 2021

## Chris Couch

### Professional Background

#### Fortune 500 Experience

- Business Solutions, Strategy, and Large-Scale Transformation programs
- Financial and Contractual Management of global multi-million dollar service delivery programs
- Business Architecture & Information Systems development and support
  - **Accenture** (15 years): Director - Global Management Consulting, Strategy, Technology, and Outsourcing
  - **Primatics** (2+ Years): Director - Finance and Accounting Software and Services start up serving banks and other highly regulated financial institutions managing a total portfolio of over \$1 trillion dollars in distressed assets
  - **Xerox Business Services** (3 Years): Vice President - Management Consulting and Service Delivery focused on improved workforce performance and underperforming deal restructuring

#### Farmer and Small Agribusiness Owner (3+ years)

- Dreaming Tree Farms – Farm-To-Salad
  - Sustainable Agriculture
  - Food Manufacturing & Delivery Service

# Residential Development Model

---

**Objective:** Assess impact of new residential development (“rooftops”) to understand high level impact on the King William County budget, as well as highlight the importance of Industry and Commercial growth required to offset KW homeowner and taxpayer burdens.

**Approach:**

- Establish baseline metrics from the 2020 KW Comprehensive Annual Financial Report (CAFR) data
- Use a “top-down” method to determine impact residential development may have to the KW budget over time
- Allow for multiple scenarios (single home, minor subdivisions, cluster/major subdivisions) using a variable based model so that the output dynamically changes based on input variables
- Results are indicative of the impact and should not be positioned or used as actual “set in stone” values.
- Even if the analysis is off by 15-25% the net result is still meaningful

# In-Out of Scope

---

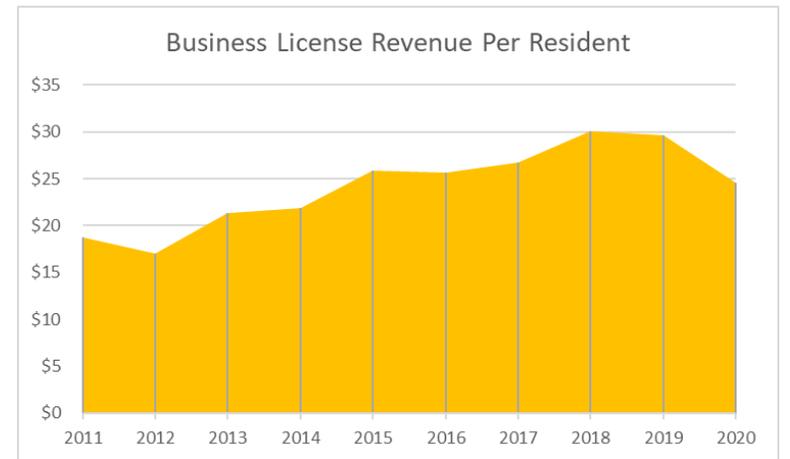
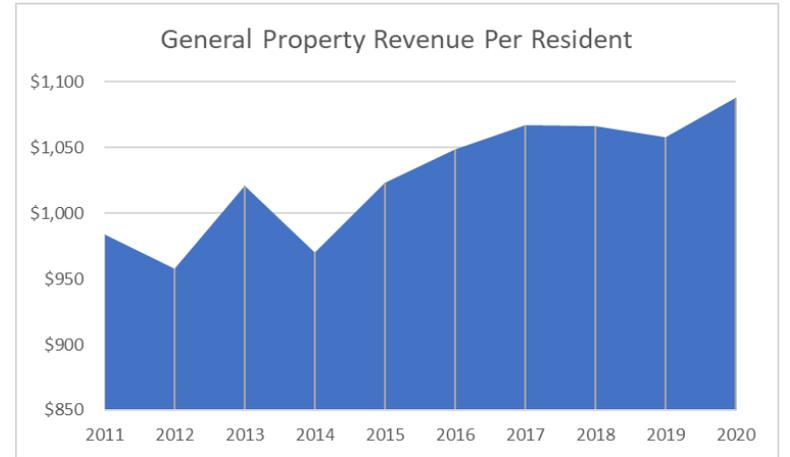
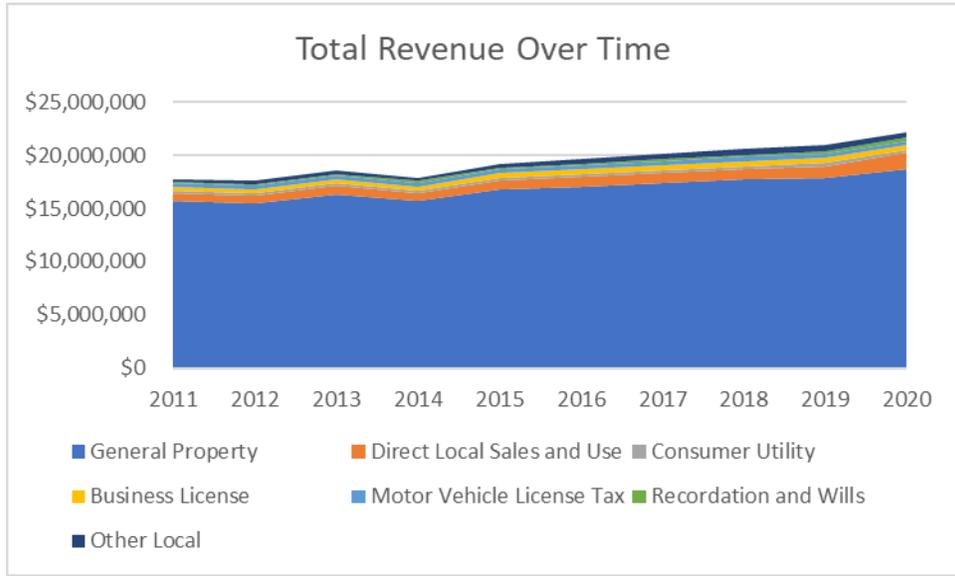
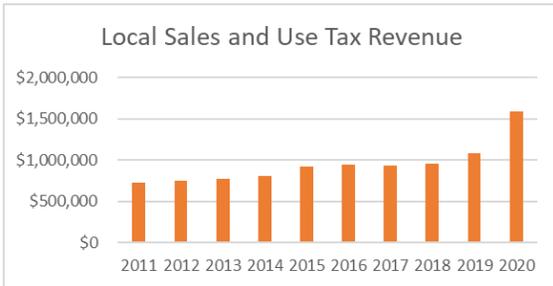
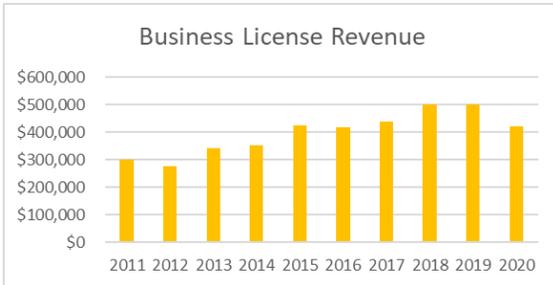
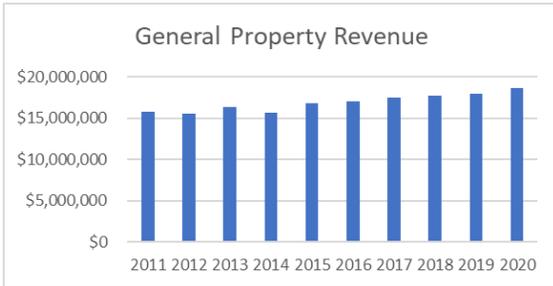
## Included

- King William County data from the 2020 CAFR
  - Number of Residents: 17,133
  - School Enrollment: 2,168
  - Total Government Expenses: \$35.7M
- Household Revenue from:
  - Real Estate Taxes @ current tax rate
  - Personal Property Taxes & License (Sticker) Tax
  - Sales and Use Taxes per resident
- National Average Data from Statista & the US Dept Transportation
  - Children per House: 1.93
  - Vehicles per House: 1.88

## Not Included

- Infrastructure (capital improvements) required to support growth
  - Refuse sites and capacity
  - Schools, buses, number of stops
  - Impact to roads (including litter)
  - Water/sewer
- Additional education funding from State
- Potential Real Estate Tax rate reductions
- Offsetting impact of business and industry growth
- Inflation/Cost of Living (COLA)
- Demographics of residents that could disproportionately impact health and welfare costs to county

# Revenue Analysis



## Observations

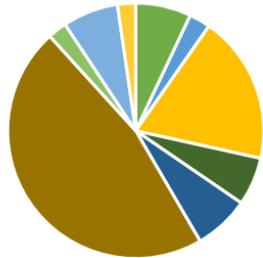
Total Revenue has consistently grown over the last decade, driven largely by an increase in General Property and Sales and Use Tax. Business License Revenue has remained flat and is trending down.

- Sales and Use Tax had a significant increase in 2020 (Pandemic & Online Sales) (\$92 per resident)
- As the number of residents has increased, business license revenue per resident is trending down. Increase in 2018-2019 potentially due to taxpayer funded school remodeling project.

Source: 2020 KW CAFR

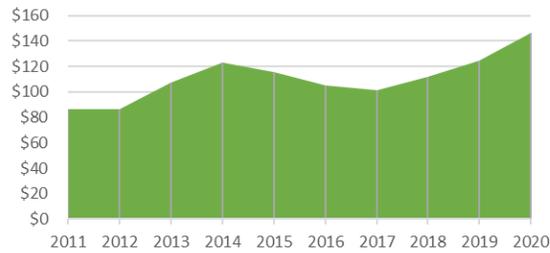
# Expense Analysis

2020 Expenses

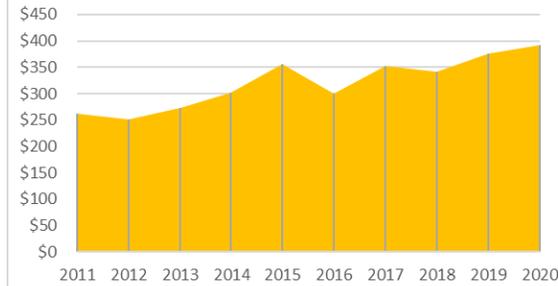


- General Government Administration
- Public Safety
- Health and Welfare
- Parks, Recreation, Culture
- Interest on Long-term debt
- Judicial Administration
- Public Works
- Education
- Planning and Community Development

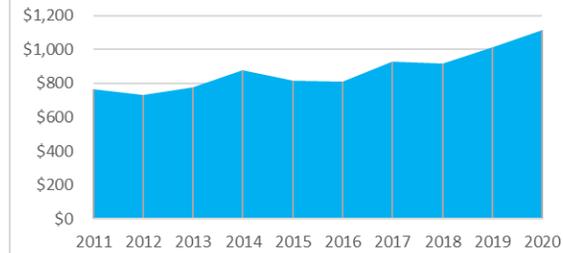
General Government Administration Per Resident



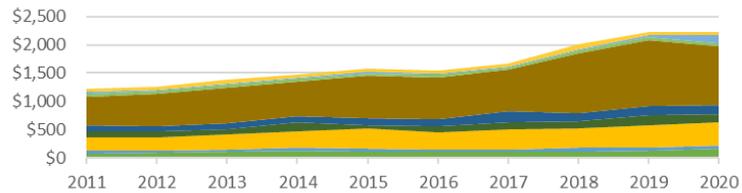
Public Safety Expense Per Resident



Total Government (minus Education) Expense per Resident



Total Government Expense Per Resident



- General Government Administration
- Public Safety
- Health and Welfare
- Parks, Recreation, Culture
- Interest on Long-term debt
- Judicial Administration
- Public Works
- Education
- Planning and Community Development

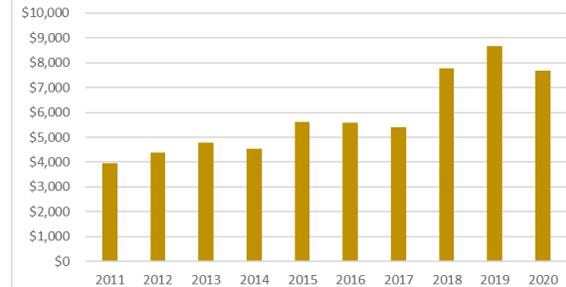
## Observations

- As population has increased the government expense per resident has also increased – failing to show scalability of the expense as the citizen population increases
- Education has always been the largest expense line item

## Data Take-aways

- Operational government cost (excluding education) per resident: **\$1,112**
- Education Cost per Student: **\$7,690** Per Resident: **\$973**
- Total KW Government Cost per Resident: **\$2,086**

Education Expense Per Student



Notes: Education expenses represent KW allocation and does not include incremental state allocations  
Source: 2020 KW CAFR

# NEW RESIDENTIAL DEVELOPMENT MODEL (Single Family Home)

## DRIVERS & ASSUMPTIONS (variables in boxes drive analysis)

### Modeling Drivers

|                                  |           |  |
|----------------------------------|-----------|--|
| Number of houses per year        | 1         |  |
| Number of years                  | 20        |  |
| Number acres of new parcel       | 5         |  |
| Scalability % of per county exp  | 100%      | Government expenses scalability with population        |
| Scalability % of per student exp | 100%      | Education expenses scalability with student population |
| Est. Improvement Value per House | \$244,000 |  |
| Average Vehicle Assessed Value   | \$25,000  |  |

### Tax Rates

|                                 |        |            |
|---------------------------------|--------|------------|
| Real Estate Tax Rate per \$100  | \$0.86 | KW website |
| Personal Property per \$100     | \$3.65 | KW website |
| Vehicle License Tax per vehicle | \$30   | KW website |

### Real Estate - Per Parcel

|                                |          |                                  |
|--------------------------------|----------|----------------------------------|
| Existing Value Per Acre        | \$2,000  | Estimate                         |
| House with Dwelling Acre Value | \$40,000 | 2021 Reassessment Land Value "P" |
| Residual Land Value            | \$4,000  | 2021 Reassessment Land Value "P" |

### Household Characteristics

|  |      |   |
|--|------|---|
| Adults per household                     | 2.0  | Assumption  |
| Children per house                       | 1.93 | Statista  |
| Vehicles Per Household                   | 1.88 | Statista- US Dept Transportation                  |
| Average Local Sales and Use per Resident | \$92 | 2020 CAFR - Total local sales & Use / # residents |

### Governmental Costs

|                                    |         |  |
|------------------------------------|---------|--|
| KW Govt Cost per existing Resident | \$1,112 | 2020 CAFR - (Total Govt Exp - Edu Exp) / total pop |
| KW Education Cost per Student      | \$7,690 | 2020 CAFR - Total Edu exp / # students             |
| KW Govt cost per new resident      | \$1,112 | Calc based on above assumptions                    |
| KW Education cost per new student  | \$7,690 | Calc based on above assumptions                    |

## IMPACT ANALYSIS OF NEW RESIDENTIAL DEVELOPMENT

|  | Baseline        | New Parcel        |   |                      |
|--|-----------------|-------------------|---|----------------------|
| <b>Real Estate Assessment Values</b>                         |                 |                   |   |                      |
| Assessed Land Value  | \$10,000        | \$56,000          |   |                      |
| Assessed Improvement Value                                   | \$0             | \$244,000         |   |                      |
| <b>Total Assessed Value of Parcel</b>                        | <b>\$10,000</b> | <b>\$300,000</b>  | Assessed Value increases                      |                      |
| <b>King William Tax Revenue Per Parcel</b>                   |                 |                   |   |                      |
| Real Estate Revenue  | \$86            | \$2,580           |   |                      |
| Personal Property on Vehicles                                | \$0             | \$1,716           |   |                      |
| Vehicle License Tax  | \$0             | \$56              |   |                      |
| Direct Local Sales and Use Tax                               | \$0             | \$185             |   |                      |
| <b>Total Tax Revenue</b>                                     | <b>\$86</b>     | <b>\$4,537</b>    | Tax Revenue on Land and Improvements increase |                      |
| <b>Incremental Government Expenses Per Parcel</b>            |                 |                   |   |                      |
| New Resident Govt Cost                                       | \$0             | (\$2,225)         |   |                      |
| Education Cost   | \$0             | (\$14,843)        |   |                      |
| <b>Total Incremental Expense to KW</b>                       | <b>\$0</b>      | <b>(\$17,067)</b> | Cost of Government Expense Increases          |                      |
| <b>Net Impact Per Parcel</b>                                 |                 |                   |   |                      |
| Revenue to Expense Calculation                               | \$86            | (\$12,531)        | Incremental Revenue does not cover Expenses   |                      |
| <b>Per Parcel Impact to County Budget Annually</b>           |                 |                   |   |                      |
|  |                 | <b>(\$12,617)</b> |   |                      |
| <b>Impact of 1 new homes on existing Ag land in Land Use</b> |                 |                   |   |                      |
|  | Per Parcel      | Per Year          | Over 20 Years                                 | % increase over 2020 |
| New Vehicles on Roads  | 1.9             | 1.9               | 38  |                      |
| New Residents  | 2.0             | 2.0               | 40  | 0%                   |
| New Students   | 1.9             | 1.9               | 39  | 2%                   |
| Budget Impact  | (\$12,617)      | (\$12,617)        | (\$252,335)                                   |                      |

Each parcel with a Real Estate Assessment value of \$300,000, with 2 adults, 1.93 students and 1.88 vehicles can negatively impact the annual budget by \$12,617.

# MULTIPLE SCENARIO AC MINOR SUBDIVISION MODEL

## DRIVERS & ASSUMPTIONS (variables in boxes drive analysis)

### Modeling Drivers Only Change values in Boxes

| Number of years to forecast<br>(same in all scenarios) | 20         |            |            |             |
|--|------------|------------|------------|-------------|
|  | Scenario 1 | Scenario 2 | Scenario 3 | Scenario 4  |
| Number of new houses per year                          | 100        | 100        | 50         | 50          |
| Acres of new parcel subdivision                        | 5          | 10         | 10         | 25          |
| Est. Improvement Value per House                       | \$169,000  | \$249,000  | \$299,000  | \$1,504,612 |
| Average Vehicle Assessed Value                         | \$25,000   | \$25,000   | \$30,000   | \$45,000    |
| Scalability % of per county exp                        | 100%       | 100%       | 100%       | 100%        |
| Scalability % of per student exp                       | 100%       | 100%       | 100%       | 100%        |
| Direct Sales Scalability                               | 100%       | 100%       | 110%       | 125%        |
| Baseline Land Use Value Per Acre                       | \$1,940    | \$1,940    | \$1,940    | \$1,940     |
| House with Dwelling Acre Value                         | \$40,000   | \$40,000   | \$40,000   | \$40,000    |
| Residual Land Value                                    | \$4,000    | \$4,000    | \$4,000    | \$4,000     |

### Tax Rates

|                                 |        |            |
|---------------------------------|--------|------------|
| Real Estate Tax Rate per \$100  | \$0.86 | KW website |
| Personal Property per \$100     | \$3.65 | KW website |
| Vehicle License Tax per vehicle | \$30   | KW website |

### Household Characteristics

|                        |      |                                  |
|------------------------|------|----------------------------------|
| Adults per household   | 2.0  | assumption                       |
| Children per house     | 1.93 | Statista                         |
| Vehicles Per Household | 1.88 | Statista- US Dept Transportation |

### Governmental Costs

|  |         |  |
|--|---------|--|
| Average Local Sales and Use per Resident | \$92    | 2020 CAFR - Total local sales & Use / # residents  |
| KW Govt Cost per existing Resident       | \$1,112 | 2020 CAFR - (Total Govt Exp - Edu Exp) / total pop |
| KW Education Cost per Student            | \$7,690 | 2020 CAFR - Total Edu exp / # students             |

| Calc based on above assumptions   | Scenario 1 | Scenario 2 | Scenario 3 | Scenario 4 |
|-----------------------------------|------------|------------|------------|------------|
| KW Govt cost per new resident     | \$1,112    | \$1,112    | \$1,112    | \$1,112    |
| KW Education cost per new student | \$7,690    | \$7,690    | \$7,690    | \$7,690    |

## IMPACT ANALYSIS OF NEW MINOR SUBDIVISION PARCEL IN A-C LAND IN LAND USE

|  | Scenario 1  | Scenario 2   | Scenario 3   | Scenario 4   |
|--|-------------|--------------|--------------|--------------|
| <b>Baseline Real Estate Assessment Values Prior to Subdivision</b> |             |              |              |              |
| Assessed Value of existing acreage                                 | \$9,701     | \$19,401     | \$19,401     | \$48,503     |
| <b>Real Estate Revenue</b>   | <b>\$83</b> | <b>\$167</b> | <b>\$167</b> | <b>\$417</b> |

|  | Scenario 1       | Scenario 2       | Scenario 3       | Scenario 4         |
|--|------------------|------------------|------------------|--------------------|
| <b>New Real Estate Assessment Values</b> |                  |                  |                  |                    |
| Assessed Land Value                      | \$56,000         | \$76,000         | \$76,000         | \$136,000          |
| Assessed Improvement Value               | \$169,000        | \$249,000        | \$299,000        | \$1,504,612        |
| <b>Total Assessed Value of Parcel</b>    | <b>\$225,000</b> | <b>\$325,000</b> | <b>\$375,000</b> | <b>\$1,640,612</b> |

|  | Scenario 1     | Scenario 2     | Scenario 3     | Scenario 4      |
|--|----------------|----------------|----------------|-----------------|
| <b>King William Tax Revenue Per Parcel</b> |                |                |                |                 |
| Real Estate Revenue                        | \$1,935        | \$2,795        | \$3,225        | \$14,109        |
| Personal Property on Vehicles              | \$1,716        | \$1,716        | \$2,059        | \$3,088         |
| Vehicle License Tax                        | \$56           | \$56           | \$56           | \$56            |
| Direct Local Sales and Use Tax             | \$185          | \$185          | \$203          | \$231           |
| <b>Total Tax Revenue</b>                   | <b>\$3,892</b> | <b>\$4,752</b> | <b>\$5,543</b> | <b>\$17,485</b> |

|   | Scenario 1        | Scenario 2        | Scenario 3        | Scenario 4        |
|---|-------------------|-------------------|-------------------|-------------------|
| <b>Incremental Government Expenses Per Parcel</b> |                   |                   |                   |                   |
| New Resident Govt Cost                            | (\$2,225)         | (\$2,225)         | (\$2,225)         | (\$2,225)         |
| Education Cost                                    | (\$14,843)        | (\$14,843)        | (\$14,843)        | (\$14,843)        |
| <b>Total Incremental Expense to KW</b>            | <b>(\$17,067)</b> | <b>(\$17,067)</b> | <b>(\$17,067)</b> | <b>(\$17,067)</b> |

|                                | Scenario 1 | Scenario 2 | Scenario 3 | Scenario 4 |
|--------------------------------|------------|------------|------------|------------|
| <b>Net Impact Per Parcel</b>   |            |            |            |            |
| Revenue to Expense Calculation | (\$13,176) | (\$12,316) | (\$11,524) | \$417      |

|  | Scenario 1     | Scenario 2     | Scenario 3     | Scenario 4 |
|--|----------------|----------------|----------------|------------|
| <b>Impact to County Budget for Shifting AG Land to Residential Use</b> |                |                |                |            |
| Per Parcel   | \$13,259       | (\$12,483)     | (\$11,691)     | \$0        |
| Per Year   | (\$1,325,915)  | (\$1,248,258)  | (\$584,550)    | \$0        |
| Over 20 Years  | (\$26,518,302) | (\$24,965,152) | (\$11,691,000) | \$0        |

| <b>Impact of 100 new homes on existing Ag land - Scenario #1</b> |            |          |               |            |
|--|------------|----------|---------------|------------|
|  | Per Parcel | Per Year | Over 20 Years | % increase |
| New Vehicles on Roads  | 1.9        | 188      | 3,760         | 33%        |
| New Residents  | 2.0        | 200      | 4,000         | 23%        |
| New Students   | 1.9        | 193      | 3,860         | 178%       |
| New Homes  | 1.0        | 100      | 2,000         | 33%        |

# CLUSTER & SUBDIVISION MODEL

## DRIVERS & ASSUMPTIONS (variables in boxes drive analysis)

### Modeling Drivers

|  |                  |                  |                  |                  |
|--|------------------|------------------|------------------|------------------|
| Number of years to forecast<br>(same in all scenarios) | 20               |                  |                  |                  |
|  | <b>Cluster 1</b> | <b>Cluster 2</b> | <b>Cluster 3</b> | <b>Cluster 4</b> |
| Size of Parcel (acres)                                 | 234              | 100              | 175              | 200              |
| Number of new houses per Cluster                       | 268              | 80               | 10               | 8                |
| Conservation Area %                                    | 40%              | 40%              | 40%              | 40%              |
| Est. Improvement Value per House                       | \$250,000        | \$250,000        | \$400,000        | \$600,000        |
| Average Vehicle Assessed Value                         | \$25,000         | \$25,000         | \$35,000         | \$45,000         |
| Scalability % of per county exp                        | 100%             | 100%             | 100%             | 100%             |
| Scalability % of per student exp                       | 100%             | 100%             | 100%             | 100%             |
| Baseline Land Use Value Per Acre                       | \$1,940          | \$1,940          | \$1,940          | \$1,940          |
| Conservation Assessment Per Acre                       | \$2,000          | \$2,000          | \$2,000          | \$2,000          |
| House with Dwelling Acre Value                         | \$40,000         | \$40,000         | \$40,000         | \$40,000         |
| Residual Land Value                                    | \$4,000          | \$4,000          | \$4,000          | \$4,000          |

### Modeling Calcs

|                      |      |      |      |    |
|----------------------|------|------|------|----|
| Avg Acres per Parcel | 0.5  | 0.75 | 10.5 | 15 |
| Conservation Acres   | 93.6 | 40   | 70   | 80 |

### Tax Rates

|                                 |        |            |
|---------------------------------|--------|------------|
| Real Estate Tax Rate per \$100  | \$0.86 | KW website |
| Personal Property per \$100     | \$3.65 | KW website |
| Vehicle License Tax per vehicle | \$30   | KW website |

### Household Characteristics

|  |      |   |
|--|------|---|
| Adults per household                     | 2.0  | assumption  |
| Children per house                       | 1.93 | Statista  |
| Vehicles Per Household                   | 1.88 | Statista- US Dept Transportation                  |
| Average Local Sales and Use per Resident | \$92 | 2020 CAFR - Total local sales & Use / # residents |

### Governmental Costs

|                                    |         |  |
|------------------------------------|---------|--|
| KW Govt Cost per existing Resident | \$1,112 | 2020 CAFR - (Total Govt Exp - Edu Exp) / total pop |
| KW Education Cost per Student      | \$7,690 | 2020 CAFR - Total Edu exp / # students             |

|  |                  |                  |                  |                  |
|--|------------------|------------------|------------------|------------------|
| <b>Calc based on above assumptions</b> | <b>Cluster 1</b> | <b>Cluster 2</b> | <b>Cluster 3</b> | <b>Cluster 4</b> |
| KW Govt cost per new resident          | \$1,112          | \$1,112          | \$1,112          | \$1,112          |
| KW Education cost per new student      | \$7,690          | \$7,690          | \$7,690          | \$7,690          |

## IMPACT ANALYSIS OF CLUSTER ZONING

|  | Cluster 1      | Cluster 2      | Cluster 3      | Cluster 4      |
|--|----------------|----------------|----------------|----------------|
| <b>Baseline Real Estate Assessment Values Prior to Subdivision</b> |                |                |                |                |
| Assessed Value of existing acreage                                 | \$453,986      | \$194,011      | \$339,519      | \$388,022      |
| <b>Real Estate Revenue</b>   | <b>\$3,904</b> | <b>\$1,668</b> | <b>\$2,920</b> | <b>\$3,337</b> |

|   |                  |                 |                  |                  |
|---|------------------|-----------------|------------------|------------------|
| <b>Conservation Area Assessed Value</b> | <b>\$187,200</b> | <b>\$80,000</b> | <b>\$140,000</b> | <b>\$160,000</b> |
|---|------------------|-----------------|------------------|------------------|

### Avg Real Estate Assessment Values Per Parcel

|   |                  |                  |                  |                  |
|---|------------------|------------------|------------------|------------------|
| Assessed Land Value (Homesite + Residual) | \$40,000         | \$40,000         | \$78,000         | \$96,000         |
| Assessed Improvement Value (Home)         | \$250,000        | \$250,000        | \$400,000        | \$600,000        |
| <b>Total Assessed Value of Parcel</b>     | <b>\$290,000</b> | <b>\$290,000</b> | <b>\$478,000</b> | <b>\$696,000</b> |

### King William Tax Revenue Per Cluster

|  |                    |                  |                 |                 |
|--|--------------------|------------------|-----------------|-----------------|
| Conservation Area Revenue                | \$1,610            | \$688            | \$1,204         | \$1,376         |
| Real Estate Revenue (Land & Improvement) | \$668,392          | \$199,520        | \$41,108        | \$47,885        |
| Personal Property on Vehicles            | \$459,754          | \$137,240        | \$24,017        | \$24,703        |
| Vehicle License Tax                      | \$15,115           | \$4,512          | \$564           | \$451           |
| Direct Local Sales and Use Tax           | \$49,514           | \$14,780         | \$1,848         | \$1,478         |
| <b>Total Tax Revenue</b>                 | <b>\$1,194,385</b> | <b>\$356,740</b> | <b>\$68,741</b> | <b>\$75,893</b> |

### Incremental Government Expenses Per Cluster

|  |                      |                      |                    |                    |
|--|----------------------|----------------------|--------------------|--------------------|
| New Resident Govt Cost                 | (\$596,244)          | (\$177,983)          | (\$22,248)         | (\$17,798)         |
| Education Cost                         | (\$3,977,814)        | (\$1,187,407)        | (\$148,426)        | (\$118,741)        |
| <b>Total Incremental Expense to KW</b> | <b>(\$4,574,058)</b> | <b>(\$1,365,390)</b> | <b>(\$170,674)</b> | <b>(\$136,539)</b> |

### Net Impact Per Cluster

|                                |               |               |             |            |
|--------------------------------|---------------|---------------|-------------|------------|
| Revenue to Expense Calculation | (\$3,379,673) | (\$1,008,650) | (\$101,933) | (\$60,646) |
|--------------------------------|---------------|---------------|-------------|------------|

### Impact to County Budget for Individual Cluster Subdivision Scenario

|               |                |                |               |               |
|---------------|----------------|----------------|---------------|---------------|
| Per Parcel    | (\$12,611)     | (\$12,608)     | (\$10,193)    | (\$7,581)     |
| Per Year      | (\$3,383,577)  | (\$1,010,319)  | (\$104,853)   | (\$63,983)    |
| Over 20 Years | (\$67,671,541) | (\$20,206,372) | (\$2,097,063) | (\$1,279,656) |

### Impact of Cluster on Infrastructure

|                       | Cluster 1 | Cluster 2 | Cluster 3 | Cluster 4 |
|-----------------------|-----------|-----------|-----------|-----------|
| New Vehicles on Roads | 504       | 150       | 19        | 15        |
| New Residents         | 536       | 160       | 20        | 16        |
| New Students          | 517       | 154       | 19        | 15        |

# Conclusion

## Observations:

- For every new home built in King William County, the County budget is negatively impacted by ~\$10,000 - \$13,000 a year.
- As modeled, the breakeven point is approximately \$1.64M per parcel based on the current tax rate and assumptions.
- Large subdivisions (with multiple homesites) represent the biggest risk to the county budget.
- Education expense is the largest driver of budget impact.

## Impact:

- The incremental cost of infrastructure to support growth should be factored into any decision making.
- As more homes are built, tax revenue will have to increase in order to offset the increase in expense or efficiency improvements to reduce the cost of service.
- The burden will fall to existing homeowners, without increased tax revenue generated by commercial and industrial revenues.

## Action:

- There should be a proactive focus on revenue growth from industry and commercial channels.
- Comprehensive plan should address residential development strategies.
- Citizen friendly communication of this impact to the taxpaying citizens to better understand the impact of “rooftops” on current taxpayers.

## AGENDA ITEM 12.a.

Motion to Convene Closed Meeting in accordance with Section 2.2-3711 (A)(1) of the Code of Virginia to consider a personnel matter involving the appointment of individuals to Boards and Commissions and in accordance with Section 2.2-3711 (A)(5) of the Code of Virginia to discuss a prospective business or industry or expansion of an existing business or industry where no previous announcement has been made.

## **CLOSED MEETING MOTIONS - EDA**

**✦ PERSONNEL** – In accordance with Section 2.2-3711 (A)(1) of the Code of Virginia, I move that the Economic Development Authority Board convene in Closed Meeting to consider a personnel matter involving the (choose from below):

1. appointment of individuals to Boards and Commissions.

2. interview of a prospective candidate for employment.

(or the)

3. Employment

6. Promotion

9. Salary

4. Assignment

7. Performance

10. Discipline

5. Appointment

8. Demotion

11. Resignation

of a specific public officer / appointee / employee.

**PUBLIC PROPERTY** – In accordance with Section 2.2-3711 (A)(3) of the Code of Virginia, I move that the Economic Development Authority Board convene in Closed Meeting regarding real property used for a public purpose, specifically pertaining to (choose from below):

1. the acquisition of real property for a public purpose.

2. the disposition of (name publicly held real property involved).

because discussion in an open meeting may adversely affect the bargaining position or negotiating strategy of the Board.

**PROTECTION OF PRIVACY OF INDIVIDUALS** – In accordance with Section 2.2-3711 (A)(4) of the Code of Virginia, I move that the Economic Development Authority Board convene in Closed Meeting regarding a personal matter not related to public business in order to protect the privacy of individuals.

**✦ PROSPECTIVE BUSINESS OR INDUSTRY OR EXPANSIONS OF EXISTING BUSINESS OR INDUSTRY** – In accordance with Section 2.2-3711 (A)(5) of the Code of Virginia, I move that the Economic Development Authority Board convene in Closed Meeting to discuss a prospective business or industry or expansion of an existing business or industry where no previous announcement has been made.

**INVESTING OF PUBLIC FUNDS** – In accordance with Section 2.2-3711 (A)(6) of the Code of Virginia, I move that the Economic Development Authority Board convene in Closed Meeting to discuss the investing of public funds where competition or bargaining is involved and where discussion in open session would adversely affect the financial interest of the County.

# AGENDA ITEM 12.c.

Certification of Closed Meeting

**CERTIFICATION OF CLOSED MEETING - EDA**

Mr. Chairman, I move that the King William County Economic Development Authority Board approve Standing Resolution 1 (SR-1) in accordance with Section 2.2-3712 (D) of the Code of Virginia, 1950, as amended, certifying that the Closed Meeting was conducted in conformity with the requirements of the Virginia Freedom of Information Act.

**STANDING RESOLUTION – 1 (SR-1)  
A RESOLUTION TO CERTIFY COMPLIANCE WITH THE FREEDOM OF INFORMATION ACT  
REGARDING MEETING IN CLOSED MEETING**

**WHEREAS**, the King William County Economic Development Authority Board has convened a Closed Meeting on this date pursuant to an affirmative recorded vote, and in accordance with the provisions of the Virginia Freedom of Information Act; and,

**WHEREAS**, Section 2.2-3712 (D) of the Code of Virginia requires a certification by the King William County Economic Development Authority Board that such Closed Meeting was conducted in conformity with Virginia law,

**NOW, THEREFORE, BE IT RESOLVED** that the King William County Economic Development Authority Board on this \_\_\_\_\_ day of \_\_\_\_\_, 2021, hereby certifies that, to the best of each member’s knowledge:

1. Only public business matters lawfully exempted from open meeting requirements under the Freedom of Information Act were heard, discussed, or considered by the King William County Economic Development Authority Board in the Closed Meeting to which this certification resolution applies; and
2. Only such public business matters as were identified in the motion convening the Closed Meeting were heard, discussed, or considered by the King William County Economic Development Authority Board.

**[ROLL CALL VOTE]**