

A SPECIAL JOINT SESSION WAS HELD BY THE NEW KENT COUNTY BOARD OF SUPERVISORS AND THE NEW KENT COUNTY ECONOMIC DEVELOPMENT AUTHORITY ON THE 20TH DAY OF DECEMBER IN THE YEAR TWO THOUSAND EIGHTEEN AT 11833 ASPENGRAF LANE (THE TROJAN GRILL), NEW KENT, VIRGINIA, AT 8:30 A.M.

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IN RE: CALL TO ORDER – ECONOMIC DEVELOPMENT AUTHORITY (EDA)

EDA Chairman Charles M. Davis called the December 20, 2018 meeting of the EDA to order at 8:32 a.m.

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IN RE: CALL TO ORDER – BOARD OF SUPERVISORS (BOS)

BOS Chairman Thomas W. Evelyn called the Board of Supervisors Meeting, which had been continued from December 11, 2018, back into session at 8:33 a.m.

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IN RE: ROLL CALL - EDA

Lawrence E. Haislip, Jr.	Present
Eugene R. Williams	Present
Paul Robinson	Present
Charles M. Davis, Chairman	Present
Mathew Starr	Present
Pat Bell	Present
W.O. Isgett, Sr.	Absent
Rodney A. Hathaway	Present

All members with the exception of W.O. Isgett, Sr. were present.

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IN RE: ROLL CALL – BOS

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

All members with the exception of Ron Stiers were present. Others in attendance included County Attorney Brendan S. Hefty, Economic Development Consultant Mark Kilduff, Economic Development Director, Matthew J. Smolnik and Chamber of Commerce President, Larry Reynolds. Mr. Stiers joined the meeting at 8:58 a.m.

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IN RE: WELCOME/INTRODUCTIONS/ANNOUNCEMENTS

EDA Chairman Davis welcomed everyone to the meeting. He thanked The Trojan Grill staff for allowing the County to host this joint meeting at their restaurant and wished them much success as they launched this new business. Mr. Williams delivered a blessing of the meal.

The Trojan Grill owners, Greg Guy and Carson Diaz, introduced themselves. Mr. Guy indicated he had recently moved to New Kent County and had noticed the vacant restaurant in September. He and Mr. Diaz both had connections to the Richmond area restaurant business and had seen this as a great opportunity. Plans were for a

soft opening December 26<sup>th</sup> through December 30<sup>th</sup> with operating hours of 4:00 to 10:00 p.m. on those dates. All sales on those dates would be discounted 25%. The official opening would be January 2, 2019.

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IN RE: BRIEF RECESS

Both Chairmen called for a brief recess for breakfast at 8:38 a.m. The meeting reconvened at 9:05 a.m. and the EDA began moving forward with their agenda.

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IN RE: APPROVAL OF MINUTES - EDA

A motion to approve the November 15, 2018 EDA meeting minutes was made by Mr. Haislip, seconded by Mrs. Bell and carried.

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IN RE: TREASURER'S REPORT - EDA

EDA Chairman Davis turned the meeting over to Treasurer Paul Robinson. Mr. Robinson provided detailed information on various funds held by the EDA in several local banks. He reported funding in the amount of \$15,000.00 had been transferred from the Citizens and Farmers (C&F) Bank Money Market Account into the C&F checking account. The total available funds balance was \$340,087.60.

- C&F Checking Account Balance \$ 7,007.24
- C&F Money Market Account Balance \$150,660.33
- SONA Bank Money Market Account Balance \$181,860.06
- LGIP Account (Local Government Investment Pool) \$ 559.97

Mr. Robinson reported he had been monitoring interest rates on money market accounts and noted LGIP rates were now significantly higher than banks. He indicated he planned to come to the EDA at their January 2019 meeting with a recommendation to move additional funds into the LGIP account.

A motion to approve the December 20, 2018 Treasurer's Report was made by Mr. Williams, seconded by Mr. Haislip and carried.

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IN RE: ECONOMIC DEVELOPMENT YEARLY REVIEW AND UPDATE

The meeting was turned over to Economic Development Director Matthew Smolnik. Mr. Smolnik provided summary information on various events/projects completed and in the works.

- **Virginia Business Site Ready Program Grants – Round 2** – Mr. Smolnik reported the Economic Development department had submitted an application for funding in Phase 2 of the Virginia Business Site Ready Program in October 2018. This program was focused on helping localities market properties for development and one million dollars was available for this round of grants. This program offered a dollar-for-dollar match between the private land owners and the VEDP (Virginia Economic Development Partnership). No County or EDA funds would be used. The application was for property owned by the Shaia family at the New Kent City Center and the owners had committed \$150,000.

- **Travel and Marketing Efforts** – Mr. Smolnik reported he had officially moved his office to the New Kent Visitors Center on January 1, 2018. Since that time, the New Kent Tourism website had been completely updated and was now a “mobile friendly” site. A six minute introductory video telling the story of New Kent County had also been developed and was serving as a recruiting tool for prospects. This video had also been used to kick off New Kent University 2018. A publication touting New Kent as the “Heart of the Eastern Seaboard” had also been developed. He also reported new ads and publications for Colonial Downs had been created and he stressed the importance of creating relationships with prospects.

Mr. Smolnik suggested travel outside of the Richmond market was important to getting the word out about New Kent and reported on several trips including:

- Chicago – contacts with the Colonial Downs group (Revolution Racing) and JLL Brokers.
- Phoenix – contacts with XPO Logistics, Averitt Express, Ollies Bargain Outlet and Landstar Transportation.
- Denver – contacts with several data centers and Microstar Logistics.
- Cleveland – contacts with Austin Consulting and JLL individual site selection consultants.
- Nashville/Huntsville – contacts with Nissan of North America, Saddle Creek Logistics, Carlisle Transportation, Panattoni, JLL and CBRE.

Mr. Smolnik thanked both the BOS and EDA for their financial support of these trips.

- **Notable Projects and Openings in 2018** –
  - Taco Bell
  - Dollar General
  - Dr. Mahavadi’s new office
  - Dunkin Donuts
  - Apex Physical Therapy and Movement Center
  - Royal New Kent golf course purchase
  - Brickshire golf course and restaurant purchase
  - Colonial Downs purchase – Mr. Smolnik reported the owners were very appreciative of the support they had received from the BOS and EDA throughout the process.
  - Mr. Smolnik reported he had given testimony on HB1609 in the House of Delegates, the Senate and the Virginia Racing Commission on horse racing regulations.
  - The EDA had entered into a contract for logging the Fisher tract.
  - A town hall meeting was held on May 24<sup>th</sup> to discuss Colonial Downs and the possibility of a casino
  - Provided Google seminars with the New Kent Chamber of Commerce.
  - Mr. Smolnik reported Governor Northam had attended several events in the County in 2018.
  - Mrs. Northam had visited New Kent as a part of National Tourism week.
  - The inaugural Roar and Soar Festival had been held at the New Kent Airport. This event had been a partnership between New Kent County and the New Kent Rotary Club.
  - The Small Business Close Up was back at monthly BOS meetings. Mr. Smolnik thanked Board members for supporting this and noted Tidewater

Review Reporter Ashley Luck had done feature stories on several of the Small Business Close Up businesses.

- Mr. Smolnik reported he and other staff had been working on two very large projects in late 2018. One of the projects involved an international manufacturing company and company executives had made two visits to New Kent County. The second project involved an international developer with a logistics prospect in tow. Both projects were located in the New Kent City Center. Mr. Smolnik noted the New Kent City Center had garnered a lot of attention in 2018 and he was hopeful for the VEDP site ready grant to be approved.

- **Anticipated Projects in 2019** –

- The Trojan Grill – Opening in January 2019
- VCU Freestanding Emergency Room – This project was moving forward but no groundbreaking date had been set.
- The Colonial Downs main facility as well as off track betting facilities in Richmond, Vinton and Hampton were expected to open.
- Jolene Family Winery
- New Kent Gymnastics Center – new facility
- CATLabs expansion

- **Business Incentive Grants by the EDA in 2018** – Mr. Smolnik reported the following business incentive grants were approved in 2018:

- Dr. Mahavadi
- CATLabs – Mike Watson
- Milton's Pizza
- New Kent Gymnastics Center
- Jolene Family Winery

- **Summary**

- Mr. Smolnik reminded EDA Incentive Grant Committee members that there would be a meeting at 7:30 a.m. on January 17<sup>th</sup> at the New Kent Visitors Center to review a grant application involving a medical profession not already available in New Kent County.
- Mr. Smolnik also thanked Economic Development Consultant Mark Kilduff for having been his mentor. He noted Mr. Kilduff would remain on staff through June 30, 2019 and he would continue to learn all he could from Mr. Kilduff during that time.
- Mr. Smolnik reported the Virginia Racing Commission had granted a license to Colonial Downs the previous week. Fifteen days of racing had been approved for 2019 with the season opening on August 8<sup>th</sup> and ending on September 7<sup>th</sup>. The Virginia Derby would be held on August 31<sup>st</sup>. He also reported renovations continued at the New Kent facility which was scheduled to open April 15, 2019. Colonial Downs would be offering a rewards program with customers being able to use those rewards at participating businesses. Businesses could participate for a \$35 per month charge and would receive marketing through Colonial Downs.

- Mr. Smolnik reported a recent press release had indicated the Pamunkey Indian Tribe was moving forward with plans for a Casino on twenty acres of land next to Harbor Park in Norfolk, Virginia.
- Mr. Smolnik reported he was enjoying his new role as Economic Development Director and indicated he was also enjoying traveling and telling the New Kent story to business prospects. He was hopeful in regard to the fruits of his labor.

Mr. W. R. Davis, Jr. noted Colonial Downs off track betting facilities would be opening in the near future and asked if these facilities were gearing up for sports betting. Mr. Smolnik indicated he could not say for certain but suggested the necessary infrastructure would be in place. He also reported on the number of Historical Horse Racing machines to be placed at each of the off track facilities and pointed out population was driving these numbers. Mr. Davis asked "Is the money handled the same way as it was when the track was here?" Mr. Smolnik indicated he was not sure but noted the County would receive a percentage. County Administrator Rodney Hathaway indicated he believed the percentage was the same but was not sure how and how frequently the funds would be received by the County. Mr. Charles Davis questioned if there was a way to monitor revenue at the track to assure the County received payment. Mr. Hathaway indicated the Commissioner of the Revenue was able to conduct audits.

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IN RE: OLD BUSINESS

There was no old business.

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IN RE: NEW BUSINESS – COMMENTS ON MACHINERY & TOOLS TAX

Economic Development Consultant Mark Kilduff suggested the Board of Supervisors should be congratulated on their recent decision regarding Machinery and Tools Tax rates. He suggested this action did make a big difference and it sent a great message to companies, site selection consultants and the existing businesses that the Board was serious about economic development.

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IN RE: MEETING SCHEDULE - EDA

Mr. Charles M. Davis announced the next meeting of the New Kent County Economic Development Authority would be held at 8:30 a.m. on January 17, 2019 at the New Kent County Visitors and Commerce Center, 7324 Vineyards Parkway, New Kent, VA 23124.

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IN RE: ADJOURNMENT - EDA

A motion to adjourn the EDA meeting was made by Ms. Bell, seconded by Mr. Haislip and carried. The meeting adjourned at 9:34 a.m.

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IN RE: MEETING SCHEDULE - BOS

Mr. Evelyn announced the next regularly scheduled meeting of the Board of Supervisors would be held at 6:00 p.m. on Tuesday, January 15, 2019 in the Boardroom of the County Administration Building, 12007 Courthouse Circle, New

Kent, VA 23124. The meeting schedule for the remainder of 2019 would be set at the January 15<sup>th</sup> meeting.

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IN RE:           ADJOURNMENT – BOS

Mr. Tiller motioned to adjourn the Board of Supervisors meeting. The members were polled:

C. Thomas Tiller, Jr.	Aye
Patricia A. Paige	Aye
Ron Stiers	Aye
W. R. Davis, Jr.	Aye
Thomas W. Evelyn	Aye

The motion carried. The meeting adjourned at 9:35 a.m.