



APPROVED MINUTES

Industrial Development Authority of the County of Prince William

REGULAR MEETING

Monday, June 7, 2021

The Regular Meeting of the Industrial Development Authority of the County of Prince William was held via Zoom Meeting Video Conferencing in compliance with Prince William County emergency operations. Members of the public had the opportunity to participate. The meeting was called to order by the Chairman at 6:30pm.

Present were: Patrick O'Leary, Chairman
Lorna Wallen, Vice Chairman
Dexter Montgomery, Secretary/Treasurer
Andrew Taylor, Assistant Secretary/Treasurer
Harry Horning
Cheryl Kenny
Terence Battle

Absent were: None were absent.

Donna Flory and Scarlett Barbee attended to provide administrative support.

Several members of the Prince William County Department of Economic Development (DED) team participated, including Christina Winn, Executive Director; Tom Flynn, Business Development and Investment Director; Clarice Grove, Small Business Development Manager; and Debi Roder, Business Development Manager for Life Sciences.

Debbie Jones, President and CEO, Prince William Chamber of Commerce attended to present information on the Chamber's Business Development Vision Partner sponsorship.

Chris Himes, Assistant City Manager, City of Manassas Park, attended to present information on Manassas Park's plans for future development.

Bobby Long, former IDA Secretary/Treasurer and Member, attended to participate in the presentation of a plaque recognizing his service to the IDA.

PLEDGE OF ALLEGIANCE

CITIZEN'S TIME: No citizens were present.

NEW BUSINESS

- 1) ***Welcome to Terence Battle, the New Potomac District Representative to the IDA***
- 2) ***Presentation of the Next Round of IGNITE Grants*** – Debi Roder, Business Development Manager for Life Sciences, Prince William County Department of Economic Development, provided a PowerPoint presentation to update IDA members on companies participating in the next round of IGNITE grants. Currently, six companies have signed Performance Agreements. Distribution of funding is in the planning stage but no monies have been transferred yet. The IGNITE Grants Program is an economic recovery program that utilizes \$500,000 in funds from the County's Economic Development Opportunity Fund (EDOF). The

idea for this program originated from discussions with the COVID-19 Recovery Task Force. IGNITE Grants provide a competitive cash grant for selected high growth companies and tech catalyst organizations in order to support and attract these types of companies to the County. Pre-revenue/start-up companies are eligible for \$25,000. Companies that are pre-revenue and have received other funding, such as an SBIR grant or venture capital investment, or are post-revenue, are eligible for \$50,000 grants. Several of the companies are relocating to Prince William County from other areas of the country. Companies must be high-growth or tech catalyst organizations that are current on all taxes and agree to remain in the County for three years. The for-profit requirement can be waived for tech catalyst organizations, but all companies must provide 50% matching funds. Once the current round of funding is expended, DED may discuss additional future funding with the Board of County Supervisors.

- 3) ***Update on the North Woodbridge Town Center Project*** – The 19-acre site for this project encompasses the former Cowles Ford property, located on the northwest corner of Route 1 and Occoquan Road across from the Woodbridge Railway Express station. Prince William County has awarded a \$750,000 EDOF grant to this project. In order to obtain these funds, the developer has to meet certain benchmarks, one of which was to submit a rezoning application by June 3, 2021. The developer was unable to meet the June 3, 2021 deadline because of complications connected with a VDOT traffic study and COVID 19. As a result, the developer requested a 90-day extension to file the rezoning application, which the County Executive granted. Consequently, disbursement of the EDOF grant will be delayed.
- 4) ***Prince William Chamber of Commerce: IDA Sponsorship for the Year July 1, 2021 to June 30, 2022*** – Debbie Jones, President and CEO, Prince William Chamber of Commerce, noted that the IDA served as the Chamber’s Vision Partner for Business Growth during the FY20-21 year. Ms. Jones reviewed the specific benefits available to the IDA should it renew its Business Growth Vision Partnership for the FY21-22 year. One of the significant marketing benefits would be the IDA’s involvement in the Chamber’s Annual Business Awards. This event provides an opportunity for IDA representatives to have a speaking part. Besides the Vision Partnerships, the Chamber offers Cornerstone Partnerships, which are industry specific, and Keystone Partnerships, which offer visibility in terms of logo but do not provide seats to Chamber events. The Chamber will undertake a substantial publicity campaign to announce its new Partners for the FY21-22 year.
- 5) ***Presentation on Manassas Park’s Economic Development Projects*** – Chris Himes, Assistant City Manager, City of Manassas Park stated that the City does not have an IDA at this time. In limited scenarios, it may be possible for the Prince William County IDA to assist Manassas Park with a specific project, if the City were to request it. Mr. Himes provided a presentation on the current projects in the City of Manassas Park and how they are being marketed. Real estate tax exemptions and BPOL tax refunds are available to qualifying businesses locating or expanding within the City. The IDA is able to issue bonds for certain small manufacturing firms, something that could potentially be of interest to Manassas Park.
- 6) ***Recognition of Bobby Long’s Service to the IDA with the Presentation of a Plaque*** – Mr. Long moved from Prince William County, necessitating his resignation from the IDA. Chairman O’Leary thanked Mr. Long for his work, particularly noting his substantial service as Secretary/Treasurer during the IDA’s distribution of the 2020 CARES Act funding. He was presented with a plaque that will be mailed to him following the meeting.
- 7) ***Vote on the Prince William Chamber of Commerce IDA Sponsorship for the Year July 1, 2021 to June 30, 2022*** – Discussion noted that IDA members will likely find the Chamber’s monthly Economic Development Committee meetings of interest. Cheryl Kenny participated in the Chamber’s Power of Partnership event on June 4, manning an exhibit

table and speaking with attendees about the IDA. Mr. O'Leary noted that the IDA is generally marketing private activity bonds that target larger projects such as hospitals, private schools, and affordable housing projects. Mr. O'Leary will attempt to contact Kaiser Permanente regarding its hospital project currently under construction in Woodbridge. Following additional discussion, *Dexter Montgomery made a motion to approve the IDA serving as a Prince William Chamber of Commerce Vision Partner for Business Growth for the FY21-22 year at a cost of \$12,000. The motion was seconded by Cheryl Kenny and passed with Pat O'Leary, Lorna Wallen, Dexter Montgomery, Andrew Taylor, Cheryl Kenny, and Terence Battle each voting aye. Harry Horning abstained from the vote due to his service on the Prince William Chamber's Board of Directors. (Motion passed, 6 ayes, 0 nays, 1 abstention)*

OTHER MATTERS TO COME BEFORE THE AUTHORITY/INDIVIDUAL MEMBERS TIME:

Given the robust Agenda, many items were not completed prior to adjournment of tonight's meeting. All remaining items on the IDA's June 7 Agenda will be completed at an Adjourned Meeting to be held on Monday, June 14, 2021, at 7:30pm.

There being no further business to come before the IDA, the meeting was adjourned at 8:07pm on the motion of Lorna Wallen, seconded by Dexter Montgomery.

Approved: July 12, 2021