

**MINUTES
KING WILLIAM COUNTY
ECONOMIC DEVELOPMENT AUTHORITY
ORGANIZATIONAL AND REGULAR MEETING OF JANUARY 12, 2022**

An organizational and regular meeting of the King William County Economic Development Authority Board of Directors was held on the 12th day of January 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 Brown called the meeting to order.

Agenda Item 2. ROLL CALL

Chairman Brown asked for a motion to approve Authority Member Holderied's participation via Zoom due to illness. Vice Chair Rhoads made a motion to approve Authority Member Holderied's electronic participation in the meeting. Authority Member Piersa seconded the motion. The Chairman called for any discussion. The Chairman called for any opposition. There being none, Authority Member Holderied's electronic participation via Zoom was approved.

The members were polled:

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

Agenda Item 3. REVIEW AND ADOPTION OF MEETING AGENDA

Chair Brown said discussion of the Board Matrix needed to be added after Item 7. Vice Chair Rhoads made a motion to adopt the Meeting Agenda with the above amendment; seconded by Authority Member Campbell. There being no discussion or opposition, the Meeting Agenda was adopted with one amendment.

Agenda Item 4. APPROVAL OF MINUTES

None presented.

Agenda Item 5. TREASURER'S REPORT

Percy Ashcraft introduced himself to the Board as the new County Administrator and thanked Steve Hudgins, Deputy County Administrator, for his service on the EDA Board as the Interim County Administrator.

Mr. Hudgins gave the Authority Members copies of past expenditures and budget requests (Attachment A). The FY22 budget appropriated \$10,000 for Professional Services; \$5,000 for the MPA membership, \$500 for Other Operating Expenses; and \$18,789.94 carried over from FY21 for engaging RKG. As of January 12, 2022, expenditures included \$5,000 for the MPA membership and \$200 for the Civil War Trails sign. This leaves a balance of \$29,089.94. An invoice from RKG was just received this week and is not included on this report yet.

Discussion of the FY23 Budget Request included \$25,750 for Phase II of the RKG study and \$5,000 for the MPA membership.

[Authority Member Holderied arrived via Zoom at 7:07pm.]

Mr. Hudgins said a District 2 citizen had applied for and received an AFID Grant which has a County match. He said this was a great opportunity for the EDA to distribute in the future. There is one grant available per locality per year. Vice Chair Rhoads asked how much the County match was. Mr. Hudgins said it's a two-to-one match with a State maximum of \$25,000 and a County maximum of \$12,500.

He suggested a new budget line item be created for this in the EDA's budget request. He also said there is room for outside donors to contribute towards the County's match.

Chairman Brown asked if the County anticipated anything with the Purina expansion.

Vice Chair Rhoads said he thought the AFID grant was a good opportunity for the EDA since they have a lot of agriculture experience.

Authority Member Piersa said it's also a good resource for new people just getting into agriculture. He asked if the EDA would have to ask the Board for additional funding if another opportunity came along. Mr. Hudgins suggested asking for \$10,000 over the AFID match amount.

Authority Member Longest said the full amount for professional services is needed for RKG and funds may be needed elsewhere. He suggested the grant line item could stay at \$12,500 and they could request or move funds from another line item if more were needed.

Authority Member Piersa asked the County Administrator's plans for the future. Mr. Ashcraft said he will address this a bit later in the meeting.

Chairman Brown summarized the FY23 Budget request per the discussion so far:

- \$35,750 for Professional Services (RKG amount + \$10,000)
- 12,500 AFID Grant
- 5,000 MPA (He said this may need to be moved to another department since it is a County membership, not an EDA membership.)
- 500 Other Operating Supplies
- 1,000 Training, Travel, Education

Authority Member Piersa said \$1,000 for travel doesn't go far and recommended \$2,500. He asked about funding for infrastructure projects.

Mr. Hudgins said Capital Infrastructure, not the EDA's, is included in the CIP at \$1,388,622.

Authority Member Campbell asked if funds for Broadband were still included in that amount. Mr. Hudgins said yes, \$275,000 had already been deducted from the above amount.

Authority Member Piersa asked if the EDA would have to get the Board of Supervisors' approval to use those funds. Mr. Hudgins said yes, they'd need to request and get Board approval if they had a project in mind.

Chairman Brown asked if anyone had anything else to add.

Vice Chair Rhoads made a motion to approve the FY23 EDA Budget request as follows:

- \$35,750 for Professional Services (RKG amount + \$10,000)
- 12,500 AFID Grant
- 5,000 MPA
- 500 Other Operating Supplies
- 2,500 Training, Travel, Education
- \$56,250 Total

Authority Member Piersa seconded the motion. The Chairman called for any discussion. There being none, the members were polled:

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

Chairman Brown asked when they had to come before the Board to make this request. Mr. Hudgins said it might not be necessary for anyone from the EDA to come. The Board has Budget Work Sessions planned for January 31, February 22, and March 2.

Mr. Ashcraft said he'd get a good feel if someone will need to come and he will let them know. He said the Board of Supervisors is excited for the EDA to be active.

Agenda Item 6. ANNUAL MEETING MATTERS

Chairman Brown asked if it's better to have a Secretary/Treasurer be a member of the EDA Board or a County staff member. Mr. Ashcraft said he recommends an EDA member fill this position. Authority Member Piersa said the EDA would need a checking account for the kitty litter plant expansion project. If they will be transferring money, the Treasurer should be a member of the EDA.

Authority Member Piersa made a motion to combine the Secretary and Treasurer positions. Authority Member Campbell seconded. There being no discussion or opposition, the motion passed.

6.a. Election of EDA Board Chairman

Authority Member Campbell nominated Vice Chair Rhoads for the position of Board Chairman. Vice Chair Rhoads accepted the nomination.

Authority Member Campbell made a motion to elect C. Meade Rhoads as Chairman of the EDA Board of Directors. Authority Member Longest seconded the motion. The Chairman called for any discussion. There being none, the members were polled:

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

The consensus of the Board was to have Mr. Brown continue to Chair the remainder of this meeting.

6.b. Election of EDA Board Vice-Chairman

Authority Member Piersa nominated Chairman Brown for the position of Board Vice-Chairman. Chairman Brown declined the nomination.

Chairman Brown nominated Authority Member Piersa for the position of Board Vice-Chairman. Authority Member Piersa accepted the nomination.

Authority Member Longest made a motion to elect Charles F. Piersa as Vice-Chairman of the EDA Board of Directors. Authority Member Holderied seconded the motion. The Chairman called for any discussion. There being none, the members were polled:

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

6.c.d. Election of EDA Board Secretary/Treasurer

Authority Member Piersa nominated Authority Member Campbell for the position of Board Secretary/Treasurer. Authority Member Campbell accepted the nomination.

Authority Member Piersa made a motion to elect Eugene L. Campbell, Jr. as Secretary/Treasurer of the EDA Board of Directors. Authority Member Longest seconded the motion. The Chairman called for any discussion. There being none, the members were polled:

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

Agenda Item 7. COUNTY ADMINISTRATOR’S REMARKS (Attachment B)

Mr. Ashcraft congratulated those elected to leadership positions and said County staff will support them. He thanked Mr. Brown for serving as Chairman over the past two years.

Mr. Ashcraft said a positive, “do not fail” attitude must be developed. He said a script is needed for staff to follow when dealing with potential opportunities. He wants to get the County out of being in a crisis management position and develop a plan for a more diverse tax base.

The roadmap to doing this will be Mr. Ashcraft and Mr. Hudgins heading up Economic Development for the County. They will work on it daily and make it a priority. They will be aggressive and send the message that “King William County is open for business.”

Mr. Ashcraft said the fundamentals include:

1) Board of Supervisors: He said they are willing to support the EDA and let staff do their job to encourage economic development. He said the Board of Supervisors is 100% committed to advancing economic development in the County.

2) An Active EDA: There has to be that support network and members must understand critical effort requirements to being on the EDA.

3) Staff Leadership: Mr. Ashcraft, Mr. Hudgins, and Ms. Graham (Director of Planning) are the EDA's staff leadership team. The Comprehensive Plan is a living document which will direct them. They will be investing public funds and a lot of time in this effort.

Mr. Ashcraft said major considerations include:

Water – collecting and disposing of water is a big piece of economic development. We have the new tank coming soon and have a good relationship with HRSD. We need to come up with creative ways to use well and septic for economic development.

Labor Force – County unemployment is 2.4% as of November. This equates to less than 100 people. While this is a great thing, where you're going to recruit workers for new businesses must be considered.

Incentives – identify areas where enterprise zones with incentives can be developed (waiving fees, taxes, etc.). We must engage with the State to see where we fit.

Cash Reserve Fund – we have a good base already and we need to use it to help get businesses in the County.

Transportation – we are not far from interstates 95 and 64. Route 360 is also a great artery and is good for trucks. It's safe, not intrusive, and easy to find. The County must work with VDOT to make improvements to be responsive to business.

Education – we need to understand and maybe take a refresher course – things have changed. The State gets a lead, then it goes to a regional entity (MPA), and eventually it is passed to the locality. We need to get to know the MPA and market the County so they can then champion for us. Mr. Ashcraft said he'd like to get the MPA and State staff here to meet the EDA Board at a meeting.

Mr. Ashcraft said the purpose of the EDA is to promote economic development in the County. A County strategy must be developed and include the Board of Supervisors, EDA, and County staff working together. We must make sure we can respond when opportunity knocks. This starts with good communication.

Mr. Ashcraft said the EDA should consider forming subcommittees with every member involved and engaged between meetings (Zoom can be used for this). Some subcommittees mentioned were lead development, business retention/support, site development/enterprise zones, identifying properties on the market, incentives/proffers/amenities, analyzing business taxes (collected vs. billed, compared to neighboring localities), ordinance development to benefit businesses, and federal and state laws and lawmakers - to make sure we're being represented well.

Mr. Ashcraft suggested forming a business round table with local business leaders. The appointment would be for one year and meet a few times with EDA members. They'll tell you what it's like to be a business person in the County.

Mr. Ashcraft said growth is often met with mixed emotions. He said there is a difference between growth and development. Growth takes over and sprawls. Development is planned, orderly, and on the County's terms. We want to develop King William County.

Authority Member Piersa asked if there is any property ready for development in the County now. Mr. Ashcraft said nothing now but there are some things in the pipeline. Ms. Graham said she has two or three happening in the Planning Dept. Some things could also be spinning off the recent Nestle expansion.

Authority Member Holderied asked when the EDA gets notified by Zoning about any permits issued. Mr. Ashcraft said when the leads come in, if possible. Sometimes confidentiality needs to be protected. He said staff will give the EDA as much as they can as soon as they can.

Chairman Brown said he appreciated Mr. Ashcraft's stable leadership and transparency and thanked Mr. Hudgins for his work on the EDA as Interim County Administrator.

Mr. Ashcraft asked if it would be agreeable with the Authority Members to discuss subcommittee creation at the next meeting.

Vice Chair Rhoads asked for a contact list of Authority Members and County staff. He said he will work with staff, Authority Member Campbell, and Authority Member Piersa to form a game plan before the next meeting and to put together a packet for the Board of Supervisors before the next EDA meeting.

Agenda Item 8. UNFINISHED BUSINESS

8.a. Board Matrix – Jay Brown, Chairman (Attachment C)

Vice Chair Rhoads said he added the EDA's purpose to the matrix and how the skills listed help fulfill that purpose. He asked the Authority members to recruit people with these skills to apply to be on the EDA. He said this will be revisited at the next meeting with a

recommendation for the Board of Supervisors to fill the vacant positions. He thanked Chairman Brown for serving as Chairman for the past two years.

Authority Member Piersa said it's difficult to get people to even apply and asked what could be done to get people interested. Mr. Ashcraft said staff has some ideas. Vice Chair Rhoads said it's easier to get people engaged when exciting things are happening. Authority Member Piersa said the government's stability with a new County Administrator will also help.

Agenda Item 9. NEW BUSINESS

There was no new business.

Agenda Item 10. PUBLIC COMMENT PERIOD

Chairman Brown opened the Public Comment Period.

Mr. Donald Wagner of the 5th District said he hasn't seen much from the EDA in the past and they now have an opportunity with what Mr. Ashcraft has proposed. He said many things have been coming to the Planning Commission and the County now has Broadband coming, the Purina expansion, and opportunities with Commerce Park. He said it takes the involvement of the County and Mr. Ashcraft has offered that now. Someone has to get out there and meet with potential businesses and go outside the County and seek people. He said to look at what the Planning Commission is doing and get involved with the Comprehensive Plan update. He said this is the vision for the County and they all need to work together to move it forward. He thanked the EDA members for their service and said he looks forward to working together.

Chairman Brown shared his observations regarding previous attempts to engage inter-Board. He said questions were asked but answers were never given. He said he'd like to receive feedback and answering the questions would make them feel they're being heard.

There being no further speakers, Chairman Brown closed the Public Comment Period.

Agenda Item 11. ADJOURN OR RECESS

Mr. Hudgins said the Planning Commission has asked for a Joint Work Session with the EDA and Board of Supervisors to go over the Comprehensive Plan with Hill Studio. The meeting will be held on Monday, February 14th, at 7:00pm in the Board Room and via Zoom. Ms. Graham provided a copy of the draft Future Land Use Map and Mr. Hudgins said he would send the current draft of the Comprehensive Plan prior to the meeting.

The next Regular Meeting of the EDA will be held on Wednesday, February 9th, at 7:00pm in the Board Room and via Zoom.

Chairman Brown 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:

Jay Brown
EDA Chairman

Christine H. Branch
Deputy Clerk

ATTACHMENT A

January 12, 2022
02:09 PM

King William County
2022 Detail Expenditure Year Analysis

Page No: 1

Range of Accounts: 100-081500-0000-000-00 to 100-081500-9999-999-999 Include Cap Accounts: Yes As Of: 01/12/22
Skip Zero Activity: Yes

NOTE: This report includes ONLY activity originally Budgeted/charged to Budget Year 2.
Prior Year Budgeted/Encumbered/Payable amounts rolled to Budget Year 2 have been EXCLUDED.

Account No	Description	Budgeted	Transfers	Encumber	Net Expd/Reimb	Payable	Balance YTD	%Used
100-081500-0000-000-00	ECONOMIC DEVELOPMENT						10,000.00	0
100-081500-3160-000-00	PROFESSIONAL SERVICES	10,000.00	0.00	0.00	0.00	0.00		100
100-081500-3165-000-00	EDA MEMBERSHIP-MPA	5,000.00	0.00	0.00	5,000.00	0.00		
100-081500-5810-000-00	DUES & ASSOCIATION MEMBERSHIPS	0.00	0.00	0.00	200.00	0.00	200.00-	0
100-081500-6014-000-00	OTHER OPERATING SUPPLIES	500.00	0.00	0.00	0.00	0.00	500.00	0
100-081500-9001-000-00	UNEXPENDED PRIOR YEAR FUNDS	18,789.94	0.00	0.00	0.00	0.00	18,789.94	0
Control: 081500	Total	34,289.94	0.00	0.00	5,200.00	0.00	29,089.94	15
Fund: 100	GENERAL FUND Budgeted Total	34,289.94	0.00	0.00	5,200.00	0.00	29,089.94	15
Fund: 100	GENERAL FUND Non-Budgeted Total	0.00	0.00	0.00	0.00	0.00	0.00	0
Fund: 100	GENERAL FUND Total	34,289.94	0.00	0.00	5,200.00	0.00	29,089.94	15
Final Budgeted		34,289.94	0.00	0.00	5,200.00	0.00	29,089.94	15
Final Non-Budgeted		0.00	0.00	0.00	0.00	0.00	0.00	0
Final Total		34,289.94	0.00	0.00	5,200.00	0.00	29,089.94	15

ACTUAL	ADOPTED	Request	CO ADMIN	DEPT REQ	CO ADMIN
FY 2021	FY 2022	FY 2023	RECOMMENDS	INCREASE/ DECREASE	INCREASE/ DECREASE

81500 ECONOMIC DEVELOPMENT

Account No	Description	ACTUAL FY 2021	ADOPTED FY 2022	Request FY 2023	CO ADMIN RECOMMENDS	DEPT REQ INCREASE/ DECREASE	CO ADMIN INCREASE/ DECREASE
081500-3160	PROFESSIONAL SERVICES	3,710	10,000			\$ (10,000.00)	\$ (10,000.00)
081500-3165	MPA MEMBERSHIP	-	5,000			\$ (5,000.00)	\$ (5,000.00)
081500-5210	POSTAL SERVICES	-				\$ -	\$ -
081500-5540	TRAVEL(CONVENTION & EDUCATION)	-				\$ -	\$ -
081500-5810	DUES & ASSOCIATION MEMBERSHIPS	-				\$ -	\$ -
081500-6014	OTHER OPERATING SUPPLIES	-	500			\$ (500.00)	\$ (500.00)
TOTAL		3,710	15,500	-	-	\$ (15,500.00)	\$ (15,500.00)

ATTACHMENT B

Remarks to the King William County Economic Development Authority January 12, 2022 7:00 p.m. – Board Room

Good Evening Mr. Chairman, Members of the Authority. I appreciate the opportunity to speak to you this evening and discuss some thoughts I have on economic development and commercial and industrial growth in the County.

First, let me acknowledge members of the Board of Supervisors who are here. Also with me is no stranger to you, now Deputy County Administrator Steve Hudgins.

Early Weeks in the County

I have been your County Administrator now just over five weeks. As you might expect, I am still feeling my way around both the government circles and the County as whole. I thank the Board of Supervisors for their confidence in me.

I see bringing stability to government operations among my highest priorities. That begins with getting Staff on the same page on what we need to accomplish. Then getting people to have a "do not fail" attitude regarding problem solving and project development. Whether it be by individual or a team of workers, there is nothing ever accomplished by blaming someone else, or sitting back waiting on somebody else to move the ball down the field.

I have learned in my short time here we have a talented workforce. Coming up with a script for them to follow is what is in the works now. We want to get away from crisis management and more to developing a plan that ends in results. In the economic development world, that equates to private investment, creation of jobs, expansion of services and a more diverse tax base.

Developing an Economic Development Strategy

In the last five weeks, King William has gone from not having an economic development director to two people in charge of that effort – Mr. Hudgins and myself. That is not to say we will not eventually hire an Economic Development Director, but in the short term, Steve and I will head up that effort.

We will develop the framework for promoting economic development. It will be a function of our government that deserves daily attention and not a reactive posture where we answer the phone when it rings, follow-up on a referral when we get one or make up our strategy as we go along just to fit who we might be talking to at the time.

Not that all of those things aren't important. They are essential. But we have to be set on what our message is far in advance of leads being generated. And the theme to our strategy has to be the message that "King William County is open for business and we want your investment if it fits into our culture, our history and future landscape development.

What Does that Economic Development Framework Look Like?

If you are looking to check some boxes, local government has to commit to certain fundamental ideals to be successful in economic government.

1. A commitment by the Board of Supervisors.
2. An active Economic Development Authority. (Define the role in a little while).
3. Staff leadership which you have in me and Steve and Planning and Zoning Director Sherry Graham.
4. A Comprehensive Plan that is a living document that tells us where we want development and where we don't.
5. The presence of water and the ability to collect and dispose of sewer. The preferred way is through public utilities. However, you can't dismiss altogether the use of well and septic. Either way, you need a utility strategy.
6. A labor force. In November, the unemployment rate in King William was 2.4 percent. Not many people left without a job in the County. Less than 100. So we have to be able to recruit from other places.
7. Incentives. We need to identify areas where we can establish Enterprise Zones, which qualifies businesses for certain incentives such as deferment of paying Machinery & Tools taxes. We might have to develop a cash reserve fund that helps put a business just over the hump when they are deciding property in our County vs. another locality.
8. Transportation. Working with state officials to establish road patterns that are safe and non-intrusive to businesses, especially those who are manufacturing goods where products need to come and go.
9. Understanding the business recruitment process. State, regional and local contacts coming together. Steve and I have had conversations with VDEP and we are scheduling a meeting with the Middle Peninsula Alliance, which will field leads from the state and VDEP.

What is the Role of the King William EDA?

1. All of us get behind one strategy. It is not BOS driven, Planning Commission driven, Staff driven or EDA driven. It is all of us doing our part and saying the same things. City of Danville is a leader in this state and it all started with communication.

2. Appoint subcommittees that Staff can work with to nurture and massage topics and situations. For example:
 - a. Lead Development
 - b. Business Retention
 - c. Site Development, which includes establishment of Enterprise Zones.
 - d. Incentives & Proffers
 - e. Analysis of Business Taxes
 - f. Ordinance Development
 - g. Federal & State Law Monitoring

3. Establish a Business Roundtable

Closing

Growth is always met with mixed emotion. But there is a difference between growth and development. Development is planned and orderly on the County's own terms. Growth just takes over without oversight and input and 10-15 years later you ask yourself "How did we get here?"

I look forward to working with you to reach our maximum potential and expand opportunities for our residents.

Thank you for listening.

ATTACHMENT C

ECONOMIC DEVELOPMENT AUTHORITY - BY-LAWS: Article 1, Purpose and Scope, Section 1.2, Purpose: The purpose of creating the Authority is so that such Authority may acquire, own, lease and dispose of properties, to the end that such Authority may be able to promote industry and develop trade by inducing manufacturing, industrial, governmental and commercial enterprises to locate in or remain in the Commonwealth, and further the use of its agricultural products and natural resources.

PURPOSE 1 - Acquire, own, lease and dispose of properties
 Accomplishing may require: KW market study, property market study, feasibility study, listing agreement, business plan, project proforma, operating budget, replacement reserves, purchase/sale/lease agreement, management agreement, construction scope, development agreement, creation of partnership/tenancy, construction contract, environmental study, listing agreement, sales projections, condominium documents, property/Title insurance, performance bonds, builders risk....
Skills required: Legal, financial, tax & accounting, underwriting, risk management, marketing, ability to prioritize, strategic thinking, business planning, and thoroughness.

PURPOSE 2 - Promote industry and develop trade by inducing manufacturing, industrial, governmental and commercial enterprises
 Accomplishing may require: KW industry sector analysis, KW competitive advantage, KW tax structure, underwriting industrial bonds, tax incentives/abatement, transportation/utility/real property infrastructure, rezoning....
Skills required: Legal, financial, tax & accounting, underwriting, risk management, marketing, ability to prioritize, strategic thinking, business planning, and thoroughness.

PURPOSE 3 - Further the use of agricultural products and natural resources
 Accomplishing may require: KW soil and natural resources, KW competitive advantages, zoning, real estate tax, funding resources and programs, cheesapeake bay act, spot markets, climate zones....
Skills required: Legal, financial, tax & accounting, underwriting, risk management, marketing, ability to prioritize, strategic thinking, business planning, and thoroughness.

EDA - Board Matrix - Skills/Competencies

Director Name	Agriculture PURPOSE 3	Business/Development/Sales PURPOSE 2	Real Estate PURPOSE 1	Banking/Finance PURPOSE 1, 2, 3	Compliance/Risk Management PURPOSE 1, 2, 3	Legal PURPOSE 1, 2, 3	Technology PURPOSE 1, 2, 3	Utility/Public Utilities PURPOSE 1, 2, 3	Marketing/Public Relations PURPOSE 1, 2, 3	Construction PURPOSE 1 & 2	Other
Jay Brown Chairman		CEO of contractor for profit	5+ years in real estate development experience worked for real estate firm	20 years of managing budgets in the real estate industry	30 years of compliance and risk management in developing plans and compliance matters	Equal Opportunity Advisor	Professor in Microsoft Office Software, Project Management, GPS, Imaging, services building of personal computing systems	engineer for a consulting firm		project manager for commercial contract firm	
Brian Hodges	Owner and Breeder of Fainting Goat and Dairy Goat production and raising chevron for egg production 3 years as assistant farm manager for horse farm	Business development in real estate industry -Process writing -Contract Approval									
Kenny Holderied		Developer independent dealer network for equipment manufacturers 15 yrs	Used knowledge of local zoning laws and TOC, Commercial property, landowner on RT300								
Travis Longest	Raised Market Farming Cattle/Sheep and pig/birds	31 years in equipment sales experience in business operations	Property owner in King William County		Part time employment in Compliance, Safety & OSHA Compliance		Professor in Microsoft Office Programs			Former Custom Cabinet Maker Homebased Renovations	
Charles Pivra	Individual Farming (65yrs) / Bee Keeping (10yrs)	Principal Enterprises: Individual Farming / Commercial Farming (25yrs) / Bee Keeping	Purchased/Traded/Own Real Property in King William / Caroline / Fairfax Counties	Enterprise Banking / Real Property Finance		Business Enterprise / Real Estate Purchase Sale Agreements	Agricultural Guidance Systems, Water / Resource Management / Related Systems			Farming - Individual Facilities / Equipment	
Mark Shields Vice Chairman	Raises Hog Island sheep	Registered Professional Real Estate (25 years)	Acquisition Primarily Multi-Family & Mix Use	Analyst (Underwriter) / Financing / Investment / real estate transactions		10+ years in real estate underwriter / real estate development / construction / corporate business processes	Professor in Microsoft Excel / Word / Power / Blackboard / CAD / Auto / task management.	Development & Construction of Real Property / Millwork / Construction / Availability / Design / Installation	Commercial Real Estate Brokerage / Land / Office / Warehouse / Mixed Use / Multi-Family	Primarily Multi-Family	MillCP - Urban Development Firm
Mark Vice Chair											
Steve Hodges Secretary/Treasurer (non Board member)					7 yrs. architecture career complying with all manner of building and planning codes and the construction process in compliance, permitting		Microsoft Office products, Adobe Suite products, AutoCAD, InRoads	1+ year as Director of 14 years working with as part of construction projects		7 yrs. architect predominantly historic rehab, multi-family housing projects, 7 yrs. Building Code enforcement - various projects - construction and permitting process	

ATTACHMENT C

EDA - Board Matrix - Diversities												
Director Name	Experience	Gender	Education Level	District	Employer	Other Board Service	Volunteer Exp.	King William Connections	Titular Connection	Length of EDA Service	Contributions to EDA	Other
Jay Brown Chairman	15 years	male	BA - Philosophy, MTS, MBA	5th	Commonwealth Catholic English Churches (RVA) & Amenity, Leathersby & Davis project mgr for Southwood Buildings, now retired	BSC Board of Directors, past Chair & V-Chair, EDA MPAC Community Advisory Board	Mission Committee, Crisp Ray Reinwood High School Patriot Club	Taxpayer since 2014 KW Historical Society, KW Historical Museum Council, KW Recreation Commission, KW Resistible Committee, KW Historical Committee, KW		Fall 2018?	past Chair EDA	born and raised in King William County, Chairman of McKendree United Methodist Church Board of Trustees and Church Finance Committee
Brian Hodges	20 years military and 11 years in defense industry (5 additional years of general work experience) 36 years total work experience	male	BS - Psychology/Oramaal MA - International Technology and Design	2nd	Vice President for Scopytek, Inc.	Previous EDA Chairman	Urban Advocata Uniformed Union Ad Litem American Legion Post 314 Veterans of Foreign Wars	Moved to West Coast in 2008 and then into the county		4 years	past Chair EDA	Born in Roanoke, VA, raised in New Kent, VA
Kenny Holsford	15 yrs	Male	BT Agricultural Engineering	3rd	Self Employed - Entrepreneur, Work Ready Equipment LLC			Resident since 2010		2 yrs?	"Attending a bridge in KW county event" Bought ATR equipment from Holsford to use in the county. Has knowledge of business on 360 and has helped place businesses	
Travis Longest	31	Male	High School	3rd	New Kent County Fire-Rescue Company	Previous member King William Fire-Rescue Farm Bureau Insurance Company - Chairman of Board	King William Fire-Rescue 1987; EDA	Lifetime	No	2003-Current	Look forward to helping get the EDA work	
Charles Perez	45 years	Male	Attended College & Various Agricultural Programs		Self Employed / Entrepreneur NHF Foundation	Board of Directors - International Wildlife & Marketing corp. /		Lifetime		1 year	RWG Economic Dev't. Analysis in EDA	Christchurch School - Alumni Council
Wesley Rhoads Vice Chairman	30 years	Male	BS - Business Admin / MBA - Real Estate Development & Finance / Post-Reg - Board Governance	4th		Board Vice Chair - Christmas in April		Purchased Farm in Fall 2017 / KW - EDA, KW - BDE		Oct. 20		
Vacant												
Steve Hudgins Secretary / Treasurer (past Board member)	14 years	male	B.Srch, M.Arch.	2nd	King William County for OPSA, MPAC, Bay Coastment, others	Client to the EDA County mp- for OPSA, MPAC, Bay Coastment, others		resident since 2013, employed by County since 2014	Reason for County	Feb. 2021	staff support	