

AGENDA

ECONOMIC DEVELOPMENT AUTHORITY

| THURSDAY, DECEMBER 12TH |

| 8:00 AM |

COUNTY ADMINISTRATION BUILDING @ FIRST FLOOR CONFERENCE ROOM

107 N. KENT STREET WINCHESTER, VA

1. Call to Order
2. Approval of Minutes – November 7th || ACTION
3. Treasurer’s Report || ACTION
4. Legislative Policy || ACTION
 - *Review of draft legislative policy for 2019*
5. Legislative Event || DISCUSSION
 - *Discussion of Richmond event and local event*
6. Amendment request to the Chapter 36 Tax Exempt Property of Virginia State Code || ACTION
 - *Permit a refund of taxes paid for certified recycling equipment, facilities or devices if certification by Local Certifying Authority (DEQ) is issued after January 1st and manufacturing commissions this equipment prior to January 1st*
7. Small Business Microloan Program || ACTION
 - *Review of a proposal from Small Business Development Center to establish a Microloan program through Virginia Community Capital (if Mr. Kriz does not have federal district jury duties)*
8. Such other business as may come before this Authority

MINUTES
ECONOMIC DEVELOPMENT AUTHORITY
| THURSDAY, NOVEMBER 7, 2019 |

A meeting of the Frederick County Economic Development Authority was held on Thursday, November 7, 2019, at 8:00A.M. in the County Administration Building, First Floor Conference Room, 107 North Kent Street, Winchester, Virginia.

PRESENT: Stan Crockett, Gary Lofton, John Riley, Bryan Fairbanks, Doug Rinker, and Heather McKay

STAFF: Patrick Barker, Wendy May and Donna McIlwee, Frederick County Economic Development Authority, Jay Tibbs, Deputy County Administrator, and Michael Bryan, Attorney

MEETING CALLED TO ORDER: Chairman Crockett called the meeting to order at 8:00 a.m.

APPROVAL OF MINUTES

The minutes from the October 10, 2019, meeting were presented.

On motion duly made by Mr. Lofton and seconded by Mr. Rinker, the minutes were approved by the following recorded vote:

J. Stanley Crockett	Aye
Robert Claytor	Absent
Bryan Fairbanks	Aye
Gary Lofton	Aye
Heather McKay	Aye
John Riley	Aye
Doug Rinker	Aye

TREASURER'S REPORT

Mr. Barker submitted the following report:

Checking Account - Bank of Clarke County as of October 31, 2019 - \$6590.77.
Savings Account - Scott & Stringfellow as of October 31, 2019 - \$1,311,892.82.

On motion of Mr. Riley, seconded by Mr. Rinker, the Treasurer's Report was approved as submitted by the following recorded vote:

J. Stanley Crockett	Aye
Robert Claytor	Absent
Bryan Fairbanks	Aye
Gary Lofton	Aye
Heather McKay	Aye
John Riley	Aye
Doug Rinker	Aye

WEBSITE UPDATE

Wendy May, EDA Marketing Manager, presented an overview of our website redesign for YesFrederickVA.com, the EDA's principle website for economic development, and ExploreFrederickCareers.com, an EDA sub-site and home of the EDA's Career Pathways program. The sites are anticipated to launch in late November 2019.

Mr. Riley stated the update displays graphically and visually what the EDA has accomplished, how we recruit businesses and what our goals are and feels the website update could be used as the focal point at our next work session with the BOS.

All present agreed to this idea.

EDA BUDGET FY21

Mr. Barker reviewed the EDA's draft budget for FY21. The request is consistent with past budget appropriations, except for requesting an additional full-time position (Research Manager). Most of the funding for this position would come from the part-time Project Specialist position.

Mr. Rinker asked if a job description for the new position exists.

Mr. Lofton stated he would also like to see the job description, as did Mr. Crockett.

In response to the request, Mr. Barker stated he would send the job description to Board members.

Mr. Riley then made a motion to receive the budget request as information. Motion was seconded by Mr. Rinker and approved by the following recorded vote:

J. Stanley Crockett	Aye
Robert Claytor	Absent
Bryan Fairbanks	Aye



Gary Lofton	Aye
Heather McKay	Aye
John Riley	Aye
Doug Rinker	Aye

HOPE DRIVE EXTENSION UPDATE

Mr. Barker provided an update on this project for information purposes.

Mr. Bryan stated that all necessary paperwork has been completed and they are waiting for CSX to return a crossing agreement, the last piece of paperwork needed so that construction can begin.

Mr. Barker stated it is hoped that construction will start in early 2020.

SUCH OTHER BUSINESS AS MAY COME BEFORE THIS AUTHORITY

Board members were reminded that, due to a conflict, the date of the December Board meeting has been changed to Thursday, December 12, 2019.

ADJOURN

There being no further business to come before this Authority, the meeting was adjourned at 8:35 a.m.

Stan Crockett
Chairman

Jay Tibbs
Secretary



**TREASURER'S REPORT SYNOPSIS
ECONOMIC DEVELOPMENT AUTHORITY
November 30, 2019**

BANK OF CLARKE COUNTY

Beginning Balance - as of October 31, 2019		\$6,590.77
Total Deposits	\$16,000.00	
Total Disbursements	-\$16,236.00	
BALANCE AS OF November 30, 2019		\$6,354.77

SCOTT & STRINGFELLOW

Beginning Balance - as of October 31, 2019		\$1,311,892.82
Total Deposits	\$8,773.53	
Total Disbursements	-\$16,000.00	
BALANCE AS OF November 30, 2019		\$1,304,666.35

**TREASURER'S REPORT
ECONOMIC DEVELOPMENT AUTHORITY
November 30, 2019**

BANK OF CLARKE COUNTY

Beginning Balance - as of October 31, 2019 **\$6,590.77**

Deposits

11/19/2019	Scott & Stringfellow (DCI Talent Solutions Strategy)	\$16,000.00
TOTAL DEPOSITS		\$16,000.00

Disbursements

1445	11/19/2019	Development Counselor's International (Talent Solutions Strategy)	-\$16,000.00
1446	11/19/2019	Michael L. Bryan (Legal Fees)	-\$236.00

TOTAL DISBURSEMENTS **-\$16,236.00**

BALANCE AS OF November 30, 2019 **\$6,354.77**



ECONOMIC DEVELOPMENT AUTHORITY
November 30, 2019

SCOTT & STRINGFELLOW

Beginning Balance - as of October 31, 2019

\$1,311,892.82

Deposits

	Northern Shen. Valley Regional Comm.	
11/7/2019	(Talent Solutions Strategy)	\$8,000.00
1/10/2019	Interest	\$773.53
	TOTAL DEPOSITS	\$8,773.53

Disbursements

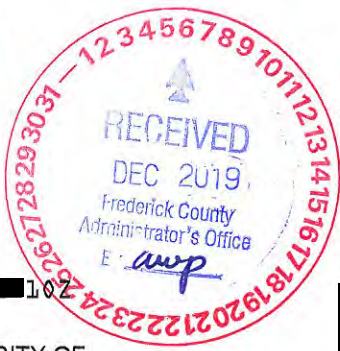
	To Checking for DCI Talent Solutions	
11/18/2019	Strategy	-\$16,000.00
	TOTAL DISBURSEMENTS	-\$16,000.00

BALANCE AS OF November 30, 2019

\$1,304,666.35

** \$707,000 of the \$1,212,611.09 represents proceeds from the sale of the Robinson School.





Statement Ending 11/30/2019

ADDRESS SERVICE REQUESTED

ECONOMIC DEVELOPMENT AUTHORITY OF THE COUNTY OF FREDERICK VIRGINIA

Managing Your Accounts



Summary of Accounts

Account Type	Account Number	Ending Balance
Public Fund Chk	[REDACTED]	\$7,090.77

Public Fund Chk [REDACTED]

Account Summary

Date	Description	Amount
11/01/2019	Beginning Balance	\$7,090.77
	1 Credit(s) This Period	\$16,000.00
	1 Debit(s) This Period	\$16,000.00
11/30/2019	Ending Balance	\$7,090.77

Deposits

Date	Description	Amount
11/19/2019	Deposit	\$16,000.00

Checks Cleared

Check Nbr	Date	Amount
1445	11/27/2019	\$16,000.00

* Indicates skipped check number

Daily Balances

Date	Amount	Date	Amount
11/01/2019	\$7,090.77	11/19/2019	\$23,090.77
		11/27/2019	\$7,090.77

Overdraft and Returned Item Fees

	Total for this period	Total year-to-date
Total Overdraft Fees	\$0.00	\$0.00
Total Returned Item Fees	\$0.00	\$0.00





Statement Ending 11/30/2019

FREDERICK COUNTY S.O.A.	1445
██████████	██████████
Date: Nov. 19, 2019	
Pay to the Order of: Development Counselors International	\$ 16,000.00
Sixteen thousand & 00/100	Dollars
For Inv. 033678	1445

#1445

\$16,000.00

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Scott &
Stringfellow

[Redacted]

ECONOMIC DEVELOPMENT AUTHORITY
OF THE COUNTY OF FREDERICK VA

[Redacted]

Statement of Account: November 1, 2019 to November 30, 2019

Account Number: [Redacted]

Financial Advisor: [Redacted]

[Redacted]

Account Activity Summary

Securities Purchased		Deposits	8,000.00
Securities Sold		Withdrawals	-16,000.00
Income	773.53	Checking	
Income Reinvestment	-773.53	Visa	
Maturities		Automatic Activity	
Other Income		Other/Money Transfer	
<small>(Income not reported by this broker/dealer)</small>			

Income Summary

Taxable*	This Period	This Year
Dividends		
Money Market Dividends		
Interest	773.53	10,124.97
Accrued Interest		
Credit Interest		
Total Taxable	773.53	10,124.97
Federal Non-Taxable		
Dividends		
Money Market Dividends		
Interest		
Accrued Interest		
Total Federal Non-Taxable		
Total Income	773.53	10,124.97

* IRA or Qualified Retirement Account income is not currently taxable.

Investment Objective: Capital Preservation

Risk Tolerance: Conservative

BB&T Scott & Stringfellow is a division of BB&T Securities, LLC, member FINRA/SIPC. BB&T Securities, LLC is a wholly-owned non-bank subsidiary. Securities and insurance products or annuities sold, offered, or recommended by BB&T Scott & Stringfellow are not a deposit, not FDIC insured, not guaranteed by a bank, not guaranteed by any federal government agency and may lose value. A BB&T bank or non-bank subsidiary may be a lender to the issuer of securities sold through BB&T Securities. Cash on deposit at a bank participating in the Insure Deposit Program and Certificates of Deposit are insured by the Federal Deposit Insurance Corporation up to \$250,000 per depositor per bank in accordance with FDIC rules. Deposits in the Insured Deposit Program are not held by BB&T Securities, LLC and are not protected by SIPC.

Portfolio Summary

PREVIOUS STATEMENT: October 31, 2019

	Previous Value	Ending Value	% of Portfolio
Equities			
Non-Taxable Fixed Income			
Fixed Income			
Government & Agency Bonds			
Options, Rights, Warrants			
Limited Partnerships			
Mutual Funds			
529 Plans			
Alternative Investments			
Private Investments			
Short Securities Value			
Margin Cash Balance			
Cash Balance			
Money Market Balance			
Insured Deposit Program+	1,311,892.82	1,304,666.35	100.0
Estimated Portfolio Value	1,311,892.82	1,304,666.35	100.0%
Annuities+			

+These assets are not held at BB&T Securities, LLC. See Detail section for disclosure information. Portfolio Value does not include unpriced securities. Bond values are provided as general guidelines.



Statement of Account: November 1, 2019 to November 30, 2019

Account Number: [REDACTED]

Financial Advisor: [REDACTED]

ECONOMIC DEVELOPMENT AUTHORITY

Daily Account Activity

Date	Transaction	Quantity	Description	Symbol/CUSIP	Type	Price	Amount	Cash & Margin Cash Balance	Money Market & IDP Balance
BEGINNING TOTALS								.00	1,311,892.82
11-07-19	DEPOSIT		FUNDS RECD		1		8,000.00	8,000.00	1,311,892.82
11-08-19	DEPOSIT		INSD DEPOSIT PROGRAM		1	1.0000	-8,000.00	.00	1,319,892.82
11-18-19	WITHDRAWAL		INSD DEPOSIT PROGRAM		1	1.0000	16,000.00	16,000.00	1,303,892.82
11-18-19	CHECK ISSUED		CHECK ISSUED CHK ISS #RC029604851		1		-16,000.00	.00	1,303,892.82
11-20-19	INTEREST		INSD DEPOSIT PROGRAM 112019 1,304,666		1		773.53	773.53	1,303,892.82
11-20-19	INTEREST REINVEST		INSD DEPOSIT PROGRAM		1		-773.53	.00	1,304,666.35
							TOTAL	.00	1,304,666.35

Insured Deposit Program Bank Allocations

The Insured Deposit Program consists of monies held in interest-bearing deposit accounts at multiple banking institutions, some of which are affiliates of BB&T Securities, LLC. These assets are eligible for FDIC Insurance up to \$250,000 per depositor per institution per category of legal ownership for maximum FDIC Insurance coverage of \$2,500,000 on uninvested cash balances. These assets, however, are not held in your securities brokerage account carried by BB&T Securities, LLC, rather by the respective banks listed below, and therefore not covered by SIPC. Balance information that we believe to be reliable has been obtained from the program banks. BB&T Securities, LLC does not guarantee the accuracy or completeness of such information. Balances are insured up to the FDIC limits per institution, subject to the combined total of all your deposits at a specific bank by category of ownership, including those outside this account. It is your responsibility to monitor your aggregate relationship with a particular banking institution to ensure proper FDIC coverage. Please refer to the Insured Deposit Program Terms and Conditions for more detail. For any questions regarding Insured Deposit Program, please contact your Financial Advisor. Please note that BB&T Securities, LLC and your Financial Advisor receive compensation on IDP balances that may exceed that received for other money market sweep alternatives.

<u>DESCRIPTIONS</u>	<u>CURRENT VALUE</u>
Simmons Bank	Pine Bluff AR 237,500.00



Statement of Account: November 1, 2019 to November 30, 2019

Account Number: [REDACTED]

Financial Advisor: [REDACTED]

ECONOMIC DEVELOPMENT AUTHORITY

Insured Deposit Program Bank Allocations (continued)

DESCRIPTIONS		CURRENT VALUE
Branch Banking & Trust Co	Winston-Salem NC	237,500.00
East West Bank	Pasadena CA	237,500.00
EagleBank	Bethesda MD	117,166.35
Sterling National Bank	Montebello NY	237,500.00
BankUnited	Miami FL	237,500.00
TOTAL INSURED BANK DEPOSITS		\$1,304,666.35

Money Market/Insured Deposit Program

INSURED DEPOSIT PROGRAM		APY For This Period Was 0.70%
Summary		
Beginning Balance		1,311,892.82
Ending Balance		1,304,666.35

Please see the Insured Deposit Program Bank Allocations section for additional disclosures on the Insured Deposit Program.



Statement of Account: November 1, 2019 to November 30, 2019

Account Number: [REDACTED]

Financial Advisor: [REDACTED]

ECONOMIC DEVELOPMENT AUTHORITY

Important Client Messages:

Statement changes for annuity holders:

Effective with the December 2018 statement, the following changes were made for clients holding an annuity in their BB&T Scott & Stringfellow brokerage account:

- Portfolio Summary - Annuities category moved below the Portfolio Summary section and the value is not included in the Estimated Portfolio Value
- IRA Summary - (IRA Accounts Only)
 - IRA Fair Market Value will not include the fair market value of the annuity. The Fair Market Value for the annuity only will be provided by the annuity carrier.
 - Since the annuity value is not included in the IRA Fair Market Value, the value of the annuity will not be part of the Required Minimum Distribution (RMD) calculation. The Required Minimum Distribution amount for the annuity only will be provided by the annuity carrier.
 - For annuities that still list BB&T Securities as the owner as of December 31, 2018, the IRA Fair Market Value and Required Minimum Distribution will be incorrect on the statement because the value of the annuity was not included. BB&T Securities will provide the Fair Market Value and Required Minimum Distribution amount in a separate mailing.

Consolidated Forms 1099 Mailing Schedule:

The mailing deadline set by the Internal Revenue Service for 2019 Consolidated Forms 1099 is Tuesday, February 18, 2019. The IRS offers reporting entities the ability to file for a 30 day extension to the stated deadline. Consistent with industry practice, BB&T Securities elects to annually request the 30 day extension to the mailing deadline. We will begin mailing Forms 1099 in January 2020; however, tax statements for accounts holding securities with more complex features may not be issued until March. This allows BB&T Securities time to obtain and process the required reporting data and lessens the need for amended/corrected tax documents. Investments that may have more complex features include but are not limited to mutual funds and other regulated investment companies (RICs), real estate investment trusts (REITs), royalty trusts, real estate mortgage investment conduits (REMIC), widely held mortgage trusts (WHMT), and unit investment trusts (UITs).

All 2019 Consolidated Forms 1099 will be mailed prior to March 16, 2020.

TurboTax:

BB&T Securities will continue to support the downloading of tax information directly into TurboTax for those clients using the software for tax year 2019. Additional details regarding this service will be provided with your 2019 1099 package.



Statement of Account: November 1, 2019 to November 30, 2019

Account Number: [REDACTED]

Financial Advisor: [REDACTED]

ECONOMIC DEVELOPMENT AUTHORITY

IMPORTANT CLIENT INFORMATION

IMPORTANT- KEEP FOR TAX PURPOSES. Please notify your financial advisor of any change of address.

- ◆ Types of Accounts: 1) Cash Account 2) Margin Account 4) When-issued Account 6) Short Account 8) Stock Loan Account 9) Annuity
- ◆ This is a combined statement of your Margin Account and of a Special Miscellaneous Account (SMA) maintained for you under Section 4(f)(6) of Regulation T issued by the Board of Governors of the Federal Reserve System. The permanent record of the separate account as required by Regulation T is available for your inspection upon request.
- ◆ Further information with respect to commissions and other charges has been included in confirmations of such transactions previously furnished to you and such information will be made available to you promptly upon request. You should also advise us of any material change in your investment objectives and/or financial situation.
- ◆ Customer free credit balances may be used in this firm's business subject to the limitations of 17 CFR Section 240.15c3-3 under the Securities Exchange Act of 1934. You have the right to receive from us upon demand and in the course of normal business operation the delivery of: a) any free credit balance to which you are entitled, b) any fully paid securities to which you are entitled, and c) any securities purchased on margin upon full payment of any indebtedness to us. Any funds subject to a sweep program can be liquidated upon your demand and either returned to the account as a free credit balance or remitted to you directly.
- ◆ A financial statement of this firm is available for your personal inspection at its office or a copy of it will be mailed upon your written request.
- ◆ All securities held by BB&T Securities, LLC for you, but which are not registered in your name, are commingled with identical securities being held for other clients. In the event any securities so held are "called" by the issuer, we will determine the beneficial ownership thereof by an impartial random selection system required by FINRA rules.
- ◆ SIPC provides protection to each BB&T Securities, LLC correspondent client account through the Securities Investor Protection Corporation amounting to a total of \$500,000 inclusive of up to \$250,000 in cash. BB&T Securities, LLC carries insurance coverage issued by Lloyd's of London in excess of the standard SIPC coverage with a maximum limit per customer of \$50,000,000 and a \$200,000,000 total aggregate over all customers and every situation during the policy period. You may obtain information about SIPC, including the SIPC Brochure, by contacting SIPC at www.sipc.org or by calling SIPC at 202-371-8300.
- ◆ The Statement of Financial Condition for BB&T Securities, LLC may be obtained, at no cost, by accessing the company's website at www.bbtsecurities.com or by calling the company toll free at 866-619-1648.
- ◆ This statement will be deemed conclusive if not objected to within 10 days. All inquiries regarding your account or the activity therein should be directed to your Financial Advisor. Please report any inaccuracy or discrepancy in your account in writing to the office servicing your account or to BB&T Securities, LLC, 8006 Discovery Drive, Richmond, VA 23229, tel. 866-619-1648. Customer complaints may be directed to BB&T Securities, LLC at 877-679-5463. You may reach FINRA by calling the FINRA Regulation Public Disclosure Program Hotline at 800-289-9999 or by visiting FINRA Regulation online at www.finra.org. A brochure describing the FINRA Regulation Public Disclosure Program is also available from FINRA upon request.



Statement of Account: November 1, 2019 to November 30, 2019

Account Number: [REDACTED]

Financial Advisor: [REDACTED]

ECONOMIC DEVELOPMENT AUTHORITY

IMPORTANT CLIENT INFORMATION

- ◆ The prices displayed on this Client Statement represent the value on the last day of the statement period based on pricing information provided to us by quotation services or other sources. The sources of this information are considered reliable, however the accuracy of this information cannot be guaranteed. If you hold private or alternative investments, such securities may be priced by using the issuer's net asset value (NAV) or by one of the approved valuation methods below:
 - A) Net Investment Method – IMPORTANT – Part of your distribution includes a return of capital. Any distribution that represents a return of capital reduces the estimated per share value shown on your account statement.
 - B) Appraised Value Method – The appraised valuation disclosed in the issuer's most recent periodic or current report filed with the SEC.

Such securities are not listed on a national securities exchange, are generally illiquid, and even in the event of a sell transaction, the price received may be less than the per share estimated value provided in the account statement. Please contact your financial advisor for a current market quote.

- ◆ Credit rating contained herein is obtained by BB&T Securities, LLC from sources believed by it to be accurate and reliable. The credit ratings are statements of opinion and not statements of fact or recommendations to purchase, sell or hold any securities and are subject to change. Please contact your Financial Advisor for current credit rating information.

8006 Discovery Drive, Richmond, Virginia 23229

DATE: December 9, 2019

TO: Board of Directors,
Frederick County Economic Development Authority

FROM: Patrick Barker, CEcD
Executive Director

CC: Jay Tibbs
Deputy County Administrator

RE: Legislative Agenda

Last year, the EDA Board created and approved a legislative agenda for the General Assembly session. The EDA Board wanted an agenda that was unique to the EDA but complementary to that of Frederick County, the Virginia Association of Counties and the Virginia Economic Developers Association. In preparation for the 2020 General Assembly session, staff has updated the Legislative Agenda for review and discussion by the EDA Board. If the EDA is agreeable with the revised agenda, staff is seeking adoption. Following adoption, staff will forward a copy of the legislative agenda to our local legislators.

FREDERICK COUNTY EDA
LEGISLATIVE AGENDA 20192020

Frederick County EDA believes it is vital that the Commonwealth of Virginia invest in programs with a positive return on investment that help create new jobs to make Virginia more competitive. Not only will this dramatically improve Virginia's position in the national business climate rankings, it will also positively impact both our quality of life and the state's fiscal health. To bolster Virginia's economic development competitiveness in the global marketplace, the Frederick County EDA recommends policy and budgetary actions that will support:

A SKILLED AND AVAILABLE WORKFORCE

The future of Frederick County and Virginia's economic development success is tied mightily to talent attraction, retention, and development. For the Commonwealth to be viewed as the top state for a skilled and available workforce, training programs must be in place and well-funded.

➤ **Workforce Solutions.**

Virginia currently has two critical and complementary programs that provide economic development projects with critical workforce training support.

- The Virginia Jobs Investment Program (VJIP) is the most frequently used economic development program, as it is accessible to companies of all sizes in every corner of the Commonwealth. The program helps offset recruitment and training costs, thus reducing companies' human resource development expenses and reinvesting these funds in the people of Virginia. The Commonwealth should restore funding for the VJIP program to its previous funding level of \$5.7 million.
- Virginia's new service-based workforce incentive will rapidly re-skill an area's workforce to the exact requirements of a new or expanding employer through training that is fully customized to an employer's unique processes, equipment and procedures. This will attract more high-growth industries, including manufacturers. VEDA supports increased funding for the Custom Workforce Program to continue the program's development and growth to the capacity of Virginia's competitor states.

~~To compete with top-ranked state workforce development programs (e.g., Georgia Quick Start and Louisiana FastStart), Virginia must create a world-class, turnkey, customized workforce recruitment and training incentive program available for significant expansions of existing firms as well as substantial new business facilities. Virginia must also seek opportunities to more directly engage higher education institutions in economic development projects.~~

High-demand Credential Training. Prospects and existing businesses need higher-skilled employees, and Virginians need affordable access to attaining credentials in demand by

YOUR MOVE. OUR COMMITMENT.

hiring companies. The Frederick County EDA ~~endorsess~~supports additional funding to build on the success of the Workforce Credential Grant (Fast Forward), a pay-for-performance initiative that creates and sustains a demand-driven supply of credentialed workers to fill occupations where demand outstrips. The grant makes attainment of credentials in high-demand fields more affordable to Virginians through the Virginia Community College System~~additional funding for pay for performance attainment of high demand credentials delivered through the Virginia Community College System. These credentials demonstrate the availability of a skilled, motivated, and plentiful workforce in the Commonwealth~~

A RELIABLE AND SAFE TRANSPORTATION SYSTEM

The Frederick County Economic Development Authority fully recognizes that Frederick County must be a well-connected location. This is essential to existing and new businesses in accessing their suppliers and customers, as well as connecting to intermodal hubs leading to the global marketplace. A business won't go anywhere without easy access to well-maintained, high-capacity road networks that connect to customers, distributors, and shippers. This is especially true for the manufacturing sector, a target business of the EDA. That's why an excellent transportation network is essential for a well-functioning supply chain, as well as for the on-time delivery of goods to the marketplace. We strongly support policies to invest in infrastructure to enhance the state's competitiveness and the effective spending of funding.

UNIVERSAL AFFORDABLE BROADBAND

Broadband access to all parts of the Commonwealth is essential to the state's competitiveness. It drives job creation, promotes innovation, and expands markets for Virginia businesses. Too many areas, in Frederick County and others, still lack access to this crucial resource. We urge Virginia policy makers to ~~move forward with plans to expand deployment of broadband to all corners of Virginia in partnership with public and private providers.~~support the funding for the Virginia Telecommunication Initiative.

TOOLS FOR COMPETITIVENESS

Chief among Virginia's tools to be competitive are economic development incentives. Virginia must strengthen and grow its economic development toolbox. It is imperative that Virginia live up to the commitments it has made in the past by fully funding existing initiatives and commitments and by increasing funding to the economic development incentives that clearly deliver success for the Commonwealth. Frederick County EDA supports transparency and accountability with regard to the use and management of incentives, but such measures should not restrict the state's ability to be responsive and flexible to the needs of business.



Virginia Business Ready Sites Program (VBRS). Site readiness is important to Virginia’s economic development efforts. Currently, Virginia has the lowest number of buildable/certified sites in the nation. Frederick County EDA supports increased funding for the VBRS program and other efforts to provide a more competitive product for those businesses looking to locate or expand in the Commonwealth.

Commonwealth Opportunity Fund (COF). COF remains Virginia’s flagship economic development incentive program and the state’s premier deal closing fund. Virginia must remain competitive to make the short list of site selection projects by maintaining and increasing funding to the program

~~[Virginia Jobs Investment Program \(VJIP\).](#) VJIP is the most frequently used economic development program, as it is accessible to companies of all sizes in every corner of the Commonwealth. The program provides funding and free consulting services to new and existing companies creating new jobs or experiencing technological change. This funding helps offset recruitment and training costs, thus reducing companies’ human resource development expenses and reinvesting these funds in the people of Virginia.~~

Virginia Economic Development Incentive Grant (VEDIG). VEDIG is an important tool to help the Commonwealth achieve its goal to continue to attract significant headquarters, administrative or service sector operations in Virginia. It should be funded at a level that allows the state to meet current commitments as well [as](#) demand by future prospects.

Agriculture and Forestry Industries Development Fund (AFID). AFID is a critical tool for localities to support two of Virginia’s largest industries: agriculture and forestry. This performance-based grant is made to companies that create jobs and investment, add value to Virginia-grown products, and commit to sourcing Virginia-grown products – creating additional marketplaces for Virginia’s farmers and forestland owners. The AFID program helps both rural and urban localities throughout the Commonwealth attract new and expanding businesses. It is imperative that funding for the program be maintained.

[Opportunity Zones – Opportunity Zones are an important federal tool to spur vitality in economic growth in communities across Virginia. These Zones allow investors to receive tax benefits on currently unrealized capital gains by investing those gains in qualified census tracts or Opportunity Zones. Frederick County supports the effective positioning of Opportunity Zones to align with economic development strategies of the Commonwealth to maximize investment and job creation.](#)



Data Center and Manufacturing Incentives – VEDA supports the recommendations made by the Joint Legislative Audit & Review Commission (JLARC) in its 2019 report, **Data Center and Manufacturing Incentives**. The availability of data center sales and use tax exemptions is among the top few site-selection considerations for data centers and has been a major contributor to the Commonwealth’s success in data center locations.

~~**New Economy Workforce Credential Grant.** Frederick County supports additional funding to build on the success of the Workforce Credential Grant, a pay-for-performance initiative that creates and sustains a demand-driven supply of credentialed workers to fill occupations where demand outstrips supply in Virginia. The program does this by driving increased attainment, by Virginians, of industry certifications and occupational licenses that count for jobs and business growth. The grant makes attainment of credentials in high-demand fields more affordable to Virginians through the Virginia Community College System.~~



DATE: December 9, 2019

TO: Board of Directors,
Frederick County Economic Development Authority

FROM: Patrick Barker, CEcD
Executive Director

CC: Jay Tibbs
Deputy County Administrator

RE: EDA Legislative Receptions

In early January, the EDA has typically sponsored an economic/legislative reception for local and state elected officials along with representatives from various state agencies. The purpose of the reception is to promote industry, develop trade, and increase commerce for the benefit of Frederick County and its citizens. This event includes a reception for all attendees followed by a dinner for EDA, local and state elected officials. Last year's event was cancelled due to scheduling issues with EDA and BOS members.

As you might recall, in September, the EDA discussed the possibility of having a local complementary and/or alternative event to the EDA's Annual Legislative Reception held in Richmond. This event would focus on showcasing Frederick County as a business destination, highlight key EDA programs and recruit support for EDA legislative priorities. Federal and State elected officials would be the central key audience along with State economic development officials and other key State departments. The consensus was to revisit discussion of this event in December after the State elections.

For information purposes, the following was the proposed agenda for the local legislative event.

- 1:00 pm | Meet at Airport for Opening/Introductions
- 1:15 pm | Drive to area manufacturer for a tour with students
 - While en route, will point out significant business events that showcase Frederick County as a premier business location status as well as show other points of interest that relate to legislative priorities
- 1:30 pm | Manufacturing tour with students
 - Students will either be County middle or high school students or students from the Trades Academy at LFCC
- 2:30 pm | Drive to local agribusiness facility for business roundtable and reception
 - While en route to manufacturer, will point out significant business events that showcase Frederick County as a premier business location status as well as show other points of interest that relate to legislative priorities

- 3:00 pm | Business Roundtable\Reception at local agribusiness facility
 - Hear from key local businesses (targeting 3-4 businesses) their reasoning for locating in Frederick County and current needs
 - Discuss proposed legislative bills and budgetary priorities
 - Heavy appetizers and drinks served will be locally sourced, as best possible
- 4:30 pm | Conclude event/return to airport

Staff is seeking guidance from the EDA regarding whether there is interest in proceeding with the annual reception in Richmond in January or should we focus on a local complementary event outside of the General Assembly session.

If the EDA Board wishes to move forward with the economic/legislative reception Richmond in 2020, then an appropriation from the EDA Board not to exceed \$5,000 would be needed to cover expenses (reception, dinner and lodging for local leadership). Staff would coordinate with Mr. Dick, Frederick County's legislative liaison, regarding the logistics.

If the EDA Board wishes to focus on a local event, no appropriation would be needed at this time and staff would refine the agenda and determine a date/time/location and will bring it back to the EDA for endorsement.



DATE: December 9, 2019

TO: Board of Directors,
Frederick County Economic Development Authority

FROM: Patrick Barker, CEcD
Executive Director

CC: Jay Tibbs
Deputy County Administrator

RE: Request to Modify State Code 58.1-3361 Certified solar energy equipment, facilities, or devices and certified recycling equipment, facilities, or devices

The EDA's business retention activities yielded a request to modify the Virginia State Code pertaining to certified recycling requirement. As it currently reads, a business can request exemption of local taxes machinery and equipment which is used to manufacture, process, compound, or produce for sale recyclable items of tangible personal property at fixed locations in the Commonwealth. A letter from the Department of Environmental Quality must accompany the exemption request, which certifies that the machinery and equipment is integral to the recycling process and for use primarily for the purpose of abating or preventing pollution of the atmosphere or waters of the Commonwealth.

As currently stated, if a business had operated any eligible machinery or equipment as of January 1st but does not yet have their DEQ letter, the business must pay taxes on that machinery or equipment. There is no provision for reimbursement should the business receive their DEQ letter within a reasonable period.

Staff recommends the EDA Board support a modification to the Virginia State Code 58.1-3361 to permit reimbursement of local taxes paid if DEQ issues a certification letter within 12 months of a business operating eligible machinery or equipment.

Code of Virginia
Title 58.1. Taxation
Chapter 36. Tax Exempt Property

§ 58.1-3661. Certified solar energy equipment, facilities, or devices and certified recycling equipment, facilities, or devices.

A. Certified solar energy equipment, facilities, or devices and certified recycling equipment, facilities, or devices, as defined herein, are hereby declared to be a separate class of property and shall constitute a classification for local taxation separate from other classifications of real or personal property. The governing body of any county, city or town may, by ordinance, exempt or partially exempt such property from local taxation in the manner provided by subsection D.

B. As used in this section:

"Certified recycling equipment, facilities, or devices" means machinery and equipment which is certified by the Department of Environmental Quality as integral to the recycling process and for use primarily for the purpose of abating or preventing pollution of the atmosphere or waters of the Commonwealth, and used in manufacturing facilities or plant units which manufacture, process, compound, or produce for sale recyclable items of tangible personal property at fixed locations in the Commonwealth.

"Certified solar energy equipment, facilities, or devices" means any property, including real or personal property, equipment, facilities, or devices, excluding any portion of such property that is exempt under § 58.1-3660, certified by the local certifying authority to be designed and used primarily for the purpose of collecting, generating, transferring, or storing thermal or electric energy.

"Local certifying authority" means the local building departments or the Department of Environmental Quality. The State Board of Housing and Community Development shall promulgate regulations setting forth criteria for certifiable solar energy equipment. The Department of Environmental Quality shall promulgate regulations establishing criteria for recycling equipment, facilities, or devices.

C. Any person residing in a county, city or town which has adopted an ordinance pursuant to subsection A may proceed to have solar energy equipment, facilities, or devices certified as exempt, wholly or partially, from taxation by applying to the local building department. If, after examination of such equipment, facility, or device, the local building department determines that the unit primarily performs any of the functions set forth in subsection B and conforms to the requirements set by regulations of the Board of Housing and Community Development, such department shall approve and certify such application. The local department shall forthwith transmit to the local assessing officer those applications properly approved and certified by the local building department as meeting all requirements qualifying such equipment, facility, or device for exemption from taxation. Any person aggrieved by a decision of the local building department may appeal such decision to the local board of building code appeals, which may affirm or reverse such decision.

D. Upon receipt of the certificate from the local building department or the Department of Environmental Quality, the local assessing officer shall, if such local ordinance is in effect, proceed to determine the value of such qualifying solar energy equipment, facilities, or devices or certified recycling equipment, facilities, or devices. The exemption provided by this section shall be determined by applying the local tax rate to the value of such equipment, facilities, or devices and subtracting such amount, wholly or partially, either (i) from the total real property tax due on the real property to which such equipment, facilities, or devices are attached or (ii) if such equipment, facilities, or devices are taxable as machinery and tools under § 58.1-3507, from the total machinery and tools tax due on such equipment, facilities, or devices, at the election of the taxpayer. This exemption shall be effective beginning in the next succeeding tax year, and shall be permitted for a term of not less than five years. In the event the locality assesses real estate pursuant to § 58.1-3292, the exemption shall be first effective when such real estate is first assessed, but not prior to the date of such application for exemption.

E. It shall be presumed for purposes of the administration of ordinances pursuant to this section, and for no other purposes, that the value of such qualifying solar energy equipment, facilities, and devices is not less than the normal cost of purchasing and installing such equipment, facilities, and devices.

Code 1950, § 58-16.4; 1977, c. 561; 1984, c. 675; 1988, c. 253; 1990, c. 690; 1998, c. 606; 2014, cc. 259, 737; 2016, c. 346.



December 4, 2019

Patrick Baker
Frederick County Department of Economic Development
45 E Boscawen Street
Winchester, VA 22601

Dear Patrick:

I am writing to ask the Frederick County Economic Development Authority to help support small business by creating a micro-loan program for new and existing businesses. These types of programs are already being offered in neighboring counties and cities. My due diligence in many conversations with local commercial loan officers has determined that due to federal regulations and laborious paperwork they do not typically want to work with these smaller micro-loans.

I believe I have discovered a partner and developed a process to alleviate extra work for your staff and the EDA board. I propose that Virginia Community Capital prepare the loan application packages and make an initial recommendation to your EDA board. Your EDA board will have full discretion on whether or not to approve a loan application. If approved by your board, Virginia Community Capital would handle the management of the loan, thus alleviating extra work on your team or board members. Please see attachment "A" for an example of a similar program in Norfolk, VA. I have done due diligence in contacting local banks and there is not a local bank who wants to handle these type loans.

The micro-loan program total funding request level is \$50,000 per year. This is a comparable level to other cities and counties in our region. These neighboring cities and counties typically distribute the entire \$50,000 per year with an average loan amount of \$6250 per business. I propose the following eligibility requirements to be able to apply for a micro-loan:

1. As per SBA guidelines to be considered a small business the company must have under 100 employees and under \$50M in revenue each year.
2. The business must have been in business for at least two years.
3. The business must be located in Frederick County.

After the first year, an evaluation/recommendation from the Frederick County EDA board decide on funding levels after year one.

The Lord Fairfax Small Business Development Center will work with each applicant to ensure a professional business plan and strategy for repayment are established. Virginia Community Capital will use their expertise to prepare and “pre-screen” loan applications before they are presented to the EDA Board.

I sincerely appreciate your consideration and thank the board of directors for taking time to consider this proposal. Please feel free to reach out to me with any ideas, suggestions or questions. I am happy to attend a board meeting and bring Virginia Community Capital as well to answer any questions.

Sincerely;

Christine Kriz

Christine Kriz
Director, Lord Fairfax SBDC

Frederick County Economic Development Authority

Performance Measures | 2019

Performance Measure	Mission	2018 Total	2018 Quarterly Average	Quarter 3 (Jan - Mar)	Quarter 4 (Apr - June)	Quarter 1 (July - Sept)	Quarter 2 (Oct - Dec)
Value of Announced New Capital Investments (EDA assisted)	BR BA	\$20,500,000	\$5,125,000	\$2,512,000	0	\$3,700,000	
Number of Announced New Jobs Created (EDA assisted)	BR BA	40	10	250	0	13	
Average wages of announced new jobs (EDA assisted)	BR BA	\$37,500	\$37,500	\$27,076	\$0	\$46,571	
Website Users	BR BA TE BC	5,313	1,328	3,241	2,084	2,084	
Website Page Views	BR BA TE BC	16,680	4,170	7,379	5,882	5,045	
Website Unique Page Views	BR BA TE BC	12,201	3,050	5,813	4,389	3,926	
Website Pages Per Session	BR BA TE BC	8.31	2.08	2.04	2.41	2.08	
E-News Open Rate	BR BA TE BC	126%	42%	43%	43%	n/a	
Facebook Likes (Total)	BR BA TE BC	2881	720	782	858	867	
Facebook Total Reach (Organic & Paid)	BR BA TE BC	104,681	26,170	29,158	53,906	25,265	
Facebook Total Reach (Paid)	BR BA TE BC	25,599	25,599	8,590	18,493	18,199	
Call Team Visits Monitor stability of businesses based upon:							
* Call Team Visits Percent with New Products in Next 2 Years	BR	62%	62%	65%	65%	65%	
* Call Team Visits Percent with New Products in Last 5 Years	BR	68%	68%	71%	63%	63%	
* Call Team Visits Percent with Plan to Expand Next 3 Years	BR	35%	35%	41%	33%	33%	
* Call Team Visits Percent with Difficult with Recruiting	BR	74%	74%	79%	78%	78%	
* Call Team Visits Increased funding for employee training (new, proficiency, remedial)	BR	35%	35%	37%	29%	29%	
New Relationships SS/CRE/VEDP	BR BA	94	24	9	20	24	
Refresh Relationships SS/CRE/VEDP	BR BA	83	21	55	26	68	
Project Considerations SS/CRE/VEDP	BR BA	14	4	4	2	3	
New Business Prospects	BA	23	6	11	9	5	
Recommended Properties (VEDP)	BA	11	6	10	7	6	
Property Views (Web)	BA	667	167	154	191	294	
Existing Business Prospects	BR	12	3	3	3	2	
Career Pathway Program							
* Widget Cup # students, # volunteers, # businesses	TE	41/13/16	41/13/16	na	40/20/20	na	
* Widget Cup competitors felt prepared	TE	74%	74%	na	77%	na	
* Widget Cup competitors took opp to network	TE	48%	48%	na	61%	na	
* Widget Cup increase number of parents attending	TE	29%	29%	na	14%	na	
* Student Tours # students, # businesses	TE	385/24	385/24	na	na	336/20	
* Student Tours agree/strongly agree quality careers exists before tour	TE	54%	0.54	na	na	67%	
* Student Tours agree/strongly agree quality careers exists after tour	TE	71%	0.71	na	na	88%	
* Educator Tours # teachers, # business	TE	-	-	na	na	120/8	
* Educator Tours agree/strongly agree quality careers exists before tour	TE	-	-	na	na	incomplete	
* Educator Tours agree/strongly agree quality careers exists after tour	TE	-	-	na	na	incomplete	
* Educator Tours Increase attendance	TE	-	-	na	na	na	
* Educator Tours increase in sharing of options/knowledge of what is local with students	TE	-	-	na	na	incomplete	
* Worlds of Work # students, # businesses, # volunteers	TE	2,825/61/39	2,825/61/39	na	na	2910/71/53	
*Worlds of Work repeating exhibitors		53	53	na	na	61	
*Worlds of Work new exhibitors		8	8	na	na	10	
* Worlds of Work exhibitors recommend participation	TE	97%	97%	na	na	96%	
* Worlds of Work students felt participating gave them idea of careers	TE	87%	87%	na	na	incomplete	
Number of Industrial Certification Awards *	TE	938	-	803	1,027	1,256	

Performance Measure	Mission	2018 Total	2018 Quarterly Average	Quarter 3 (Jan - Mar)	Quarter 4 (Apr - June)	Quarter 1 (July - Sept)	Quarter 2 (Oct - Dec)
Percentage of Working Age Cohort (18-64) 45 Mile Radius	TE	62.5%	62.5%	64.8%	61.3%	61.1%	
Lord Fairfax Small Business Development Center							
* Capital Investment	BR BA	\$1,050,701	\$262,675	\$0	\$0	\$150,000	
* Jobs Created and Retained	BR BA	70	18	3	0	2	
* New Clients Consulted	BA	80	20	1	15	1	
* Existing Clients Consulted	BR	78	20	37	14	38	
Business Sites							
* Number of Sites Available	BR BA BC	26	26	26	19	19	
* Total Acreage Available	BR BA BC	1,539	1,539	1,526	933	1,004	
* Number of Tier 4 or 5 Sites (North)	BR BA BC	1	1	1	1	1	
* Number of Tier 4 or 5 Sites (South)	BR BA BC	0	0	0	0	0	
* Number of Tier 4 or 5 Sites (East)	BR BA BC	0	0	0	0	0	
Office and Industrial Space							
* Total SQ FT Available Office	BR BA BC	134,240	134,240	172,680	123,100	117,000	
* Vacancy Rates Office	BR BA BC	5.0%	5.0%	4.0%	3.9%	3.9%	
* Total SQ FT Available Industrial	BR BA BC	521,667	521,667	640,313	500,000	760,500	
* Vacancy Rates Industrial	BR BA BC	2.9%	2.9%	3.8%	3.6%	3.9%	

TE | Talent Engagement, BR | Business Retention, BA | Business Attraction, BC | Business Climate

*Data is Year to Date, which started in July