

A SPECIAL JOINT SESSION WAS HELD BY THE NEW KENT COUNTY BOARD OF SUPERVISORS AND THE NEW KENT COUNTY ECONOMIC DEVELOPMENT AUTHORITY ON THE 17TH DAY OF DECEMBER IN THE YEAR TWO THOUSAND FIFTEEN AT 11833 ASPENGRAF LANE (ASPEN BURGER COMPANY), NEW KENT, VIRGINIA, AT 8:30 A.M.

IN RE: CALL TO ORDER

Supervisors and Economic Development Authority (EDA) members met for breakfast beginning at 8:30 a.m. Chairman James H. Burrell called the Board of Supervisors Meeting, which had been continued from December 14, 2015, back into session at 8:56 a.m.

IN RE: ROLL CALL

Thomas W. Evelyn	Present
C. Thomas Tiller, Jr.	Present
James H. Burrell	Present
Ron Stiers	Present
W. R. Davis, Jr.	Present

All members were present.

IN RE: NEW KENT COUNTY BROADBAND ADVISORY COMMITTEE APPOINTMENTS

Mr. Burrell noted Supervisors had been asked to bring recommendations for appointments to the New Kent County Broadband Advisory Committee to today's joint meeting with the EDA. He asked if any members were prepared to make appointment motions.

Mr. Evelyn moved to appoint Ron Durrer as a representative to the New Kent County Broadband Advisory Committee to serve a term ending January 31, 2017.

Mr. Tiller moved to appoint Kevin Eddowes as a representative to the New Kent County Broadband Advisory Committee to serve a term ending January 31, 2017.

Mr. Burrell moved to appoint Charles Moss as a representative to the New Kent County Broadband Advisory Committee to serve a term ending January 31, 2017.

Mr. Davis moved to appoint Whitney Ward as a representative to the New Kent County Broadband Advisory Committee to serve a term ending January 31, 2017.

Mr. Stiers indicated he was waiting for confirmation from an individual he wished to appoint and would be prepared to make his recommendation at a later date.

The members were polled:

Thomas W. Evelyn	Aye
Ron Stiers	Aye
W. R. Davis, Jr.	Aye
C. Thomas Tiller, Jr.	Aye
James H. Burrell	Aye

The motions carried.

Board members began discussion regarding who should be appointed as the Board of Supervisors' representative to this committee. The general consensus was that the Board Chairman should serve. This appointment would not be made until after the 2016 Board Chairman was named at the January 11, 2016 Board of Supervisors meeting.

County Administrator Rodney Hathaway pointed out the Committee Charter also required that three New Kent County business owners be appointed to serve. He indicated he was considering several possibilities but had decided to wait for Supervisors to make their individual appointments prior to approaching owners. He would bring appointment recommendations to the Board for action at a later date.

IN RE: TURN OVER OF MEETING TO NEW KENT COUNTY ECONOMIC DEVELOPMENT
 AUTHORITY (EDA) AND EDA CALL TO ORDER

There being no other business to be addressed by the Supervisors, Mr. Burrell turned the meeting over to EDA Chairman William O'Keefe at 9:01 a.m.

IN RE: ROLL CALL

W.O. Isgett, Sr.	Present
Lawrence E. Haislip, Jr.	Present
Eugene R. Williams	Present
William O'Keefe	Present
Charles M. Davis	Present
Paul Robinson	Present
Pat Bell	Present
Rodney A. Hathaway	Present

All members were present.

IN RE: TREASURER'S REPORT

Chairman O'Keefe turned the meeting over to Treasurer Paul Robinson. Mr. Robinson provided the membership with detailed information on various funds held by the EDA in several local banks. He reported a total available funds balance of \$315,970.43.

IN RE: COMMUNITY DEVELOPMENT UPDATE

The meeting was turned over to Community Development Director Matthew Smolnik.

Mr. Smolnik introduced Mark and Michael Moreno, the father and son team who had been working to open the Aspen Burger Company in the old Maidstone Market building. Mark Moreno noted he had been overwhelmed by the tremendous support Aspen Burger Company was receiving. He indicated he felt Maidstone offered an incredible opportunity and a focus of the business would be to help build the community. He asked those present to pardon the dust and noted that although the business was not currently open to the public, there was no way he would let the opportunity go by to host the Supervisors and EDA meeting this morning. Mr. Moreno noted his son Michael and Juan Carrillo would be the owners of the restaurant and he also was

heavily involved in helping to get the business ready for opening. On behalf of the EDA, Mr. O'Keefe noted appreciation for their investment in New Kent County.

Mr. Smolnik introduced John Adamson, owner of much of the property in the Maidstone development. He noted that Mr. Adamson had been working to get this development back on track and finding a business for the former market building had been a part of his efforts.

Mr. Smolnik presented the Director's Report for 2015. He presented an overview of the EDA Incentive Program and noted approximately \$100,000 was currently encumbered for incentives. During 2015 a \$33,000 incentive had been paid to Burger King, a \$20,000 incentive had been paid to Advance Auto Parts and \$20,000 of a \$40,000 incentive had been paid to Waffle House. He reported that Building Official Clarence Jackson had conducted a final inspection on the Waffle House facility the previous day and the facility had passed with flying colors. The final Health Department inspection was scheduled for December 17th.

Mr. Smolnik reported on development at the I-64 Exit 211 interchange. He noted the Board of Supervisors had taken action at their December 14, 2015 meeting to unanimously approve the Love's Travel Stops application for a Conditional Use Permit. Mr. Smolnik suggested this project would act as a catalyst for future development at this interchange. The Love's project was estimated to generate between \$260,000 and \$280,000 in annual revenue to the County and would provide fifty full-time positions with benefits.

Mr. Smolnik reported the site plan for a Fas Mart at the I-64 Exit 205 interchange had been approved. He pointed out this would be the first project to be fully covered by the provisions of the Bottoms Bridge Corridor Overlay. He also reported this was the first EDA meeting since the announcement of the approval of HCA's request for MRI equipment at an emergency center they were considering building in the Bottoms Bridge area. He indicated there was a tremendous need for this facility in the community and it would also serve as catalyst to attract other development.

IN RE: YEAR IN REVIEW

Mr. Smolnik noted this was his first full year in the Community Development Director position and indicated he appreciated the support he had received from everyone in the room. He further noted he had developed a deeper appreciation for County Administrator Rodney Hathaway with the many hats he had worn over the years. He suggested tourism was a big part of the EDA's focus and they had done a tremendous job of getting New Kent out where it could be seen. Examples of events hosted over the past year included the American Muscle Car Show, the Taste of New Kent Wine Festival and Classics on the Green. Mr. Smolnik also noted the EDA had partnered with the New Kent Chamber of Commerce for New Kent to have a table at the UCI World Bike Races in Richmond. This had been a tremendous opportunity to showcase New Kent to people from all around the world.

IN RE: WHERE ARE WE GOING IN 2016?

Mr. Smolnik reported the EDA Marketing Subcommittee would be meeting in January to determine where marketing dollars would be spent in 2016. Just over \$40,000 had been budgeted for 2015 and the amount available for 2016 was not yet known. Mr. Smolnik noted he would like to be more proactive in 2016 by attending more trade shows and conventions.

He closed his comments by expressing his appreciation for the support he had received from the EDA, the Chamber of Commerce, the Board of Supervisors, County Staff and the County Administrator.

Mr. O'Keefe noted it had been a very productive year for the EDA and suggested it reflected the hard work and dedication of his colleagues. He noted they "spend money like it's their money" and were focused on using resources as carefully as possible.

Supervisor Burrell suggested New Kent may want to consider establishing a regional economic development initiative. Supervisor Davis also suggested that the County's concerns regarding broadband should also be considered regionally as many localities were experiencing the same challenges as New Kent.

Treasurer Robinson asked Mr. Smolnik to share details on what had been purchased with the incentives awarded to businesses in 2015. Mr. Smolnik indicated the \$20,000 paid to Advance Auto parts had been used to build a brick elevation. The \$33,000 paid to Burger King had covered the utility connection expenses and the refunding of building permit fees. The \$40,000 designated for Waffle House included \$20,000 for signage and a brick elevation and two \$10,000 annual incentives with one to be awarded the first year and the other to be awarded the second year the business was in operation. Mr. Smolnik reported original funding for the incentive program had been set at \$290,000 and approximately two thirds of this amount had either been paid out or was encumbered.

Mr. Evelyn thanked the EDA for all their efforts and noted the Supervisors had enjoyed a great working relationship with the EDA over the eight years he had served on the Board. He indicated he unfortunately could not stay for the remainder of the meeting but wished everyone a Merry Christmas. He left the meeting at 9:31 a.m.

Supervisor Stiers indicated he was often questioned about why the County was not getting certain businesses. He noted his answer was that these businesses could not be forced to come to New Kent. Chairman O'Keefe noted attracting businesses was a focus and New Kent had been in the running for consideration by a number of businesses over the years and had often finished second. Mr. Stiers asked Mr. Smolnik and EDA members what types of businesses they were expecting to come to New Kent in the next five years. Mr. Smolnik suggested, with the County's easy access to I-64 and its close proximity to the Hampton Roads area port, more industrial development could be expected. Mr. Stiers asked about the possibility of a hotel in the County. Mr. Smolnik indicated that as long as average vacancy rates in the Williamsburg and Richmond areas remained high, it would be unlikely a hotel

would consider locating in New Kent County. Mr. Smolnik suggested I-64 traffic would have a significant impact on business development in the County and the focus would be at the I-64 interchanges. Mr. O'Keefe also suggested that developing a closer relationship with Rappahannock Community College, the future HCA project and the recently approved Love's project could all serve as magnets to draw other businesses into the area. Mr. Stiers asked if the EDA had any plans to provide support to existing businesses. He suggested that some existing businesses were in need of renovation and asked if the EDA had any plans to offer those businesses incentives similar to those being offered to new businesses. EDA member Charles Davis indicated a subcommittee had been formed to review the current incentive program and a portion of that review would be to look at ways the EDA may be able to encourage existing businesses to renovate or expand.

IN RE: ADJOURNMENT (EDA)

Mr. O'Keefe noted the next EDA meeting would be held at 8:30 a.m. on January 21, 2016 at the Visitors and Commerce Center. There being no other EDA business to be discussed, the meeting was adjourned at 9:40 a.m.

IN RE: ADJOURNMENT (SUPERVISORS)

Mr. Burrell expressed his appreciation to the EDA, to County Administrator Rodney Hathaway and to staff for their support during his twenty-four years as a Supervisor. He asked if there was any additional business the Supervisors wished to discuss. There being none, he called for a motion to adjourn.

Mr. Davis moved to adjourn the meeting. The members were polled:

Ron Stiers	Aye
W. R. Davis, Jr.	Aye
Thomas W. Evelyn	Absent
C. Thomas Tiller, Jr.	Aye
James H. Burrell	Aye

The motion carried.

The meeting was adjourned at 9:42 a.m.