

Meeting Minutes
ECONOMIC DEVELOPMENT AUTHORITY
August 29, 2017

At a regular meeting of the Economic Development Authority of York County, Virginia, held on August 29, 2017 at 4:00 p.m. in the Conference Room of the County Administration Center, 224 Ballard Street, Yorktown, Virginia, those present were:

R. Anderson Moberg, Chairman
Tom Anderson, Vice-Chairman
Vernard E. Lockwood, II, Treasurer
John F. Biagas
H. Junior Coxton
Steven A. Meade

Others present:

Neil A. Morgan, County Administrator
James Barnett, County Attorney
James W. Noel, Jr., Assistant Secretary and Director of Economic Development
Deborah L. Gardner, Economic Development Assistant

CALL TO ORDER

The meeting was called to order at 4:00 p.m. by Chairman Moberg.

ROLL CALL

A quorum was established with all members present with the exception of Harvey Weinstein, who was absent.

CITIZENS' COMMENT PERIOD

None.

NEW BUSINESS

BROKER POLICY

Mr. Noel referenced the newly acquired property on Route 17 and stated in order to facilitate quality

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economic development on the lot, it may be necessary to discount the property. He mentioned the current Broker Policy would not motivate brokers if the parcel was sold at a discount. He is suggesting an amendment to the current Broker Policy that would give the option of paying a commission commensurate with a percentage of market value when a property is sold at a discounted price as part of economic development strategy. He will be sending informational letters about this property to the brokerage community soon.

Mr. Barnett suggested the market value be determined either by the County's assessed value or an appraised value.

Mr. Lockwood suggested using 'negotiated commission' language.

Mr. Lockwood made a motion to amend the EDA's Broker Policy by adding the following language to Section 5 of the policy, to read:

"The Authority shall have the option of paying a negotiated commission."

On roll call the vote was:

Yea: (6) Anderson, Biagas, Coxton, Lockwood, Meade, Moberg
Nay: (0)

OLD BUSINESS

WORKFORCE DEVELOPMENT

Mr. Noel reviewed the Workforce Development services summary created by the staff intern. This summary describes the services provided in this arena including the public school system(s), New Horizons, TNCC, One-Stop, and some of the other workforce development providers. He stated he is reviewing the types of services provided, to see what areas may need improvement and where the problems lie, specifically for York County businesses. Mr. Noel reported that, at the last meeting of the YCCC and the EDA, it was suggested that a breakfast seminar be held by key people in the workforce development system that provide tangible services for York employers. He mentioned the Peninsula Workforce Development Center could help with speakers to talk about actual programs that could positively impact York's business employment needs.

Mr. Coxton mentioned the struggle that employers today have with finding good employees and a trained workforce. He stated if someone wanted to expand their business, they must have good employees, who are scarce. He said that the schools are not getting the word to students that industry training is available because they are so focused on college. He suggested guidance counselors be invited to the breakfast.

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Mr. Noel reported on Gloucester's initiative, called the Hardhat Tour Program, that gets kids out for a day and onto jobsites to see what people actually do. He noted in York the vast majority of students go onto college. He mentioned area programs that could directly benefit employers, suggesting they also be included in the breakfast to hear what the advantages are of using some of these providers.

Mr. Anderson mentioned an advertisement that he saw for TNCC and New Horizons, and neither one mentioned electrical, automotive, sheet metal, etc., noting there was good money in these types of jobs. He mentioned that many young people start off at a four-year college, only to drop out after a few years. He acknowledged on-the-job training was expensive, and there was the chance that another business would lure the trained employee away.

Mr. Coxton stated his frustration with a lack of qualified employees and a trained work force that will ultimately inhibit businesses from growing. He suggested the Chamber of Commerce, the EDA, and the schools work together to overcome this deficiency.

Mr. Noel provided an overview from the Workforce Development Council and the Peninsula Worklink (PWL) that provides services to employers. He announced that the PWL will actually pay 50% of the wages for up to 6 months, or \$5,000, to get someone on-the-job training. He noted York has no shipyards, no apprentice school, no large employer such as Canon, who has its own in-house training programs, and no large employers that have those resources. Mr. Noel recognized that smaller businesses will need organizational and financial support to help get programs off the ground and find potential employees to train. He stated that York's employers may not be aware of what One-Stop can do for them, such as advertising, screening resumes and applications.

Mr. Lockwood noted the real place for these programs is in the high schools with an emphasis on trades.

Mr. Biagas reported that, in his business, they target those separating from the military. He mentioned the state removing the funding that was in place years ago to help support workforce development. Because of the workforce shortage, he said he is paying significantly higher wages than in past years. He suggested that school kids not going onto college need to be identified earlier, perhaps in 8th or 9th grades.

Chairman Moberg suggested this may not be an EDA matter, but more of a school matter, and was not sure what type of input the Authority could have.

Mr. Morgan suggested that he would relate these ideas to the school Superintendent, at his weekly meeting, with the recommendation they meet with EDA members to discuss the matter. He suggested the EDA form a sub-committee to discuss future workforce development needs.

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Mr. Biagas and Mr. Coxton volunteered to serve on the Workforce Development sub-committee.

BUSCH INDUSTRIAL PARK

Mr. Noel reported on the EDA land sale negotiation for the VDOT I-64 widening project. VDOT has now determined that they will not need as much land because they are only going to build one stormwater retention basin. Mr. Noel stated they would now need to renegotiate the deal and stated that Mr. Meade will again serve as negotiator on this project.

GO VIRGINIA

Mr. Noel noted there is an upcoming meeting with the Peninsula Economic Development Directors to try and come up with joint projects to support a regional Go Virginia application. He noted the idea to potentially develop an unmanned systems testing, demonstration and recreational park on the Fuel Farm property has gotten some support. He noted there is the ability to build roughly 160,000 square feet on the "clean area" of the Fuel Farm. He suggested that, if there was a testing and recreational drone area across the street, some companies would want to locate there and which would help the state sell the remaining clean property. Mr. Noel noted other potential developments would be preparing a large site in the region, and a third project may be some sort of broad band initiative. He stated he will be meeting with the region's IT Directors to discuss that possibility as well.

APPROVAL OF MINUTES

Mr. Coxton moved that the minutes of the July 25, 2017 Regular Meeting be approved.

On roll call the vote was:

Yea:	(6)	Biagas, Coxton, Meade, Anderson, Moberg
Nay:	(0)	
Abstention:	(1)	Lockwood

CLOSED MEETING

The Chairman noted that it was in his judgment appropriate for the Authority to enter into closed meeting as authorized by the Virginia Freedom of Information Act for the purpose of Public Property under Section 2.2-3711(A)(3) and Prospective Business under Section 2.2-3711(A)(5).

Mr. Anderson moved that the Authority enter into a closed meeting for the aforesaid purpose(s) and that the Authority deemed it necessary, as specified by the Virginia Freedom of Information Act, that Neil Morgan, Jim Barnett, Jim Noel and Debbie Gardner, be present during the closed meeting. This

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motion was seconded by Mr. Biagas and approved.

On roll call the vote was:

Yea: (6) Coxton, Lockwood, Meade, Anderson, Biagas, Moberg
Nay: (0)

The Authority entered into closed meeting at 4:49 p.m.

RETURN FROM CLOSED MEETING

The Authority returned to open meeting at 5:11 p.m.

ROLL CALL VOTE CERTIFYING COMPLIANCE WITH SECTION 2.2-3711.1 D OF THE CODE OF VIRGINIA

Mr. Lockwood moved that, to the best of each members' knowledge, only public business matters lawfully exempted from the open meeting requirements specified under the Virginia Freedom of Information Act were discussed in closed meeting, and that only such public business matters related to Public Property under Section 2.2-3711(A)(3) and Prospective Business under Section 2.2-3711(A)(5) were discussed during closed meeting. Mr. Meade seconded this motion.

The Chairman stated that if any member of the Authority believed that there was a departure from the requirements of the Virginia Freedom of Information Act, that the member was required by law to state his objection prior to the vote, indicating the substance of the departure that in his judgment had taken place. No such objection was raised. The roll call was as follows:

On roll call the vote was:

Yea: (6) Lockwood, Meade, Anderson, Biagas, Coxton, Moberg
Nay: (0)

COUNTY ADMINISTRATOR COMMENTS

Mr. Morgan discussed regional economic development, noting that the County pulled out of the Hampton Roads Economic Development Alliance (HREDA) and signed on with the Greater Williamsburg Partnership (GWP). He stated he has concerns that the GWP does not have the population and resource base to succeed as a regional entity. He mentioned that the Board of Supervisors (BOS) also has trepidation about the future of the GWP, noting the difficulties of successfully operating a regional economic organization on \$150,000 per year with a part-time, out

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of town director. Mr. Morgan said that during the GWP's sponsorship event, some of the BOS members felt there was a lack of specifics addressed, and they were not pleased with how that event turned out. He also mentioned concerns that the Partnership will not be able to raise enough money to sustain a full-time senior, experienced professional, and questioned how much money the partnership will be able to raise and, who are they will solicit money from. Mr. Morgan noted that the Partnership has been funded throughout the year, and that he and Mr. Noel will come up with a white paper with future options for regional economic development. He explained that his colleagues in James City County and Williamsburg are aware of these discussions. Mr. Morgan then discussed the adjoining localities and their participation in Hampton Roads Economic Development Authority and the possibility of growing the GWP into a larger organization. He noted the current Partnership is underfunded and, for it to be successful, money would need to be given, but that was not appealing. He also mentioned that perhaps one of the Economic Development Directors could function as the Executive Director, but realized that may not be practical. Mr. Morgan stated if the BOS was still not satisfied with the direction of the Partnership, perhaps they would just take the current budget amount and use it for other projects. He noted there are three groups engaged in Greater Williamsburg economic development: (1) the Chamber Tourism Promotion Activity; (2) the Historic Triangle Collaborative and (3) the Greater Williamsburg Partnership. He noted that of the three, the GWP is not connected at the elected official level and, as a result, it doesn't feel very real.

Mr. Lockwood suggested that HREDA really did not work for the Peninsula, because it was focused on the Southside. He suggested that when HREDA was formed, the whole idea was that all of the localities would work together.

Mr. Morgan provided an update on the airport meeting with the interim Executive Director and Chairman and the Daily Press editorial board. He said they discussed what was published and noted it went from a breaking newsworthy story, to destroying an institution and they have made an appeal to stop those articles. He explained that the CAO's from the five communities, which have a right to have someone on the commission, met with Mr. Wanner and were given the opportunity to review and shortlist the Executive Director applications. Mr. Morgan also stated they discussed what to do about the Regional Air Service Enhancement Committee (RAISE), which officially doesn't exist anymore because its five-year agreement expired. He discussed the incentive that was approved for Elite Airlines before the expiration of the group, and stated the President of Elite still wanted to come to the airport. They will be meeting tomorrow to have discussions on how to move forward to establish air service. Mr. Morgan stated he has a meeting with the newspaper next week to discuss the airport.

Mr. Noel stated Mr. Wanner asked about the EDA's letter of interest concerning the purchase of airport property on Denbigh Boulevard. He requested that if there was no longer interest in the property, to please send him a letter stating that fact. Mr. Noel has since sent the letter, and noted that the Federal Aviation Administration (FAA) had not yet released the property for sale.

Mr. Morgan acknowledged there is interest in turning that project to an even larger project by

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involving multiple jurisdictions.

DIRECTOR OF ECONOMIC DEVELOPMENT COMMENTS

Mr. Noel mentioned the marketing plan and the flyer on the newly acquired property on Route 17 and encouraged the members to suggest this property to potential buyers. He noted this marketing material would be mass mailed soon to local commercial realtors. Mr. Noel announced that START! Peninsula, the entrepreneurial competition, will be held for the sixth year November 3-5. He suggested EDA members consider asking businesses to sponsor and support the event. He reported that Hampton Economic Development received a state grant in the amount of \$20,695. The grant, "Building Entrepreneurial Economies Grant," is through the Virginia Department of Housing and Community Development and is for three different programs, all of which are related to START! Peninsula. Mr. Noel announced that the Home-Based Business Program had won three awards: one with the National Association of Counties (NACo); Virginia Association of Counties (VACo) and the International Economic Development Council (IEDC). He stated that Ms. Davidson will have the opportunity to present the program at the VACo conference in November at The Homestead. He reported on the Riverside property, on Route 17 across from Wal-Mart, and their plans to move forward with a rehabilitation hospital. They will be presenting their plans at the next pre-application meeting. Mr. Noel announced that Ms. Davidson, the Assistant Director, gave birth to a son on August 10, 2017.

MEMBERS' COMMENTS

Mr. Coxton shared his excitement in working towards better workforce development resources.

CHAIRMAN'S COMMENTS

No comments.

ADJOURN

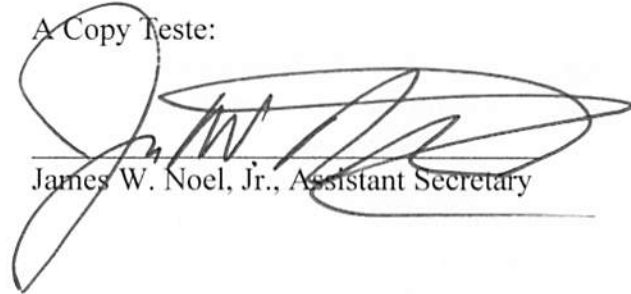
There being no further business, the Chairman adjourned the meeting at 5:43 p.m.

(SEAL)

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R. Anderson Moberg
R. Anderson Moberg, Chairman

A Copy Teste:


James W. Noel, Jr., Assistant Secretary

Minutes
Video Services Board
WYCG-TV Studios
July 13, 2017

Meeting Convened: The meeting was called to order at 10:07 a.m. by Chairman, Anne Smith.

Attendance: Anne Smith, Dr. Carl James, Paula Hersh, Randy Williford

Approval of Minutes: Mrs. Smith asked if there were any additions or corrections to the May 24, 2017, minutes. Ms. Hersh distributed copies. Mrs. Smith entertained a motion to accept the minutes as distributed. Dr. James motioned to approve, and Mrs. Hersh seconded the motion. The motion passed 3:0.

Project Update: Mr. Williford reported on graduations and the use of intern and contractor. The only problem was the storm delay for Bruton's ceremony. YCSD Live streamed on You Tube but they experienced server issues that affected the entire East Coast. Other projects noted-School Public Hearing, County News Minute, Economic Development-New in Town, York News/York News Brief, and Memorial Day & Tax-free Weekend Bumps. Mrs. Smith commented on all the variety in content as a result of getting more communication

Quarterly Report

Going forward will send within 30 days after end of quarter by email to VSB board members.

Technical: Swag-It streaming and archiving service installed and testing for Aug launch concurrent with new website. Cox Cable visited the studio on 7/17 to check on signal degradation. In discussions about solution for better signal quality to the home.

York Hall Update: Mr. Williford gave including new equipment to allow for off-site monitoring of rooms to save staff time and travel. New in room audio enhancements added. Look at cameras and positions. Mrs. Smith asked about the York Hall planning Team and if that had met recently. She was curious if Community Services was taking the lead and suggested Randy and Video Services should initiate a meeting.

Renovations In The Editing Room on schedule for August. Windows will not be included but ordered for installation during Thanksgiving or Christmas break. Discussed the process of inventorying the old equipment for surplus but old technology is not marketable and can't sell.

New Employee: Dillon Tulip was hired and Work as required position posted and 1 on-boarded so far. Mrs. Smith asked if there is enough work for more than 1—Mr. Williford assured her that they would be in an on-call situation as opposed to promised times to work.

Schools: Mr. James reported on new Finance Director coming from Henrico (formerly of Poquoson). New principals at Grafton plus other changes around the Division. Mr. James suggested that might be a good opportunity for VPS to introduce new administrators via TV.

Next meeting scheduled for Oct 6 8:30am at WYCG-TV

Adjournment: The meeting adjourned at 11:21 a.m. Submitted by: Paula Hersh