

FREDERICKSBURG
ECONOMIC
DEVELOPMENT
AUTHORITY

706 Caroline Street
Fredericksburg, VA 22401

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ECONOMIC DEVELOPMENT AUTHORITY (EDA) MINUTES
March 13, 2023
8:30 a.m. • Regular Meeting
Executive Plaza, 601 Caroline St., Third Floor

The Economic Development Authority of the City of Fredericksburg, Virginia met in regular session on Monday, March 13, 2023 beginning at 8:30 a.m. at the Executive Plaza, 601 Caroline St., Third Floor.

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

ABSENT. None.

ALSO PRESENT. **Public Sculpture Project:** Preston Thayer; **Fredericksburg Regional Chamber of Commerce:** Susan Spears, Wendy Zelazny, Eric Fletcher, Joel Griffin; **EDA Counsel:** Jackson Key; **Department of Economic Development and Tourism:** Bill Freehling, Director; MC Morris, Assistant Director of Tourism; Amy Peregoy, Economic Development Specialist.

DETERMINATION OF QUORUM. Susan Richey.

AGENDA.

MOTION by Suzy Stone, seconded by Susan Richey the agenda was approved: Ayes (7); Nays (0).

PUBLIC COMMENTS. None.

PRESENTATION. Public Sculpture Project. Chair Mackintosh introduced Mr. Thayer. Mr. Thayer presented information on the project referencing the process of art selection, display periods, previous sculptures and locations throughout the city. He mentioned the project met goals of the Economic Development Strategic Plan. He stated sculptures have been donated by artists or purchased by the city and privately which are now permanent. He noted publications the city was mentioned in to include Northern Virginia magazine for the sculpture walk. He requested funding for one sculpture at a single site and signage. There was a brief question and answer segment regarding grants, and other locations in the city,

MOTION by Chris Waller, seconded by Lee Murray the board approved funding of \$2,200 for the public sculpture project: Ayes (4); Nays (0); Abstain (3-Black, Stone & Brown).

Chair Mackintosh thanked Mr. Thayer for his presentation.

PRESENTATION. Leadership InterCity Visit to Lexington, Kentucky. Chair Mackintosh introduced Ms. Zelazny. Ms. Spears introduced Ms. Zelazny, Mr. Fletcher, and Mr. Griffin to the board. Ms. Spears

referenced committee members and board members working on the intercity visit. The group presented information to the board on the Lexington, Kentucky October 2023 Leadership Visit to include: the Chamber's mission, regional competitiveness plan with a comparison of the Bluegrass region to Planning District 16, Why Lexington, Kentucky?, draft itinerary, workforce development, transportation, hotel accommodations, budget, regional branding, partnership benefits, the goal and a regional Leadership Summit on Tuesday, December 5, 2023. There was a brief question and answer segment. Ms. Zelazny requested \$20,000 to fund two city representative to attend.

Chair Mackintosh thanked the group for their presentation.

There was a brief discussion by the board to include: the EDA's budget, possible support of the Leadership Summit, previous regional partnerships, city branding efforts, and the intercity budget.

APPROVAL OF MINUTES.

MOTION by Suzy Stone, seconded by Susan Richey the minutes from the February 13, 2023 regular meeting and the minutes from the February 24, 2023 special meeting were approved: Ayes (5); Nays (0); Abstain (2-Black & Waller).

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

Mr. Murray reviewed the EDA Financial Report year ended June 30. 2022.

OLD BUSINESS. None.

NEW BUSINESS. Economic Development Strategic Plan – Mr. Freehling presented background on the 2017 strategic plan. He outlined the current presentation, survey and reporting by Chmura Economics & Analytics. He listed and reviewed each goal over the next five years. The ten goals are as follows: Recruit new businesses to the City, Develop pro-business policies, Enhance the City's tourism operation, with a focus on sports tourism, Enhance public infrastructure that will drive tourism, Redevelop areas of City consistent with Small Area Plans, Maximize the potential of the City's few remaining greenfield sites, Help create a competitive workforce, Enhance the City's marketing strategy, Help develop an entrepreneurial ecosystem, Analyze City-owned real estate. There was a brief question and answer segment.

MOTION by Susan Richey, seconded by Suzy Stone the board approved to endorse the Economic Development Strategic Plan to be presented to City Council: Ayes (7); Nays (0).

COMMITTEE REPORTS

- a. ***Parking Improvement Committee*** – No update.
- b. ***Strategic Investments Committee*** – No update.
- c. ***Workforce Development Committee*** – Ms. Brown stated due to a scheduling conflict she was unable to attend the meeting. She will report next month.
- d. ***InvestFXBG Loan Committee*** – Ms. Peregoy stated one initial application is moving towards the underwriting process. She discussed new marketing for the program to include a large reusable check during loan closings costing \$89 and the creation of a program flyer in which she listed printing and prices. Staff will design the flyer so there will not be a charge.

MOTION by Suzy Stone, seconded by Beth Black the board approved an allocation of up to \$500 for Ms. Peregoy to market the InvestFXBG program marketing purposes per her discretion: Ayes (7); Nays (0).

- e. City Relations Committee* – Chair Mackintosh stated the Economic Development and Tourism department funded a study with the University of Mary Washington regarding economic development impact on sports tourism. The study has been received but a meeting has not been set with the university.
- f. Tourism Committee* – No update.
- g. Fredericksburg VA Main Street Committee* – Ms. Brown worked on the Main Street strategic plan with the board. Mr. Kelley will attend the April meeting.

STAFF REPORT. Mr. Freehling requested the board select April 8th as the board’s game night in the suite during a Fredericksburg Nationals game.

MOTION by Beth Black, seconded by Suzy Stone the board authorized \$500 for refreshments: Ayes (6); Nays (0); Absent from Vote (1-Murray).

Ms. Peregoy noted the Small Business Appreciation event is scheduled in May. Ms. Black and Ms. Peregoy will begin planning the event.

CHAIR’S REPORT. None.

BOARD MEMBERS COMMENTS. Mr. Waller presented information on RIVERE Ecological Center. He summarized the center’s goals. Chair Mackintosh and Mr. Waller will discuss a future presentation.

CLOSED SESSION.

Ms. Richey moved for adoption of Resolution 23-06, the Economic Development Authority of the City of Fredericksburg, Virginia convene a closed meeting pursuant to Virginia Code 2.2-3711(A)(3) for the purpose of discussion and consideration of disposition of publicly held real property, specifically, the Visitor Center and parking lot located at 706 & 700 Caroline Street, and review bids received for its purchase, where discussion in an open meeting would adversely affect the bargaining position or negotiating strategy of the Economic Development Authority of the City of Fredericksburg, Virginia

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 23-07, certifying the proper conduct of the closed session. Seconded by Beth Black: Ayes (7); Nays (0).

MOTION by Beth Black, seconded by Susan Richey, to authorize Suzy Stone to approach the buyer and put forward a contract pursuant to the terms discussed in closed session: Ayes (6); Nays (1-Waller); Abstain (1-Stone).

CLOSED SESSION.

Ms. Richey moved for adoption of Resolution 23-08, the Economic Development Authority of the City of Fredericksburg, Virginia convene a closed meeting pursuant to Virginia Code 2.2-3711(A)(3) for the purpose of discussion and consideration of acquisition of real property for a public purpose, specifically the potential purchase of real estate from the City of Fredericksburg located on Sophia Street

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 23-09, certifying the proper conduct of the closed session.
Seconded by Beth Black: Ayes (7); Nays (0).**

MOTION by Chris Waller, seconded by Beth Black, to authorize Chair Mackintosh to write a letter to the City Manager with the terms to purchase property located on Sophia St. and execute the letter with the terms as discussed in closed session: Ayes (7); Nays (0).

ADJOURNMENT. There being no further business to come before the Economic Development Authority at this time, Chair Mackintosh declared the meeting officially adjourned at 10:26 a.m.


Susan Richey, Secretary

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RESOLUTION 23-06
CERTIFICATION OF CLOSED ECONOMIC DEVELOPMENT AUTHORITY
OF THE CITY OF FREDERICKSBURG, VIRGINIA MEETING

Proposed by: Richey

Seconded by: Brown

RE: RESOLUTION 23-06 FOR THE ECONOMIC DEVELOPMENT AUTHORITY OF THE CITY OF FREDERICKSBURG, VIRGINIA TO CONVENE A CLOSED MEETING UNDER THE VIRGINIA FREEDOM OF INFORMATION ACT TO DISCUSS AND CONSIDER DISPOSITION OF THE VISITOR CENTER AND PARKING LOT.

WHEREAS, the Virginia Freedom of Information Act authorizes public bodies to hold closed meetings for certain limited purposes.

NOW THEREFORE, BE IT RESOLVED that the Economic Development Authority of the City of Fredericksburg, Virginia convene a closed meeting pursuant to Virginia Code 2.2-3711(A)(3) for the purpose of discussion and consideration of disposition of publicly held real property, specifically, the Visitor Center and parking lot located at 706 & 700 Caroline Street, and review bids received for its purchase, where discussion in an open meeting would adversely affect the bargaining position or negotiating strategy of the Economic Development Authority of the City of Fredericksburg, Virginia.

DATE OF ADOPTION: March 13, 2023

VOTE: AYES: 7 NAYS: 0

CERTIFICATION:

Secretary's Certificate

I, the undersigned, certify that I am the Secretary of the Economic Development Authority of the City of Fredericksburg, Virginia, and that the foregoing is a true copy of Resolution 23-06 duly adopted at a meeting of the Economic Development Authority of the City of Fredericksburg, Virginia meeting held March 13, 2023, at which a quorum was present and voted.

Date: 4/17/23

Susan Richey
Secretary, Economic Development Authority
of the City of Fredericksburg, Virginia

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RESOLUTION 23-07
CERTIFICATION OF CLOSED ECONOMIC DEVELOPMENT AUTHORITY
OF THE CITY OF FREDERICKSBURG, VIRGINIA MEETING

Proposed by: Richey

Seconded by: Black

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

WHEREAS, the Economic Development Authority of the City of Fredericksburg, Virginia has this date convened a closed meeting under Virginia Code 2.2-3711(A)(3), pursuant to an affirmative recorded vote adopting **Resolution 23-06** 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 Economic Development Authority of the City of Fredericksburg that such closed meeting was conducted in conformity with Virginia law;

NOW, THEREFORE, BE IT RESOLVED that the Economic Development Authority of the City of Fredericksburg 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 Economic Development Authority of the City of Fredericksburg, Virginia.

DATE OF ADOPTION: March 13, 2023

VOTE: 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 23-07 duly adopted at a meeting of the Economic Development Authority of the City of Fredericksburg, Virginia held on March 13, 2023, at which a quorum was present and voted.

Date: 4/18/23

Susan Richey
Secretary, Economic Development Authority
of the City of Fredericksburg, Virginia

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RESOLUTION 23-08
CERTIFICATION OF CLOSED ECONOMIC DEVELOPMENT AUTHORITY
OF THE CITY OF FREDERICKSBURG, VIRGINIA MEETING

Proposed by: Richey

Seconded by: Black

RE: RESOLUTION 23-08 FOR THE ECONOMIC DEVELOPMENT AUTHORITY OF THE CITY OF FREDERICKSBURG, VIRGINIA TO CONVENE A CLOSED MEETING UNDER THE VIRGINIA FREEDOM OF INFORMATION ACT TO DISCUSS AND CONSIDER ACQUISITION OF REAL PROPERTY FOR A PUBLIC PURPOSE, SPECIFICALLY THE POTENTIAL PURCHASE OF REAL ESTATE FROM THE CITY OF FREDERICKSBURG LOCATED ON SOPHIA STREET.

WHEREAS, the Virginia Freedom of Information Act authorizes public bodies to hold closed meetings for certain limited purposes.

NOW THEREFORE, BE IT RESOLVED that the Economic Development Authority of the City of Fredericksburg, Virginia convene a closed meeting pursuant to Virginia Code 2.2-3711(A)(3) for the purpose of discussion and consideration of acquisition of real property for a public purpose, specifically the potential purchase of real estate from the City of Fredericksburg located on Sophia Street

DATE OF ADOPTION: March 13, 2023

VOTE: AYES: 7 NAYS: 0

CERTIFICATION:

Secretary's Certificate

I, the undersigned, certify that I am the Secretary of the Economic Development Authority of the City of Fredericksburg, Virginia, and that the foregoing is a true copy of Resolution 23-08 duly adopted at a meeting of the Economic Development Authority of the City of Fredericksburg, Virginia meeting held March 13, 2023, at which a quorum was present and voted.

Date: 4/18/23

Susan Richey
Secretary, Economic Development Authority
of the City of Fredericksburg, Virginia

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RESOLUTION 23-09
CERTIFICATION OF CLOSED ECONOMIC DEVELOPMENT AUTHORITY
OF THE CITY OF FREDERICKSBURG, VIRGINIA MEETING

Proposed by: Richey

Seconded by: Black

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

WHEREAS, the Economic Development Authority of the City of Fredericksburg, Virginia has this date convened a closed meeting under Virginia Code 2.2-3711(A)(3), pursuant to an affirmative recorded vote adopting **Resolution 23-08** 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 Economic Development Authority of the City of Fredericksburg that such closed meeting was conducted in conformity with Virginia law;

NOW, THEREFORE, BE IT RESOLVED that the Economic Development Authority of the City of Fredericksburg 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 Economic Development Authority of the City of Fredericksburg, Virginia.

DATE OF ADOPTION: March 13, 2023

VOTE: 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 23-09 duly adopted at a meeting of the Economic Development Authority of the City of Fredericksburg, Virginia held on March 13, 2023, at which a quorum was present and voted.

Date: 4/17/23

Susan Richey
Secretary, Economic Development Authority
of the City of Fredericksburg, Virginia