

WORK SESSION MINUTES

**ECONOMIC DEVELOPMENT AUTHORITY (EDA)
OF JAMES CITY COUNTY (JCC)
5308 DISCOVERY PARK BLVD. SUITE 203 CONFERENCE ROOM
WILLIAMSBURG, VA 23188
8:00 AM, TUESDAY, DECEMBER 16, 2008**

1. CALL TO ORDER

The work session was called to order by Chairman Rinaldi at 8:04 AM.

2. ROLL CALL

A roll call identified the following members present:

Mr. Brien Craft
Mr. Douglas M. Gebhardt
Mr. Mark G. Rinaldi
Mr. Thomas Tingle
Mr. Marshall Warner

Also Present:

Dr. Sam Frye, Titan Athletic Group, JCCTI Client
Mr. Tim Leaptrott, Titan Athletic Group, JCCTI Client
Ms. Magda Gucwa, Food Systems Cooperative, JCCTI Client
Mr. Sean Sheppard, Food Systems Cooperative, JCCTI Client
Mr. Tim Adkins, Food Systems Cooperative, JCCTI Client
Mr. Sean Charles, Food Systems Cooperative, JCCTI Client
Dr. John Lanzalloti, PRO-Tech, JCCTI Client
Mr. Wayne Waldrop, Virginia Department of Business Assistance
Mr. Tom Page, GS Virginia/Stonehouse
Ms. Carla Brittle, Business Facilitator, JCC
Mr. Leo Rogers, EDA General Counsel
Mr. Steven T. Yavorsky, Assistant EDA Secretary
Ms. Laura A. Messer, EDA Recording Secretary

Arrived Late:

Ms. Leanne DuBois
Mr. Paul W. Gerhardt

Absent:

Mr. James G. Kennedy, Board of Supervisors (BOS) Liaison to EDA

3. PRESENTATIONS

Mr. Rinaldi stated that James City County Technology Incubator (JCCTI) Clients had come to present information about their companies. First, the EDA and all guests introduced themselves to the JCCTI clients.

Dr. Sam Frye presented information on Titan Athletic Group (TAG), which has taken residence in JCCTI as a winner in the Hampton Roads Technology Council Business Plan Competition. TAG will be releasing its flagship product, the X10, just in time for spring training 2009. Dr. Frye explained that the X10 is the first baseball swing trainer of its kind, delivering powerful results to improve a player's game.

Dr. Frye showed TAG's business plan for the next several quarters and discussed the progression of the product.

Dr. Frye answered several questions from the EDA including a question from Mr. Craft regarding the research/design and manufacturing of the product. Dr. Frye stated he would like to find a local company to assist TAG with their needs.

Mr. Sean Sheppard presented information on Food System Cooperative (FSC), which aims to take food from the farm to the table through utilization of computer-based software. Mr. Sheppard discussed financial figures for FSC and discussed the importance of sustainability in our local economy.

Mr. Warner inquired about the FSC business plan and Ms. DuBois cited that the goals of FSC were currently very relevant.

Dr. Lanzalotti of PRO-Tech overviewed his company, which hopes to change administrative procedures for hospitals. He discussed the use of software to revolutionize healthcare payments.

Dr. Lanzalotti answered several questions from the EDA to assist the understanding of the software and its structure.

4. ACTION ITEMS

a. Election of 2009 EDA Officers

Mr. Rinaldi asked the Nominating Committee to present the slate of officers for the election of 2009 officers.

Mr. Craft presented the following slate of officers for 2009:

Mr. Thomas Tingle – Chairman
Mr. Douglas Gebhardt – Vice-Chairman
OED Director – EDA Secretary
OED Assistant Director – EDA Assistant Secretary
JCC Treasurer – EDA Treasurer

Following no objections to the slate of officers, Mr. Warner made a motion to accept the 2009 EDA Officers as presented. Ms. DuBois seconded the motion and it passed unanimously.

b. Appointment of 2009 EDA Liaisons

Mr. Craft presented the 2009 EDA Liaisons list (attached) and asked if there were any objections. There being none, Mr. Rinaldi appointed the slate of liaisons.

c. Proposed 2009 Meeting Calendar

Mr. Yavorsky presented the proposed 2009 EDA meeting calendar and asked if there were any conflicts. Mr. Craft stated he would be unable to attend the next three meetings with the proposed schedule because of a prior conflict.

Adjustments were made to the calendar to accommodate Mr. Craft.

Mr. Tingle made a motion to accept the adjusted calendar, which was seconded by Mr. Warner.

The calendar for 2009 is attached.

5. **DISCUSSION ITEMS**

a. Comprehensive Plan Update

Mr. Tingle presented a brief update on the Comprehensive Plan including the Economic Climate portion. Mr. Tingle stated that the last Monday in January would be the continued discussion of Economic Climate.

Mr. Tingle stated that the Business Climate Task Force would be included in the Comprehensive Plan, although it was not decided how it would be incorporated. Mr. Tingle stated Mr. Mike Matthews was being contacted by Mr. Yavorsky to present the BCTF to the Steering Committee.

Mr. Tingle also stated that land-use discussions would be in early January.

Mr. Rinaldi briefly mentioned Hankins Farm application and requested clarification on the application from Mr. Yavorsky.

b. RAISE Update

Mr. Rinaldi led a brief discussion on RAISE and made a motion to vote that once the agreement was signed and adopted that the funding would be distributed.

Mr. Gerhardt stated that he must abstain from a vote because Kaufman & Canoles had produced the RAISE agreement.

All members of the EDA voted AYE except for Mr. Gerhardt who abstained.

c. Virginia Department of Business Assistance (VDBA)

Mr. Wayne Waldrop from the VDBA spoke briefly about the opportunities he and VDBA can offer new businesses and that it was an accessible source of information for new businesses.

Mr. Waldrop also stated that contrary to popular belief there has been a lot of new business start-up.

d. Rural Economic Development Committee

Mr. Rinaldi led a brief discussion on the appointment of candidates to the Rural Economic Development Committee, which will hold its first session in January.

Mr. Warner made a motion to appoint the members as slated and it passed unanimously.

e. EDA Receptions

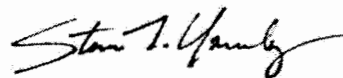
Ms. Messer discussed Ms. Ginny Hartmann's upcoming reception and a brief discussion took place regarding budget for the event and the precedence that was set at Mr. Skip Campana's reception in September 2007. Ms. Messer will follow-up on information and plan the even accordingly.

6. ADJOURNMENT

There being no further business, Mr. Gebhardt made a motion to adjourn. The work session was adjourned at 10:24 AM.



Mark G. Rinaldi, Chairman



Steven T. Yavorsky, Asst. Secretary