

**APPROVED MINUTES
KING WILLIAM COUNTY ECONOMIC DEVELOPMENT AUTHORITY
WORK SESSION MEETING OF AUGUST 17, 2022**

A work session meeting of the King William County Economic Development Authority Board of Directors was held on the 17th day of August 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

The members were polled:

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| Eugene L. Campbell, Jr. – Secretary/Treasurer | Absent |
| D. Straughan Robinson, III | Aye |
| Jason Brown | Absent |
| Robert Hardwick | Aye |
| Kenneth A. Holderied | Aye |
| Charles F. Piersa – Vice Chair | Aye |
| Tiffany K. Barber | Aye |
| Sarah Williams | Aye |
| C. Meade Rhoads, Jr. – Chairman | Aye |

Agenda Item 3. REVIEW AND ADOPTION OF AMENDED MEETING AGENDA

Vice Chair Piersa asked why the greenhouse discussion was removed from the agenda and said he had prepared to present it. A motion from Mr. Brown was added as Item 6.f. and the greenhouse discussion was added back to the agenda as Item 6.g.

Vice Chair Piersa made a motion to approve the Amended Meeting Agenda with the above additions. Mr. Holderied seconded. The Chairman called for any discussion. All were in favor with none opposed.

Agenda Item 4. APPROVAL OF MINUTES

Vice Chair Piersa made a motion to approve the June 8, 2022 and July 13, 2022 minutes as presented. Ms. Williams seconded. The Chairman called for any discussion. All were in favor with none opposed.

Agenda Item 5. PRESENTATIONS

5.a. Securing Bonding and Buying & Selling Properties - Daniel M. Siegel, Sands Anderson PC and James E. Sanderson, Jr., Davenport & Company LLC

Mr. Siegel and Mr. Sanderson presented information on the roles and functions of IDAs and EDAs.

Chairman Rhoads asked where the EDA gets the money from to issue bonds, etc. Mr. Siegel said from the County. Mr. Sanderson said the EDA and County have to work in concert. He said the money can be a combination of loans, grants, government funding, etc. through the County and/or EDA.

Mr. Holderied asked if they are loans or lines of credit. Mr. Sanderson said they can be either but most are long-term loans.

Mr. Holderied asked if bonds work the same way. Mr. Sanderson said to think of a bond as a loan. Mr. Holderied asked who underwrites it. Mr. Sanderson said banks, local loans, or the public market. Mr. Holderied asked who brokers. Mr. Sanderson said you have to hire a third party, He said Davenport is the County's financial advisor and would get bids for brokers.

5.b. Rural Results Public Affairs & Consulting - Beck Stanley, Principal

Mr. Stanley said he gave a brief proposal for his services to Mr. Ashcraft. He provides lobbying and strategic communications services. Mr. Ashcraft said he'd send the proposal and Mr. Stanley's CV to EDA members.

Agenda Item 6. WORK SESSION MATTERS

6.a. Farmer's Market & Family Fun Night Update - Sarah Williams, EDA Member

There are 65 vendors signed up for the second event. There were 30 at the first event. Mr. Holderied said the location is great. Ms. Williams said there was good feedback. Vice Chair Piersa said the Farm Bureau gave out free water and shopping bags. Ms. Williams said a survey was sent to vendors.

Mr. Holderied asked if more events would be held. Ms. Williams said more discussion was needed on how it would be structured. Mr. Holderied asked when a good time is to start and end the season. Ms. William said most stop around mid-September, early October.

Ms. Williams said further discussion could occur after vendor feedback was received.

Vice Chair Piersa said it was not good to hold the event on asphalt as it's too hot. Mr. Holderied said he would be in attendance at the next event.

6.b. Ag Education Facility Update - Steve Hudgins, Deputy County Administrator

Mr. Hudgins said he spoke with JK Community Farm and PEC Community Farm, both of which are in Loudon County. Both have adult and student educational opportunities and provide produce to underserved populations.

JK is a 501(c)(3) with a full-time staff of two and several volunteers. They are funded by grants and corporate employee charities.

PEC is a large non-profit. One arm is the farm which is grant funded and offers a lot of different programs. There is one director. The farm is a little over 100 acres but the actual planting area is smaller. They also have some livestock. Loudon has a grant fund for non-profits.

Mr. Hudgins said the main needs would be land and a champion to serve as Director. They would have to partner with or create a non-profit. A farmer could donate some land for the farm and allow it to use their equipment.

The Fauquier farm started with one person who came forward to champion and run it. It was originally a partnership with local government and is now grant and self-funded.

6.c. Establishing a Business Roundtable - Percy C. Ashcraft, County Administrator

Mr. Ashcraft said a Business Roundtable is a group of local businesspeople who meet and share ideas, make suggestions, etc. They would meet bi-monthly and staff would run the meetings and find the venue. The purpose is community engagement, interaction between businesspeople and County government, and having the opportunity to hear their comments and ideas on things such as taxation, zoning, etc. He suggested starting in late 2022 or early 2023. He also suggested EDA members and the Board of Supervisors find businesspeople to invite. They would serve for 12 months and then another group of people would be assembled.

Ms. Williams asked if EDA members are invited to attend. Mr. Ashcraft said they can if they want. It would then be a public meeting and require advertising and minute taking. He said the Board of Supervisors hasn't taken a formal vote on the concept but is aware of it.

6.d. October 12, 2022 Joint Work Session with the Planning Commission - Percy C. Ashcraft, County Administrator

Mr. Ashcraft said the Planning Commission has accepted the EDA's invitation to attend their October 12th meeting.

6.e. Meat Processing Plant Discussion - Meade Rhoads, EDA Chair & Sarah Williams, EDA Member

Chairman Rhoads and Ms. Williams presented information from a phone call with Tony Banks from Virginia Fairs.

Chairman Rhoads proposed a possible Agricultural Business Park. One component could be a meat processing co-op. It would be a regional draw for businesses and also contain a Farmers Market and educational component. Ms. Williams is getting a copy of Essex County's market study and proposal.

Chairman Rhoads said it would cost \$60,000 for the consulting portion of a feasibility study and business plan through Virginia Fairs. The EDA would be responsible for approximately 25%. He said there is plenty of demand.

Chairman Rhoads said it could be set up so it could expand as demand grows. He said public perception should be that it's not a smelly place, is high performance/top of the line, and it would be buried in the middle of a park with a buffer around it.

Mr. Holderied asked who would own it. Chairman Rhoads said it could be a co-op model.

Mr. Robinson asked who would undertake the project for the low level of profit at \$20/animal.

Chairman Rhoads said there is demand. A market study is needed and it should be able to get people more vertically integrated – allow farmers to sell meat, not just animals.

Mr. Hardwick asked if it would be done with County funding and would it be a County building. He asked if industrial was out. Chairman Rhoads said no, they would take something and grow it.

Mr. Hardwick said the County needs water and sewer first. He asked the return on investment. He said the co-op should already be established and take ownership of this project, not the County. He said this is not the purpose of the EDA. The EDA should find someone who wants to do this and then help them. Chairman Rhoads said farms are businesses and this could help them expand.

Mr. Holderied said it depends on the size of the processor. Vice Chair Piersa said the number of animals allowed on a 10 acre lot is limited by the County Zoning Ordinance.

Mr. Robinson asked how many gallons of water per animal were necessary. He said this information should be available and the EDA shouldn't have to pay for it. He said there are a lot of questions and the money is not "free".

Chairman Rhoads asked what the ROI is when you don't have to pay the money back. He said manufacturing will move the needle, light industry won't.

Ms. Williams said they can write an AFID grant for the research to get these questions answered. A co-op or individual would need to come forward.

Vice Chair Piersa said sewer and water are essential for this project and asked where in the County it could be where these things are available. Mr. Ashcraft said it would have to be well and septic if it's remote.

Mr. Holderied asked if they could speak with similar operations and see how they're doing. Chairman Rhoads said we have the experts; it will cost a little bit of money.

Mr. Holderied asked if we could look for prospective machine shops to come here.

Mr. Hardwick said he knows some manufacturers looking to move and their biggest thing is utilities.

Chairman Rhoads said the USDA has grants for public works.

Mr. Hardwick said the County could charge \$30/month for water times all the homes that could be hooked up. Chairman Rhoads said that doesn't move the needle.

Vice Chair Piersa said a viable place is needed before doing studies.

Mr. Robinson asked what benefit the County gets out of greenhouses and Farmers Markets. He said the EDA should help the County with the water and sewer project. Chairman Rhoads said the EDA is supporting water and broadband.

Mr. Hardwick said they need to have site-ready space as Route 360 east of Route 30 is going to boom in the next few years. He said water lines should be run to Aylett and a treatment plant should be built in Aylett. Mr. Hudgins said HRSD would have to agree to expand there. Vice Chair Piersa said without water and sewer, the County can't attract industry. Mr. Robinson said getting a DEQ water draw permit will take at least three years. Chairman Rhoads asked if they can issue bonds to expand water and sewer. Ms. Williams said a grant writer could be hired to apply for the USDA funds. Mr. Hudgins said the County has already applied.

Mr. Hardwick said if a co-op came to the EDA, they could try to help them. Mr. Robinson said they should be looking for greater returns.

6.f. Meeting Motion – Jay Brown, EDA Member

Mr., Brown was not in attendance and the item was skipped.

6.g. Greenhouse Update – Charles Piersa, EDA Vice Chair

Vice Chair Piersa said he spoke to the Secretary of Agriculture and the Farm Bureau about the greenhouse for the High School. A 24x48 fiber greenhouse would cost \$30,000-\$40,000. He said he can get the greenhouse fully funded and Mr. Hill at the High School could then apply for grants for the items to go in the greenhouse. This would allow children to learn to be future farmers. Mr. Hardwick said there are local farmers who are willing to help. Vice Chair Piersa said it will be easier for the EDA to get grants than an individual.

Chairman Rhoads asked the ROI. Mr. Holderied said part of the ROI is the kids could give tours and it helps the community. Vice Chair Piersa said it helps FFA because they can sell what they grow. Mr. Hardwick said special ed students could use it for fundraising too. Ms. Barber said the Goochland FFA is becoming self-sufficient due to sales from their greenhouse.

Mr. Holderied said it would be a great base hit and costs the EDA nothing. Vice Chair Piersa said it could be done in three months.

Mr. Hardwick said it should be handled through the schools. Vice Chair Piersa said the Secretary of Agriculture told him it would be easier for the EDA to get the grants rather than the schools.

Chairman Rhoads said the EDA needs to start working together and they're going to have a hard time getting anything done if all they look at is ROI.

Agenda Item 7. NEXT MEETING – September 14, 2022 Regular Meeting

Agenda Item 8. ADJOURN OR RECESS

Ms. Barber made a motion to adjourn. Motion was seconded by Mr. Holderied. There being no discussion and no opposition, the meeting was adjourned.

COPY TESTE:

C. Meade Rhoads
Chairman

Christine H. Branch
Deputy Clerk