

**Economic Development Authority of Fluvanna County
December 9, 2024**

Attendance:

Joshua Bower (p)
Brittany Grey (a)
Jeffrey Potter (p)

Valerie Palamountain (p)
Rudy Garcia (p)

Charlotte Gregory (a)
Raghvendra Singh (a)

County Staff:
Jennifer Schmack (p)

P - Present A - Absent

I. Meeting was called to order at 5:02 pm.

II. Approval of Consent Agenda

Chair Garcia reported that no Treasurer's report was submitted. Motion to approve the Consent Agenda was made by Bower. Seconded by Potter. Unanimously approved 4-0 by Bower, Palamountain, Potter, Garcia.

III. Reports

A. Schmack gave the County report for November:

1. Visits to existing business - 46;
2. Partner Agencies, Networking Events, Conferences Attended - 12
3. Other - 9
4. Prospects/Real Estate inquiries - 4
5. Commercial Kitchen inquiries - 0
6. Small Business Referrals - 1

Commercial kitchen rates are higher than competitors. BOS voted to reduce the rate from \$35/hr to \$25/hr. SBDC, with the guidance of Hope Lawrence, the former owner of Hudson Henry is creating a food and beverage accelerator program, which should be ready in Spring 2025.

Palmyra Arts Festival will be on December 14; rain date on December 15. Local artists, food trucks will be present.

Fork Union revitalization project received \$100,000 grant from the SBA Portable Assistance Program. Dan Fellows was hired part time to advise Fork Union business owners, and is helping to launch three new businesses, and assisting entrepreneurs to apply for over \$2 million in funding. Two business owner meetings have been held and one community meeting. A Fork Union branding workshop was held in November. Metrics from Year 1 will be used to acquire funding for Year 2.

Community Investment Collaborative Entrepreneur Workshop will be held. Applications are due by January 3, 2025.

Schmack described her marketing efforts through community organizations, newsletters, and Fluvanna Leadership Development Program. Schmack explained the difficulties for

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Economic Development to identify and communicate with the businesses that may need assistance. Since a business license or registration is not required in Fluvanna. Garcia explained, once an ordinance is in place, the businesses are responsible for state and federal taxes. Discussion followed on ways to reach these businesses. Schmack recommended a strategic plan for the EDA. Potter moved that the EDA initiate a strategic plan process. Bower seconded. Garcia stated that we can issue \$10 million in bonds to businesses. Vote: 4-0 by Bower, Palamountain, Potter, Garcia. Potter will take the lead and update at the February 10, 2025.

- B. Chair's Report:
1. No report.

IV. Unfinished Business

- A. None.

V. New Business

- A. Chair Garcia brought up about changing the meeting day. Bower recommended to keep the meeting on the second Monday of the month. Discussion was tabled.
B. Attendance requirement states that members may miss three back-to-back or a total of four meetings per year.
C. All changes were made to the bank account except the VIP.

VI. Public Comments

No public comments.

VII. Closed Session

No closed session.

VIII. Adjourn

Motion made by Bower. Seconded by Potter. Approved 4-0 by Bower, Palamountain, Potter, Garcia. The meeting adjourned at 5:46 pm. The next meeting is January 13, 2024.

Respectfully submitted,

Valerie Palamountain

Valerie Palamountain, Secretary