

FREDERICKSBURG  
**ECONOMIC**  
**DEVELOPMENT**  
AUTHORITY

706 Caroline Street  
Fredericksburg, VA 22401

(540) 372-1216  
(540) 372-6587 Fax

**ECONOMIC DEVELOPMENT AUTHORITY MINUTES (EDA)**

**April 12, 2021**

**8:30 a.m. • EDA Regular Meeting**

**Cary Street Partners, 1000 Winchester St. #300**

**Recorded Go to Meeting**

The Economic Development Authority of the City of Fredericksburg, Virginia met in regular session on Monday, March 8, 2021 beginning at 8:30 a.m. at Cary Street Partners, 1000 Winchester Street, #300 and recorded Go to Meeting.

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

***ABSENT.*** None.

***ALSO PRESENT.*** Stafford Baseball League, President: Mike Bouchard; Stafford Baseball League, Director of Baseball & Director of League Development: Chris Swann; EDA Counsel: Blanton Massey; Department of Economic Development and Tourism: Bill Freehling, Director; Amy Peregoy, Economic Development Specialist.

***DETERMINATION OF QUORUM.*** Mitzi Brown.

***AGENDA.***

**MOTION** by Suzy Stone, seconded by Chris Waller, the agenda was approved: Ayes (7); Nays (0).

***PUBLIC COMMENTS.*** Chair Black asked Ms. Peregoy if there were any public comments submitted prior to today's meeting via the instructions on the published agenda. Ms. Peregoy stated, no public comments were received.

***BABE RUTH WORLD SERIES PRESENTATION*** – Mr. Murray introduced Mr. Bouchard and Mr. Swann. He stated the Babe Ruth World Series event would possibly be coming to the area in 2022 and 2023 which would present an economic impact. Mr. Bouchard presented the event to the board. He discussed the following: impact of sports events hindered by Covid, 10-14 teams from all over the United States and some islands, attendance and partnership with the FredNats. Mr. Swann discussed the following: the visit to the area with the President of the Babe Ruth World Series, his history with baseball and the event, impacts of regional partnership and possible funding. Mr. Bouchard discussed overall tourism to the community by the families and attendees to include many hotel nights which would benefit the City and Stafford County. There was a brief question and answer segment. Mr. Murray requested \$75,000 in funding. He reviewed FY22 funding options with the board. The funding will be discussed during the May meeting. Chair Black thanked Mr. Bouchard and Mr. Swann for their time.

***APPROVAL OF MINUTES.***

**MOTION by Suzy Stone, seconded by Susan Richey the minutes from the March 8, 2021 regular meeting were approved: Ayes (7); Nays (0).**

***TREASURER’S REPORT.*** Mr. Murray presented account activity. The budget and financial statement are filed with the minutes.

Chair Black made a request to the EDT staff to research the American Rescue Plan for possible funding for the EDA.

***OLD BUSINESS. Letter of Intent with the City of Fredericksburg*** – Mr. Freehling presented background on the Letter of Intent noting the City has for some time been interested in expanding its 8.35-acre property in the industrial park. The expansion would allow for a larger City Shop facility, additional room for storage, and more parking for both employee vehicles and school buses. As such, the City has been interested in acquiring a portion of the adjacent 60-acre parcel (GPIN 7778-97-6600), which has been on the market for several years. The City has also considered leasing additional property in the industrial park for these uses.

The EDA is asking for \$500,000 for the 3.88 acres. That per-acre price (\$128,866) is slightly below the per-acre appraised value of another nearby property that the City has been considering for this use in the industrial park, and in line with the asking prices for several additional industrially zoned properties in the vicinity. If the City accepts the offer, the EDA would then look to sell the remaining 56 acres to one or more users. There was a brief question and answer segment.

**MOTION by Will Macintosh, seconded by Suzy Stone, to adopt Resolution 21-01, authorizing the Chair of the Fredericksburg Economic Development Authority to execute, deliver and carry out the Letter of Intent with the City of Fredericksburg in substantially the form submitted for approval: Ayes (7); Nays (0).**

***NEW BUSINESS. Haley’s Honey Meadery InvestFXBG Loan Request*** – Mr. Waller presented background on the loan applicant and the current business in Hopewell to support the request for a \$60,000 loan which included: loan purpose, proposed loan structure and terms, loan program goals met and fiscal impact. There was a brief question and answer segment

**MOTION by Lee Murray, seconded by Mitzi Brown the board approved a \$60,000 InvestFXBG loan to Haley’s Honey Meadery in accordance to the loan structure and terms: Ayes (6); Nays (0); Abstain (1-Chair Black).**

***COMMITTEE REPORTS***

- a. Parking Improvement Committee*** – Ms. Stone recently attended a meeting via phone. During the meeting the following items were discussed: retirement of Doug Fawcett, introduced Jamie Johnson as City staffer and to extend the 15-minute parking spaces in Downtown through June. There was a request for Liberty Place to have three 15-minute parking spaces on Douglas Street. The Committee approved one 15-minute space and two 2-hour spaces. A Sustainability Manager for the City is being hired. Electric car charging stations will be a portion of this position.
- b. Strategic Investments Committee*** – No discussion at this time.
- c. Workforce Development Committee*** – Ms. Brown stated the school capacity and workforce development discussions were put on hold due to Covid. Ms. Brown and Ms. Richey discussed the importance of the EDA supporting the City with the achievement of developing the future workforce. The City needs to close the gap between education and skills which is a huge frustration to businesses. Businesses struggle to find qualified workers. There needed to be a creation of an educated and skilled workforce which aligns with the goals and resources of the City’s educational and workforce development systems. This alignment of those systems must begin as early as K-12 in order to boost high school graduation rates and ensure

successful preparation for postsecondary education, whether pursued through vocational or on-the-job training, community college, four-year college or beyond. There was a brief question and answer segment. Mr. Massey reviewed the draft resolution which was distributed to the board and it met with his approval.

**MOTION by Mitzi Brown, seconded by Susan Richey, to adopt Resolution 21-02, the Economic Development Authority resolves to focus its workforce development efforts on supporting alignment of the goals and resources of the City’s educational and workforce development systems with the ultimate objective of creating meaningful employment opportunities for the region’s workforce and thereby promoting robust economic development for the City: Ayes (7); Nays (0).**

- d. InvestFXBG Loan Committee* – Mr. Waller noted there were two loans in process but were waiting for further information to complete underwriting.
- e. Chatham Bridge Rehabilitation Marketing Committee* – Ms. Brown presented updates from Capital Marketing on the following: contacting the business with a street team, events, working with the Chamber of Commerce, pod casts, blog posts, social media posts, a video and an event when the bridge reopens. The bridge should be completed in October 2021. Chair Black requested more concrete information on the marketing.
- f. COVID Assistance Committee* – Ms. Richey mentioned funding options that would possibly be available to City businesses. There will be an update during the May meeting on research, discussions and meetings so the EDA will finalize a plan.

**STAFF REPORT.** Mr. Freehling updated the board on the following: UMW Natatorium study is underway and the FredNats City Suite schedule which included an EDA night on May 12.

Ms. Peregoy gave a brief update on the fitness gift card program. The program is an overall success. Thank you to Danelle Rose for her assistance and the Visitor Center travel counselors.

**CHAIR’S REPORT.** Chair Black gave a brief update on the FXBG Fun Campaign and stated there would be an Alpha Media update during the June meeting.

**BOARD MEMBERS COMMENTS.** Mr. Macintosh discussed the Go to Meeting with Virginia Tech Center’s John Provo and staff regarding their new programs and funding. There was a brief discussion. Mr. Mackintosh stated a possible presentation to the board.

### **CLOSED SESSION.**

Ms. Brown moved for adoption of **Resolution 21-03** the disposition of publically held real property, for the purpose of discussion or consideration of disposition of portions of undeveloped real property in the City of Fredericksburg, Virginia, publicly held under contract by the Economic Development Authority as purchaser, specifically, GPIN 7778-97-6600, regarding pricing and other terms and conditions of sale of subdivided portions thereof, 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.

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

Where upon the members went into closed session.


Ms. Stone excused herself from the meeting during the closed session.

Upon coming out of closed session.

**MOTION by Mitzi Brown, to adopt Resolution 21-04, certifying the proper conduct of the closed session. Seconded by Will Mackintosh: Ayes (6); Nays (0); Absent from Meeting: (1-Stone).**

**MOTION by Mitzi Brown, seconded by Susan Richey, the board authorized the Strategic Investments Committee to act as appropriate in pursuant of the GPIN 7778-97-6600 contract: Ayes (5); Nays (1-Brown); Absent from Meeting (1-Stone).**

***ADJOURNMENT.*** There being no further business to come before the Economic Development Authority at this time, Chair Black declared the meeting officially adjourned at 10:38 a.m.

  
\_\_\_\_\_  
Mitzi Brown, Secretary



**MOTION: Mackintosh**

**April 12, 2021  
Regular Meeting  
Resolution 21-01**

**SECOND: Stone**

**RE: Authorizing the Chair of the Fredericksburg Economic Development Authority to execute a letter of intent with the City of Fredericksburg for the purchase of 3.88 acres of land adjacent to the City Shop**

**ACTION: APPROVED: Ayes: 7; Nays: 0**

The Fredericksburg Economic Development Authority asks the City Council to approve a letter of intent for the purchase of 3.88 acres of land adjacent to the City Shop for a purchase price of \$500,000.00 to be paid in cash at Closing.

The City is interested in acquiring this land for the purpose of expanding the City Shop facility and to provide a school bus parking lot, generally as shown on the layout titled "Battlefield Industrial Park City Shop/School Bus Transportation Master Plan" dated March 18, 2021, prepared by Welford Engineering. This use is a "public use" and the acquisition of real property for this purpose is authorized under Virginia Code §15.2-1800.

Legal Counsel for the Economic Development Authority has reviewed the Letter of Intent and recommends its approval.

Therefore, the Economic Development Authority hereby resolves that:

- Approving the Letter of Intent is in the public interest;
- The Chair of the Fredericksburg Economic Development Authority is authorized to execute, deliver and carry out the Letter of Intent with the City of Fredericksburg in substantially the form submitted for approval.

**Votes:**

**Ayes: 7**

**Nays: 0**

**Absent from Vote: 0**

**Absent from Meeting: 0**

\*\*\*\*\*

**Secretary's Certificate**

*I certify that I am Secretary of the Economic Development Authority of the City of Fredericksburg, Virginia, and that the foregoing is a true copy of Resolution No. 21-01, adopted at a meeting of the Economic Development Authority held April 12, 2021, at which a quorum was present and voted.*

A handwritten signature in blue ink that reads "Mitzi Brown". The signature is written in a cursive style and is positioned above a horizontal line.

**Mitzi Brown**  
**Secretary, Economic Development Authority**



**MOTION: Brown**

**SECOND: Richey**

**April 12, 2021  
Regular Meeting  
Resolution 21-02**

WHEREAS, acting as a catalyst for the City's economic development is the mission of the Economic Development Authority (EDA) and, central to that mission, is supporting the City in achieving its strategic goal of developing the workforce of tomorrow;

WHEREAS, the City's economic development will not flourish until the City closes the education and skills gap that frustrates businesses in their struggle to find qualified workers;

WHEREAS, creation of an educated and skilled workforce requires alignment of the goals and resources of the City's educational and workforce development systems;

WHEREAS, aligning those systems must begin as early as K-12 in order to boost high school graduation rates and ensure successful preparation for postsecondary education, whether pursued through vocational or on-the-job training, community college, four-year college or beyond;

Therefore, the EDA resolves that:

It will focus its workforce development efforts on supporting alignment of the goals and resources of the City's educational and workforce development systems with the ultimate objective of creating meaningful employment opportunities for the region's workforce and thereby promoting robust economic development for the City.

**Votes:**

**Ayes: 7**

**Nays: 0**

**Absent from Vote: 0**

**Absent from Meeting: 0**

\*\*\*\*\*

**Secretary's Certificate**

*I certify that I am Secretary of the Economic Development Authority of the City of Fredericksburg, Virginia, and that the foregoing is a true copy of Resolution No. 21-02, adopted at a meeting of the Economic Development Authority held April 12, 2021, at which a quorum was present and voted.*

A handwritten signature in blue ink, appearing to read "Mitzi Brown", is written over a horizontal line.

**Mitzi Brown**

**Secretary, Economic Development Authority**



**Resolution 21-03 for Economic Development Authority to Hold Closed Meeting Under  
The Virginia Freedom of Information Act**

Date of Adoption: April 12, 2021

Proposed by: Brown

Seconded 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, more particularly, the performance of the \_\_\_\_\_ of the Department of \_\_\_\_\_ of the City of Fredericksburg, VA.

**Real Property -**

**the acquisition of real property**

**the disposition of publically held real property**, for the purpose of discussion or consideration of disposition of portions of undeveloped real property in the City of Fredericksburg, Virginia, publicly held under contract by the Economic Development Authority as purchaser, specifically, GPIN 7778-97-6600, regarding pricing and other terms and conditions of sale of subdivided portions thereof, 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.

**Prospective Business –**

**a prospective business or industry, OR**

**the expansion of an existing business or industry,**

for the purpose of holding a discussion concerning: \_\_\_\_\_, where no previous announcement has been made of the business or industry's interest in locating or expanding its facilities in the community, under Virginia Code §2.2-3711.A.5.

**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)

---

FREDERICKSBURG  
**ECONOMIC**  
**DEVELOPMENT**  
AUTHORITY

706 Caroline Street  
Fredericksburg, VA 22401

(540) 372-1216  
(540) 372-6587 Fax

**RESOLUTION 21-04 CERTIFICATION OF CLOSED EDA MEETING**

Proposal by: Brown  
Seconded by: Mackintosh

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

**WHEREAS**, the Authority has this date convened a closed meeting under Virginia Code §2.2-3711.A.3, pursuant to an affirmative recorded vote adopting Resolution 21-04 and in accordance with the provisions of the Virginia Freedom of Information Act; 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:** April 12, 2021

**VOTE:** AYES: 6 NAYS: 0  
ABSENT MEETING: 1 - Stone

**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 21-04 duly adopted at a meeting of the Economic Development Authority held on April 12, 2021, 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:

May 10, 2021

  
Secretary, EDA