

**MINUTES**  
**ECONOMIC DEVELOPMENT AUTHORITY (EDA)**  
**OF JAMES CITY COUNTY**  
**101-D Mounts Bay Road, Williamsburg, VA 23185**  
**September 27, 2016**  
**4:00 PM**

---

**A. CALL TO ORDER**

At 4:49 p.m., the Joint Work Session was called to order.

**B. ROLL CALL**

**Board of Supervisors**

John J. McGlennon, Vice Chairman, Roberts District  
Ruth M. Larson, Berkeley District  
Kevin D. Onizuk, Jamestown District  
P. Sue Sadler, Stonehouse District  
Michael J. Hipple, Chairman, Powhatan District

Bryan J. Hill, County Administrator

**Economic Development Authority**

Thomas G. Tingle, Chair  
Robin B. Carson, Vice Chair  
Paul W. Gerhardt  
Stephen H. Montgomery  
Timothy G. Harris  
Christopher Odle  
Marshall N. Warner

Russell C. Seymour, Secretary to the Economic Development Authority

**Also Present**

Kate Sipes, Assistant Director, Office of Economic Development

**C. BOARD DISCUSSIONS**

1. **Joint Work Session with Economic Development Authority (EDA)**

Mr. Tingle began the discussion by presenting a PowerPoint presentation (*see attachment*) which highlighted the activities of the EDA since last year's joint work session.

Mr. Onizuk asked for clarification on the purpose and attainable goals of the Greater Williamsburg Partnership (GWP).

Mr. Tingle stated that the GWP is really intended as a marketing effort for the region. It is designed to attract employers as well as grow existing business and support entrepreneurs. The GWP is designed to be a more effective effort than our previous involvement with Hampton Roads Economic Development Alliance (HREDA). It is important to note that the state agency, Virginia Economic Development Partnership (VEDP), works with regional groups, not individual localities. In this instance, VEDP would work with GWP on leads or prospective businesses looking to move into the state.

Mr. McGlennon stated that the main motivation for leaving HREDA and creating GWP, was because we felt that we did not have an adequate voice in HREDA or that they were devoting enough significant attention to our region.

Mr. Seymour took over the presentation to discuss the evaluation of industrial sites and the development of new incentive programs. He gave a brief overview of the target sector analysis and the corridor and site assessment study.

Mr. Harris continued the presentation by discussing the promotion of meaningful changes to regulations applicable to the targeted industries. He highlighted the benefits of the changes to the PUD-C ordinance and the addition of the food truck ordinance.

Ms. Carson continued the presentation by discussing the EDA's participation in the Strategic Planning Process as members of the Strategic Plan Advisory Group.

Mr. Seymour discussed recent business expansions and highlighted the growth in comparison to the rest of the region.

Mr. Hipple stated that he would like to see those growth numbers in dollar comparison instead of sheer number of businesses. How much is that growth adding to the County's economy.

Mr. Odle continued the presentation by updating the Board on the Jamestown Marina development.

Mr. Tingle asked Ms. Sipes to give an update on the workforce development and collaboration with Williamsburg-James City County Schools.

General discussion ensued regarding the goals and results of the EDA over the last year, including the process involved in attracting new business and the efforts of retaining current businesses. It was noted that the County and the EDA have limited resources, so it is important to determine the best use of those resources which is where the two studies will be beneficial. Those studies will highlight what steps need to be taken to get the available land ready for the prospective targeted industries.

Mr. Hipple directed the EDA and staff to develop a plan for building roads to provide access to some of the available industrial parcels.

Ms. Carson noted that one of the largest commercial properties in the County does not have water going to it.

Mr. Hipple stated to bring the Board a plan detailing how much it would cost to get water to that parcel.

Mr. Hill stated that staff could put together a list of three or four parcels that need to be improved and what it would cost to get those parcels ready for development. A "skeleton" list that could then be updated with more precise information once the industrial site study is completed.

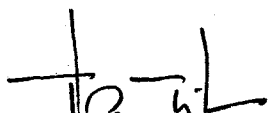
The Board thanked the EDA for its time and efforts.

#### **D. ADJOURNMENT**

Mr. Harris made a motion to adjourn the EDA.


The motion passed by a unanimous voice vote.

At 5:56 p.m., Mr. Tingle adjourned the EDA.



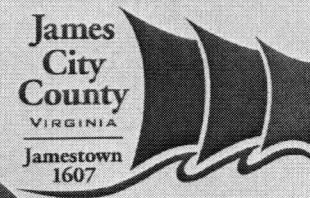
---

Thomas Tingle, Chair



---

Russell C. Seymour, Secretary



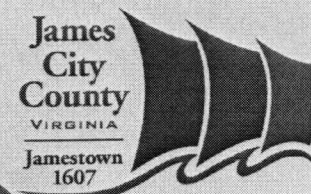
# BOS & EDA Joint Work Session

September 27, 2016

Economic Development Authority



# EDA Directors



## Thomas Tingle, Chair

Chairman, James River Commerce Architectural Review Board; Liaison, Regional Air Service Enhancement Fund (RAISE); Chairman, Greater Williamsburg Partnership

## Robin Carson, Vice Chair

Vice Chairman, JCC Strategic Planning Advisory Group; Liaison, Greater Williamsburg Partnership

## Paul Gerhardt

Liaison, Board of Supervisors

## Tim Harris

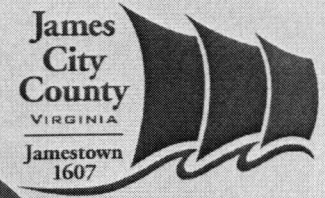
Liaison, Planning Commission; Liaison, LaunchPad

September 27, 2016

Economic Development Authority



# EDA Directors



Stephen Montgomery

Liaison, Greater Williamsburg Chamber and  
Tourism Alliance

Marshall Warner

Liaison, JCC Strategic Planning Advisory Group; EDA  
Finance

Chris Odle

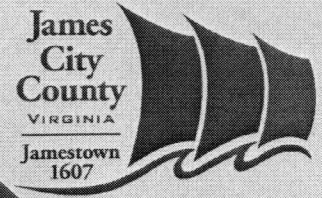
EDA Real Estate Holdings

September 27, 2016

Economic Development Authority



# EDA Priorities for FY16



1. Success of regional efforts
2. Identify & evaluate sites for future development
3. Develop new incentives
4. Continue to promote meaningful changes to regulations applicable to target industries
5. EDA participation in the Strategic Planning process

September 27, 2016

Economic Development Authority



# Accomplishments & Updates

## 1. Success of regional efforts

### Greater Williamsburg Partnership:

- Created a separate 501c(6) entity
- Established a Board of Directors
- Launched a regional website
- Completed a Target Sector Analysis
- Developing Strategic Plan

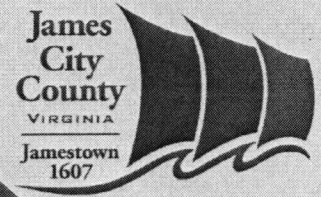
### LaunchPad:

- Creating a separate LLC entity under GWP
- Reorganizing the Board of Directors

**Both will require on-going efforts**



# Accomplishments & Updates



## **2. Identify & evaluate industrial sites for future development**

- Completed Target Sector Analysis
- Completing Economic Development Corridor and Site Assessment Study
- Virginia Business Ready Site Program - 2017

## **3. Develop new incentive programs**

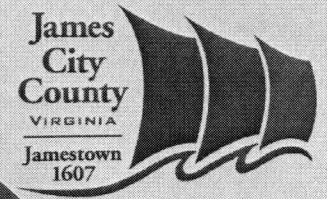
- Replacing Enterprise Zone
- Aligning with Target Sector Analysis & Corridor and Site Assessment Study

September 27, 2016

Economic Development Authority



# Accomplishments & Updates



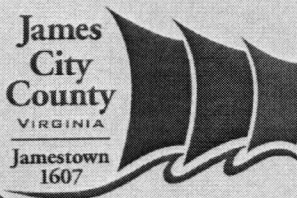
## **4. Continue to promote meaningful changes to regulations applicable to target industries**

- PUD-C, Food Processing
- Food Trucks
- Based Upon Target Sector Analysis

## **5. EDA participation in Strategic Planning Process**

- Robin Carson and Marshall Warner – SPAG Committee





# Additional Accomplishments

- **Business Expansions/Locations**

- **2015 - 9 Firms - \$12+ million capital investment (through OED)**
- **5-Year Business Tax Increases (FY2012-FY2016)**  
M&T +2%   Local Sales +21%   Meals +22%   BPOL +16%
- **Growth in Number of Businesses between 2014 and 2015**  
JCC +9%   HRPDC +5%   VA +7%

- **Jamestown Marina development**

- **Billsburg Brewery – opening Summer 2017**
- **Additional uses**

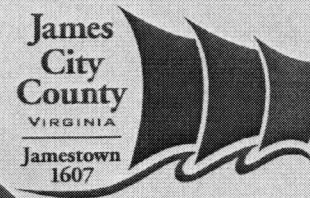
- **Workforce Development/School Collaboration**

- **Manufacturing Day**
- **Career Fairs**
- **Developing Culinary Pilot with TNCC and WJCC**

September 27, 2016

Economic Development Authority





# Questions?

September 27, 2016

Economic Development Authority