AGENDA

JAMES CITY COUNTY ECONOMIC DEVELOPMENT AUTHORITY REGULAR MEETING

101 MOUNTS BAY ROAD, BLDG. D, WILLIAMSBURG, VA 23185

April 16, 2024

4:00 PM

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- B. ROLL CALL
- C. APPROVAL OF MINUTES
 - 1. March 19, 2024 Minutes
- D. FINANCIAL REPORTS
 - 1. March 2024 Revenue Report
 - 2. March 2024 Expense Report
 - 3. March 2024 Balance Sheet
- E. CLOSED SESSION
- F. NEW BUSINESS
 - 1. Billsburg Brewery Improvements
 - 2. FY25 Draft Budget
- G. OLD BUSINESS
- H. LIAISON REPORTS
- I. DIRECTOR'S REPORT
 - 1. April Director's Report
- J. UPCOMING DATES OF INTEREST
 - 1. Business Appreciation Event, Billsburg Brewery May 30, 2024, 4:00-6:00pm
- K. ADJOURNMENT

M I N U T E S JAMES CITY COUNTY ECONOMIC DEVELOPMENT AUTHORITY REGULAR MEETING

March 19, 2024 4:00 PM

A. CALL TO ORDER

Ms. Gajda called the meeting to order at 4:07 p.m.

B. ROLL CALL

Ellen Smith Gajda, Chair Lynn Meredith, Vice Chair Vince Campana William Turner (arrived at 4:10 p.m.)

Absent:

Rebecca Mulvain Brandon Nice Joe Stanko

Also Attending:

Christopher Johnson, Economic Development Authority (EDA) Secretary Beth Cook, Assistant Director, Economic Development Barbara Null, Board of Supervisors' Liaison to the EDA Graham Henshaw, Assistant Provost, Entrepreneurship, William & Mary Brandon Hennessey, Director, Entrepreneurship Hub, William & Mary

Ms. Gajda proposed moving New Business to the first item on the Agenda to allow additional time for Directors to arrive and establish a quorum. Hearing no objections, Ms. Gajda amended the Agenda.

C. NEW BUSINESS

1. Launchpad Opportunity

A motion to Approve the exclusive use of residential tier membership office space in Tribe Square by a single entrepreneurial venture was made by William Turner; motion Passed.

AYES: 4 NAYS: 0 ABSTAIN: 0 ABSENT: 3 Ayes: Campana, Gajda, Meredith, Turner

Absent: Mulvain, Nice, Stanko

Mr. Johnson introduced Mr. Henshaw and Mr. Hennessey, to provide an update on the activities of the Entrepreneurship Hub at William & Mary and discuss an opportunity that has been presented for a single entrepreneurial venture to utilize the 10 residential tier member spaces in Tribe Square.

Mr. Henshaw highlighted the programmatic transition of the Launchpad from an incubator model to an accelerator model. He noted that the Entrepreneurship Hub at William & Mary is housed in the Provost's Office, not housed in the Raymond A. Mason School of

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Business. The current Memorandum of Understanding (MOU) between William & Mary and the three sponsoring localities, James City County, York County, and the City of Williamsburg, signed in 2019, would be revised to reflect programmatic changes at the Entrepreneurship Hub when it is presented to the three localities for renewal later this year.

Mr. Hennessey stated that the industry trend is for entrepreneurs to place a higher value on having access to the programs and resources that are available in the Entrepreneurship Hub as opposed to the need for physical office space. The Launchpad currently has 20 entrepreneurs enrolled in its community membership tier, a growth rate of 185% from last year. The two firms which had been residential members have both vacated their office space and all 10 offices are currently empty.

Mr. Henshaw stated that a William & Mary graduate, Mr. Glenn Ballard, owner of The Dragonfli Group, a cybersecurity firm currently based in Washington, D.C., has expressed interest in relocating the firm to the Launchpad residential tier office space adjacent to the Entrepreneurship Hub in Tribe Square. Mr. Ballard identified a number of ways that his firm could support the workforce development efforts of the locality partners, providing some of its cybersecurity services to the partners, and supporting region-wide recruiting efforts. As this proposal differs from the membership tier model in the current Launchpad MOU between William & Mary and James City County, York County, and the City of Williamsburg, the opportunity is being presented to the three locality partners for their approval before moving forward in further discussions with Mr. Ballard.

Mr. Turner arrived during the Launchpad Opportunity presentation by Mr. Henshaw.

Mr. Campana asked how many companies are currently utilizing the Entrepreneurship Hub co-working space on the community membership tier.

Mr. Hennessey stated that 20 companies are currently in the community tier.

Mr. Henshaw noted that the Entrepreneurship Hub had previously considered the possibility of having an anchor tenant in the residential tier office space that could provide jobs, workforce development, and job training to the locality partners. He added that the City of Williamsburg Economic Development Authority unanimously voted to support allowing the exclusive use of residential tier office space in Tribe Square to a single entrepreneurial venture at its meeting the previous week.

Mr. Turner asked what the terms of the lease would be for Dragonfli.

Mr. Henshaw stated that Dragonfli would not be tenants subject to a lease agreement but rather negotiate a new residential tier membership that aimed to keep the venture long-term, versus the previous model that included an escalating rent to move entrepreneurs out into the community.

Mr. Turner asked about the impact on parking behind Tribe Square, noting that the existing lot has a small number of parking spaces.

Mr. Henshaw stated that William & Mary would help find additional parking spaces if the need arises. He added that William & Mary has several parking spots allocated on the adjacent church property and numerous other community partners could be asked to help support the Hub in the future.

Mr. Campana asked about the status of negotiations with Dragonfli on terms.

Mr. Henshaw stated that there have been no discussions with Dragonfli to date and the Hub is seeking the support from their locality partners first before developing revised terms to present to Mr. Ballard.

Ms. Meredith asked what the value would be for Dragonfli being located within the residential space in Tribe Square versus elsewhere in the community.

Mr. Henshaw stated that the proximity to students in the Data School is the primary draw.

Mr. Campana asked why the Hub viewed having a stagnant rent versus a standard escalator in its agreement.

Mr. Henshaw noted that one of the leading reasons why companies utilizing incubator space fail is that they never grow and leave. The current residential tier model at the Hub seeks to move those companies out of the nest, so to speak, whereas the agreement with a single anchor tenant could be structured to encourage them to remain and could include a modest escalator in the agreement.

Ms. Meredith stated that the terms of the agreement with Dragonfli would need to be structured to give William & Mary control over its space with standard covenants because the venture would be a tenant, regardless of membership level.

Mr. Turner asked whether the EDA would have the opportunity to see the agreement once it has been drafted.

Mr. Johnson stated that a vote to support moving forward with a single entrepreneurial venture is just an authorization to proceed and terms would be included in a revised MOU later this calendar year.

Mr. Henshaw stated that the revised MOU would allow flexibility to allow for a single entrepreneurial venture but retain the residential membership tier if negotiations do not work out with Dragonfli. He added that the Hub would like to have an anchor tenant, even if one does not occupy the entire residential tier office space.

2. Home-Based Business Network

A motion to Amend the Adopted Fiscal Year (FY) 2024 Budget to authorize the transfer and appropriate \$3,000 from Promotions to Business Assistance to support the Hampton Roads Small Business Development Center's Home-Based Business Network efforts for calendar year 2024 was made by William Turner; motion Passed.

AYES: 4 NAYS: 0 ABSTAIN: 0 ABSENT: 3 Ayes: Campana, Gajda, Meredith, Turner

Absent: Mulvain, Nice, Stanko

Mr. Johnson presented an update on the activities of the Peninsula Home-Based Business Network, which is comprised of representatives from seven Hampton Roads Peninsula localities plus Gloucester County. For many years, the seven localities' EDAs supported the Network by hosting an in-person, three-day weekend conference, most recently in 2019. Since the pandemic in 2020, the localities have shifted efforts to some combination of online programming and in-person lunch and learn meetings with a variety of topic areas aimed at assisting home-based entrepreneurs establish and grow their businesses. At an end-of-year meeting to review the financial position and assess the success of the past year's meetings, the collective opinion of the localities was that the effort was not generating the sort of participation that was desired and was a drain on the limited resources of many

localities to each locate speakers, develop an agenda, and market the meetings. The Hampton Roads Small Business Development Center (SBDC) Executive Director Jolie Spiers has been approached and asked to consider taking the SBDC assume management of the home-based business effort. She was enthusiastically in stating her support for leading the effort this year and proposed including Hampton Roads localities on the south side to create a broader approach to targeting the intended business population. Ms. Spiers proposed creating a tiered funding model based on population where localities above 50,000 would pay \$3,000 annually and those below 50,000 would pay \$1,500 annually. The possibility of conducting an in-person conference again in the future appears dependent on whether the SBDC is successful in soliciting financial support from south side localities and amending the SBDC MOU to extend beyond the seven participating localities.

D. APPROVAL OF MINUTES

1. Minutes Adoption - February 20, 2024

A motion to Approve was made by Vince Campana; motion Passed.

AYES: 4 NAYS: 0 ABSTAIN: 0 ABSENT: 3 Ayes: Campana, Gajda, Meredith, Turner

Absent: Mulvain, Nice, Stanko

E. FINANCIAL REPORTS

1. February Financial Reports

A motion to Approve was made by Vince Campana; motion Passed.

AYES: 4 NAYS: 0 ABSTAIN: 0 ABSENT: 3 Ayes: Campana, Gajda, Meredith, Turner

Absent: Mulvain, Nice, Stanko

Mr. Johnson presented the revenue and expense reports and informed the EDA the cash balance was \$1,735,962 including receipt of Billsburg Brewery rent and Local Government Investment Pool interest. The FY2023 audit fee of \$13,200 was the only expense during the month of February.

F. CLOSED SESSION

There was no Closed Session.

G. OLD BUSINESS

There was no old business.

H. LIAISON REPORTS

There were no liaison reports.

I. DIRECTOR'S REPORT

Mr. Johnson referred to the report in the Agenda Packet and stated that the closing date for the sale of 8915 and 8925 Columbia Drive in the James River Commerce Center is expected by the end of April.

Ms. Cook provided an update on staff efforts to manage the Business Appreciation event this spring. A date and location have been selected and the three localities are reviewing their invitation lists. Staff expects to send out invitations in mid-April.

J. UPCOMING DATES OF INTEREST

Mr. Johnson mentioned that the Annual Business Appreciation Event would be hosted by James City County and held at Billsburg Brewery on Thursday, May 30 from 4-6 p.m.

K. ADJOURNMENT

A motion to Adjourn was made by Ellen Smith Gajda; motion Passed. AYES: 4 NAYS: 0 ABSTAIN: 0 ABSENT: 3 Ayes: Campana, Gajda, Meredith, Turner

Absent: Mulvain, Nice, Stanko

1. Adjourn until April 16, 2024

At approximately 5:07 p.m., Ms. Gajda adjourned the Authority.

Christopher Johnson, Secretary	Ellen Smith Gajda, Chair
Economic Development Authority	Economic Development Authority



YEAR-TO-DATE BUDGET REPORT

FOR 2024 09

ACCOUNTS FOR: 300 ORIGINAL ES		ED ESTIM REV ACTUA	AL YTD REVENUE ACTUAL !	MTD REVENUE	REMAINING REVENUE	% COLL
305 Use Of Money &	& Property					
300-305-3511-	0.00	0.00	Interest Revenue -49,474.02	-7,088.98	49,474.02	100.0%
TOTAL Use Of	Money & Proper 0.00	0.00	-49,474.02	-7,088.98	49,474.02	100.0%
308 Charges For Se	ervices					
300-308-3400-	1,725.00	-14,725.00	Lease Income 0.00	0.00	-14,725.00	.0%
TOTAL Charges -14	For Services 1,725.00	-14,725.00	0.00	0.00	-14,725.00	. 0%
309 Miscellaneous						
300-309-3699-			Miscellaneous Rev	venue		
300-309-3970-	0.00	0.00	-18,007.95 Marina Property	0.00	18,007.95	100.0%
	9,925.00	-69,925.00	-52,426.05 Bond Fee Revenue	-5,833.33	-17,498.95	75.0%
	700.00	-69,700.00	-105,916.25	0.00	36,216.25	152.0%
TOTAL Miscell -139	laneous 9,625.00	-139,625.00	-176,350.25	-5,833.33	36,725.25	126.3%
TOTAL EDA -154	1,350.00	-154,350.00	-225,824.27	-12,922.31	71,474.27	146.3%
-154	TOTAL REVENUES 1,350.00	-154,350.00	-225,824.27	-12,922.31	71,474.27	

James City County, VA



YEAR-TO-DATE BUDGET REPORT

FOR 2024 09

ORIGINAL ESTIM REV	REVISED ESTIM REV ACTUA	AL YTD REVENUE ACT	UAL MTD REVENUE	REMAINING REVENUE	% COLL
CDANI	D TOTAL				
-154,350.00		-225,824.27	-12,922.31	71,474.27	146.3%
** END OF REPORT - Generated by Jeffrey Wiggins **					



YEAR-TO-DATE BUDGET REPORT

FOR 2024 09

ACCOUNTS FOR: ORIG		REVISED BUDGET	YTD EXPENDED	MTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	% USED
259 EDA Operat	ing						
300-259-0200-	750.00	750.00	Advertising 516.00	0.00	0.00	234.00	68.8%
300-259-0205- 300-259-0220-	50,325.00	50,325.00	Promotion 13,061.14 Travel And Ti		0.00	37,263.86	26.0%
300-259-0235-	1,000.00 13,200.00	1,000.00 13,200.00	0.00 Annual Audit 13,200.00	0.00	0.00	1,000.00	.0% 100.0%
300-259-0318-	250.00	250.00	Supplies/Mate 0.00	erials 0.00	0.00	250.00	.0%
300-259-5900- 300-259-5902-	34,500.00	34,500.00	34,500.00 VA High Speed		0.00	0.00	100.0%
300-259-5903-	1,000.00 14,800.00	1,000.00 14,800.00	1,000.00 James River (4,169.95	0.00 Commerce Ctr-Ops 4.169.95	0.00	0.00 10,630.05	100.0% 28.2%
300-259-5904- 300-259-5913-	100.00	100.00	Máinland Farr 0.00	n Oper Expenses 0.00	0.00	100.00	.0%
300-259-5915-	20,000.00	20,000.00	10,000.00 Marina Prope		0.00	10,000.00	50.0%
300-259-5918-	101.00 18,324.00	101.00 18,324.00	0.00 Contingency 0.00	0.00	0.00	101.00 18,324.00	.0%
TOTAL EDA	Operating 154,350.00	154,350.00	76,447.09	4,169.95	0.00	77,902.91	49.5%
TOTAL EDA	,	,	,	•		,	
	154,350.00 TOTAL EXPENSE	154,350.00 ES	76,447.09	4,169.95	0.00	77,902.91	49.5%
	154,350.00	154,350.00	76,447.09	4,169.95	0.00	77,902.91	

James City County, VA



YEAR-TO-DATE BUDGET REPORT

FOR 2024 09

ORIGINAL APPROP	REVISED BUDGET	YTD EXPENDED	MTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	% USED	
GRAND T 154,350.00	OTAL 154,350.00	76,447.09	4,169.95	0.00	77,902.91	49.5%	
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BALANCE SHEET FOR 2024 9

FUND: 300 EDA		NET CHANGE FOR PERIOD	ACCOUNT BALANCE
ASSETS 300401 0000	General Cash	-7,366.67	16,353.72
300-401-0000- 300401 0008	LGIP Investment	7,088.98	1,719,330.92
300-401-0008- 300415 8275	Lease Receivable	.00	714,696.52
300-415-8275- 300415 8276	Lease Interest Receivable	.00	3,329.29
300-415-8276- 300422 8013	Due From JCC-LT Debt	.00	71,645,924.39
300-422-8013- 300455 0814	Land Improvements	.00	237,988.25
300-455-0814- 300455 0815	Land	.00	515,755.53
300-455-0815- 300455 0819	Buildings	.00	290,094.53
300-455-0819- 300455 0820	Accum Deprec-Buildings	.00	-41,145.40
300-455-0820- 300455 0831	Infrastructure	.00	182,379.34
300-455-0831- 3004550832	Accum Deprec-Infrastructure	.00	-35,376.76
300-455-0832- 3004550837	Accum Deprec-Land Improvements	.00	-67,602.46
300-455-0837- 300455 0840	Land Improvements (ND)	.00	34,200.00
300-455-0840- 300470 6028	Deferred Loss On Refunding	.00	-1,730,840.45
300-470-6028- 300470 6029	Deferred Loss Refund Acc Amort	.00	428,693.71
300-470-6029- TOTAL ASSETS		-277.69	73,913,781.13
LIABILITIES 300502 6000	Accounts Payable	9,030.05	-4,169.95
300-502-6000- 300504 6036	Bond Premium	.00	-15,370,682.80
300-504-6036- 300504 6038	Accum Amort Bond Premium	.00	8,481,597.26
300-504-6038- 300504 6046	LR Bonds Payable	.00	-63,365,000.00
300-504-6046- 300508 6007	Interest Payable	.00	-89,692.11
300-508-6007- 300522 9000	Due to JCC	.00	-516.00
300-522-9000- 300585 0920	Deferred Inflow-Leases	.00	-676,111.44
300-585-0920- TOTAL LIABILI	ITIES	9,030.05	-71,024,575.04



BALANCE SHEET FOR 2024 9

		NET CHANGE	ACCOUNT
FUND: 300 EDA		FOR PERIOD	BALANCE
FUND BALANCE			
FUND BALANCE			
300601 6140	Net Pos - Net Invmt Cap Assets	.00	-1,116,293.03
300-601-6140-			
300601 6142	Net Pos - Unrestricted	.00	-1,623,535.88
300-601-6142-			
300601 6150	Revenue-Year To Date	-12,922.31	-225,824.27
300-601-6150-			
300601 6151	Expenditures-Year To Date	4,169.95	76,447.09
300-601-6151-			
300601 6906	Estimated Revenues	.00	154,350.00
300-601-6906-			
300601 6907	Appropriations	.00	-154,350.00
300-601-6907-			
TOTAL FUND BAL	ANCE	-8,752.36	-2,889,206.09
TOTAL LIABILITIES + FUND	RALANCE	277.69	-73,913,781.13
TOTAL ELABELITIES I TOME	B) (E) (I) CE	277103	73,313,701113

^{**} END OF REPORT - Generated by Jeffrey Wiggins **

MEMORANDUM

DATE: April 16, 2024

TO: The Economic Development Authority

FROM: Christopher M. Johnson, Director of Economic Development

SUBJECT: Billsburg Brewery Improvements

The Lease Agreement between the James City County Economic Development Authority (EDA) and Billsburg Brewery, Inc. (Billsburg) states that the "Tenant must obtain the EDA's permission prior to any proposed change in the size or scope of the Brewery or prior to establishing any new use at the Premises."

In May 2020, Billsburg management had previously sought and received permission from the EDA to relocate storage areas from inside the warehouse building to the outside of the building, shielded from view by fencing. Most recently, Billsburg management sought and received permission to add a permanent shelter/pavilion to the grounds where a temporary tent had previously been located.

Billsburg management has approached James City County staff to request permission to install solar panels on the roof of the brewhouse building to help reduce utility expenses in the future.

Staff has vetted the proposal with James City County General Services Department, and it has expressed no objection, but requested that it be notified in advance of any potential installation so that the process can be monitored.

Staff recommends that the EDA grant Billsburg authorization to proceed with the installation of solar panels on the brewhouse building subject to obtaining any required permits and applicable building, electrical, and safety codes.

CMJ/md BllsburgBrewImp-mem

		Amended	Approved	Draft	
Account	Account	FY 2023	FY 2024	FY2025	Explanation/Details
Code	Name	Budget	Budget	Budget	P ************************************
	Revenue:				
300-305-3511	Interest Revenue	\$ -	\$ -	\$ 84,000	LGIP Investment Account, \$7,000 x 12 months
					Annual rent, one payment due in January 2025. Current contract was signed in 2023, expires
300-308-3400	Renwood Farm Income from Mainland Farm	14,725	14,725	14,725	inDecember 2027 with two five-ear renewal options upon mutual agreement of both parties.
					Billsburg Brewery rent, \$5,833.33 x 12 months. Per the lease agreement, rent will remain at this rate
300-309-3970	Marina Property	69,220	69,925	70,000	through August 2028.
					Christopher Newport University (CNU) \$2,700; Virginia United Methodist Homes of Williamsburg, Inc.
300-309-3972	Bond Fee Revenue	70,750	69,700		(WindsorMeade) \$65,000
	Total EDA Revenue:	\$ 154,695	\$ 154,350	\$ 236,425	
	Expenses:				
					Publishing audit report (required by law), unforeseen expenses (ex. In FY00: flooding from a hurricane,
300-259-0200	Advertising	\$ 550	\$ 750	\$ 1,000	EDA advertised that businesses were open)
					START Peninsula (\$7,825 per MOU and based on 2020 Census Data); Hampton Roads Small Business
000 050 0005		40,000	50.005	00.000	Development Center management of Home-Based Business Network activites \$3,000; Busines
300-259-0205	Promotion	46,900	50,325	60,000	Appreciation Event \$5,000; Celebration of Business \$5,000
200 250 0220	Traval 9 Training	4 000	1 000	2,000	Potential EDA Member participation in Virginia Institute for Economic Development VIED) and Virginia Economic Developers Association (VEDA) conferences
300-259-0220 300-259-0222	Travel & Training Local Travel	1,000	1,000		· · · · ·
300-259-0222	Annual Audit	11,000	13,200		Meals and beverages for EDA meetings Annual contract, negotiated by County Administration and Financial and Management Services
300-259-0235	Supplies/Materials	200	250		Printing for copies of meeting materials
300-259-0710	Legal Fees	200	250		Legal fees for EDA Counsel (not for real estate closings, bond counsel, or special counsel)
300-239-0710	Legal i ees	\dashv	-		JCC Launchpad contribution per Memorandum of Understanding (MOU). The current MOU expires in
					December 2024 and is currently being revised to reflect proposed changes to residential tier
300-259-5900	Regional Economic Development Support	34,500	34,500	34 500	membership.
300-259-5902	Virginians for High Speed Rail Support	1,000	1,000		Annual sponsorship
233 233 3332	3 25. 13 25.12.13 24F2	1,000	1,000	1,000	JRCC Owners Association Property Maintenance Dues (\$4,170 annual dues for 8915 & 8925 Columbia
300-259-5903	James River Commerce Center	14,800	14,800	4.170	Drive); Dues pay for mowing, landscaping, road maintenance and signage.
300-259-5904	Mainland Farm	100	100		Costs related to power and incidental expenses (signs, etc.) at Mainland Farm
					Business assistance for opportunities such as Shop Local Boost, The Edge District marketing, Virginia
300-259-5913	Business Assistance	20,000	20,000	75,000	Peninsula Community College Trades Center Scholarships or Instructor Assistance, Grant Programs
300-259-5915	Marina Property	101	101	101	\$1 for annual lease agreement, \$100 for unexpected costs
300-259-5918	Contingency	24,544	18,324	44,404	Unallocated EDA funds
	Total EDA Expenses:	\$ 154,695	\$ 154,350	\$ 236,425	

MEMORANDUM

DATE: April 16, 2024

TO: The Economic Development Authority

FROM: Christopher M. Johnson, Director of Economic Development

SUBJECT: Director's Report, March-April 2024

James River Commerce Center - A Real Estate Purchase Agreement was executed on Nov. 30, 2023, for the sale of 8915 and 8925 Columbia Drive to JRDC II. The contract purchaser has indicated that they expect to close on the properties by the end of April.

Hampton Roads Alliance - The Alliance hosted a reception on Apr. 15 aboard the USS Wisconsin in Norfolk for the Trilateral Security Partnership between Australia, the United Kingdom, and the United States (AUKUS) and Austrade, the Australian Government's international trade promotion, investment, and visitor attraction agency.

Greater Williamsburg Chamber of Commerce - The Chamber is offering a new training series titled The Learning Table. This is a four-part series taking place on the fourth Tuesday of the month in the Chamber conference room at 421 North Boundary Street in the City of Williamsburg. Dr. Douglas Brown, Business Advisor and Broker with Transworld Business Advisors, will be leading the third date in the series "Keeping a Business Ready to Sell." There is no cost to attend, but pre-registration is required to reserve your seat.

Community Meetings - James City County (JCC) hosted five community meetings to provide opportunities for citizen feedback on the proposed Fiscal Year 2025-2026 Budget. The meetings were scheduled on Apr. 3 at Legacy Hall, Apr. 4 at the JCC Recreation Center, Apr. 8 at Toano Middle School, Apr. 10 at Lois S. Hornsby Middle School, and Apr. 11 at the JCC Government Center.

Regional Events/Initiatives:

- Staff attended existing industry site visits on Mar. 20 with the Walmart Import Distribution Center and on Mar. 27 with Coresix Precision Glass, Inc., in cooperation with Virginia Economic Development Partnership (VEDP), the Hampton Roads Workforce Council, the Hampton Roads Alliance, and GENEDGE Manufacturing Consultants.
- Staff participated in a webinar on Mar. 21 sponsored by the Hampton Roads Small Business Development Center and led by the Assistant Director for International Business Development Chris Van Orden. The webinar topic was The Role of Customs Brokers in International Trade.
- Staff attended the Hampton Roads Knowledge Work Ecosystem Consortium on Mar. 26 at the Virginia Modeling, Analysis, and Simulation Center in Suffolk.
- Staff attended an orientation with the VEDP on Apr. 3.
- Staff attended the Hampton Roads Alliance Regional Economic Development meeting on Apr. 4 at the Hampton Roads Planning District in Chesapeake.
- Staff attended the Annual JCC Employee Service Awards on Apr. 12 at the Abbey Stone Theatre in Busch Gardens.

Director's Report, March-April 2024 April 16, 2024 Page 2

Upcoming Dates of Interest:

- Business After Hours, sponsored by the *Williamsburg Yorktown Daily* (*WYDaily*), will be held at the Williamsburg Winery on Wed., Apr. 16 from 5-7 p.m. at 5800 Wessex Hundred.
- The ASPIRE Young Professionals will present the second annual ASPIRE Symposium sponsored by the Raymond A. Mason School of Business on Wed., Apr. 24, at Miller Hall from 9 a.m.-1 p.m.
- Business After Hours, sponsored by Habitat for Humanity, will be held at the Habitat ReStore on Thurs., Apr. 25 from 4-6 p.m., at 1303 Jamestown Road in the Colony Square Shopping Center.
- Commonwealth Conversation No. 5, speaker to be announced, May 1, 8:30-10:30 a.m., Williamsburg Lodge, 310 South England Street.
- Business Appreciation Event, Billsburg Brewery, May 30, 4-6 p.m., 2054 Jamestown Road.

CMJ/ap DirRptMar-Apr24-mem