

FREDERICKSBURG
ECONOMIC
DEVELOPMENT
AUTHORITY

706 Caroline Street
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ECONOMIC DEVELOPMENT AUTHORITY MINUTES (EDA)

August 22, 2022

8:30 a.m. • EDA Regular Meeting
718 Venue, 718 Caroline St.

The Economic Development Authority of the City of Fredericksburg, Virginia met in regular session on Monday, August 22, 2022 beginning at 8:30 a.m. at 718 Venue, 718 Caroline St.

EDA MEMBERS PRESENT. Will Mackintosh Chair, presiding. Lee, Murray, Beth Black, Suzy Stone, Mitzi Brown, Chris Waller, and Susan Richey.

ABSENT. None.

ALSO PRESENT. EDA Counsel: Blanton Massey; Department of Finance: Donna Leahy; Department of Economic Development and Tourism: Bill Freehling, Director; Amy Peregoy, Economic Development Specialist; MC Morris, Assistant Director of Tourism.

DETERMINATION OF QUORUM. Susan Richey.

AGENDA.

MOTION by Beth Black, seconded by Mitzi Brown, the agenda was approved: Ayes (7); Nays (0).

PUBLIC COMMENTS. None.

CLOSED SESSION.

Ms. Richey moved for adoption of Resolution 22-07, for the purpose of the expansion of an existing business or industry under Code of Virginia Section 2.2-3711.A.39 for discussion of proprietary information provided under Virginia Code Section 2.2-3705.6 to the EDA pursuant to a promise of confidentiality from the EDA to the Applicant, regarding a specific InvestFXBG application and any memoranda, financial data, working papers, and any other information provide which relate to the expansion of the Applicant's business.

MOTION by Susan Richey, seconded by Mitzi Brown: Ayes (7); Nays (0).

Where upon the members went into closed session.

Upon coming out of closed session.

MOTION by Susan Richey, to adopt Resolution 22-08, certifying the proper conduct of the closed session. Seconded by Mitzi Brown: Ayes (7); Nays (0).

APPROVAL OF MINUTES.

MOTION by Suzy Stone, seconded by Susan Richey the minutes from the July 11, 2022 regular meeting were approved: Ayes (7); Nays (0).

TREASURER'S REPORT. Mr. Murray presented the July activity. The budget and financial statement will be filed with the minutes.

OLD BUSINESS. Visitor Center Discussion – Mr. Freehling stated City Council approved the Purchase Agreement and Deed of Lease of the Visitor Center, 706 Caroline St. The documents have been executed. An approximate closing of December 1, 2022. He stated procurement is the next step. Mr. Murray discussed interest rates, term, 20-25-year amortization schedules, and down payment percentages. There was a discussion on leasing and/or selling the property.

NEW BUSINESS. EDA Promotion – Chair Mackintosh turned the discussion over to Ms. Black. Ms. Black stated the EDA needs to convey to the public the hard work the board does for the City. She noted there is not a budget line item for promotion and marketing. She offered ideas of a consultant, EDA social media and providing information locally and regionally to begin the discussion. Mr. Freehling will begin sending press releases to the Free Lance-Star. Ms. Brown stated contributions and projects done by the EDA which translate into revenue for the City as well as strategic plan efforts need to be conveyed to City Council and the public. The difference between the EDA and EDT needs to be explained. The board discussed hiring a consultant. The board will discuss other options after drafting a plan. EDT will continue to market and provide information to the public for the EDA through their social media platforms, blog and newsletter.

Ms. Peregoy requested \$300 for the InvestFXBG loan program Facebook social media boosts.

MOTION by Suzy Stone, seconded by Beth Black to allocate \$300 as reimbursement to EDT for Facebook social media boosts for the InvestFXBG loan program: Ayes (7); Nays (0).

COMMITTEE REPORTS

- a. Parking Improvement Committee*** – Ms. Black stated during the last meeting the parking garage was discussed. January 1 through July 31 the police department received 197 complaints which relays a real problem. Ms. Stone stated research will be completed to categorize the complaints and times. Chair Mackintosh requested an action be taken by the board. Ms. Richey suggested EDA representatives go before City Council. Ms. Stone stated Councilman Duffy is on the committee. She will contact Councilman Duffy regarding a date to appear at a City Council meeting. Chair Mackintosh stated he would draft a letter if necessary.
- b. Strategic Investments Committee*** – No update.
- c. Workforce Development Committee*** – Ms. Brown noted in the future the EDA will be briefed on roundtable discussions from Germanna Community College, City public school and the University of Mary Washington on workforce development regarding CTE matters.
- d. InvestFXBG Loan Committee*** – No update.
- e. City Relations Committee*** – Chair Mackintosh stated there has not been a meeting. Mr. Baroody continues to make efforts for a working group meeting.

- f. **Tourism Committee** – Ms. Richey requested Ms. Morris give an update. Updates included: minority tourism especially black tourism, working with the Arts Commission on uses of the 601 Caroline St. building and VTC grants.
- g. **Fredericksburg VA Main Street Committee** - Ms. Brown stated Sip N’ Stroll is still going strong with a need for volunteers.

STAFF REPORT. Mr. Freehling introduced Donna Leahy from the Department of Finance and noted her interest to attend EDA meetings. He stated the EDA was recognized during the Babe Ruth World Series and approximate hotel rooms occupied by the teams and their families.

Mr. Freehling stated an interest from the Brompton School to use a stormwater pond owned by the IDA/EDA located in the Battlefield Industrial Park for possible educational purposes. Mr. Massey presented research on the pond. The City maintains the pond. The board held a brief discussion on gifting or selling the pond.

MOTION by Chris Waller, seconded by Mitzi Brown the board allocates up to \$150 for a title search on properties owned by the IDA/EDA: Ayes (7); Nays (0).

Mr. Massey suggested Mr. Freehling contact the City Attorney regarding any properties owned by the IDA/EDA before the title search. Ms. Peregoy will scan and forward to the board the documents presented by Mr. Massey. A copy will be on file in the minute book.

CHAIR’S REPORT. Chair Mackintosh commended Ms. Black for her research on grant opportunities. He requested the EDA board consider hiring someone to research and apply for grants. Mr. Freehling will research the cost.

BOARD MEMBERS COMMENTS. Ms. Black noted she spoke with Gab Pons on a mural for the new Visitor Center location.

Ms. Black stated she is now a board member of the Fredericksburg Regional Alliance. She was not on the board during the discussion and vote for the FXBG Entrepreneurial Ecosystem during the July 11 meeting. There is no conflict with her participation as she was not appointed to the board at that time.

Mr. Murray reminded the board of the \$37,500 funding for the Babe Ruth World Series based on hotel rooms in the City.

ADJOURNMENT. There being no further business to come before the Economic Development Authority at this time, Chair Mackintosh declared the meeting officially adjourned at 10:45 a.m.


Susan Richey, Secretary

**Resolution 22-07 for Economic Development Authority to Hold Closed Meeting Under
The Virginia Freedom of Information Act**

Date of Adoption: August 22, 2022

Proposed by: Richey

Resolved that the Economic Development Authority convene a closed meeting under the Virginia Freedom of Information Act in order to discuss:

Personnel – specific City officers, appointees, or employees, for the purpose of considering such person’s assignment, appointment, promotion, performance, demotion, salary, disciplining, or resignation, under Virginia Code §2.2-3711.A.1

Real Property -

the acquisition of real property

for the purpose of discussing acquisition of real property for a public purpose, specifically, the expansion of an existing recreation facility, where discussion in an open meeting would adversely affect the bargaining position or negotiating strategy of the Economic Development Authority, under Virginia Code 2.2-3711(A)(3).

the disposition of publicly held real property,

Prospective or Expanding Business -

the expansion of an existing business or industry, [OR

a prospective business or industry,]

Closed Meeting under Code of Virginia Section 2.2-3711.A.39 for discussion of proprietary information provided under Virginia Code Section 2.2-3705.6 to the EDA pursuant to a promise of confidentiality from the EDA to the Applicant, regarding a specific InvestFXBG application and any memoranda, financial data, working papers, and any other information provide which relate to the expansion of the Applicant’s business.

Legal Matters -

actual litigation specifically, _____

_____ with legal counsel, where such consultation in open session would adversely affect the negotiating or litigating posture of the Economic Development Authority, **OR**

probable litigation with legal counsel, staff, or consultants, where (1) litigation has been specifically threatened or on which the Economic Development Authority or its counsel has a reasonable basis to believe will be commenced by or against a known party, and (2) such consultation in open session would adversely affect the negotiating or litigating posture of the Economic Development Authority, **OR**

legal matters, _____, with counsel, where such matters require the provision of legal advice, under Virginia Code §2.2-3711.A.7.

Other – (Specify subject matter, purpose of discussion, and applicable Code Section)

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RESOLUTION 22-08
CERTIFICATION OF CLOSED MEETING

IT IS HEREBY RESOLVED by the Economic Development Authority of the City of Fredericksburg, Virginia, as follows:

WHEREAS, the Authority has convened a closed meeting under Virginia Code §2.2-3711.A.39, pursuant to an affirmative recorded vote and in accordance with the provisions of the Virginia Freedom of Information Act, upon conclusion of which closed meeting the Authority has just returned to an open meeting ; and

WHEREAS, §2.2-3712.D of the Code of Virginia requires a certification by this Authority that such closed meeting was conducted in conformity with Virginia law;

NOW, THEREFORE, BE IT RESOLVED that the Authority hereby certifies that, to the best of each member's knowledge, (i) only public business matters lawfully exempted from open meeting requirements by Virginia law (Chapter 37 of Title 2.2) were heard, discussed or considered in such closed meeting, and (ii) only such public business matters as were identified in the motion by which the closed meeting was convened were heard, discussed or considered in the closed meeting by the Authority.

Date of Adoption: August 22, 2022

AYES: 7

NAYS: 0

CERTIFICATION: Secretary's Certificate

I, the undersigned, certify that I am the Secretary for the Economic Development Authority of the City of Fredericksburg, Virginia, and that the foregoing is a true copy of Resolution 22-08 duly adopted at a meeting of the Economic Development Authority held on August 22, 2022, at which a quorum was present and voted.

Given under my hand and the official seal of the Economic Development Authority of the City of Fredericksburg, Virginia.

Date: 9/12/22

Susan Richey
Secretary, EDA