

**Economic Development Authority of Fluvanna County
February 10, 2025**

Attendance:

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

Valerie Palamountain (p)
Rudy Garcia (p)

Charlotte Gregory (p)
Raghvendra Singh (p)

County Staff:
Jennifer Schmack (p)

Guest: Jake Biggs
Sophia Zheng, bluedot

P - Present A - Absent

I. Meeting was called to order at 5:00 pm.

Singh could not attend in person due to being in Dale City due to weather. He requested to participate online. He requested to participate online. Motion to approve was made by Gregory, seconded by Potter, and was approved 5-0 by Bower, Gregory, Garcia, Palamountain and Potter.

Grey could not attend in person due to a sick child, and requested to participate online. Motion to approve was made by Bower, seconded by Potter, and was approved 6-0 by Bower, Gregory, Garcia, Palamountain, Potter and Singh.

II. Approval of Consent Agenda

Motion to approve the Consent Agenda was made by Potter. Seconded by Gregory. Unanimously approved 6-0 by Bower, Gregory, Palamountain, Potter, Singh, Garcia. Note: Vote was taken before Grey was present.

III. Presentation

Sophia Zheng gave a presentation on bluedot Open Rewards local shopping program for small businesses. The program is an app that awards credit when shopping at local businesses. There is no cost to the business or the customer. There is a charge of \$3.95/month and County would seed the reward fund. The County would set the percentage of the reward amount, and has the flexibility to change it or restrict it to a specific business category or time frame. Rewards must be redeemed within three months. County sets up the profile. Customer could have separate "wallets" for different localities. Bluedot helps with marketing. Most communities start with \$5,000-10,000 seed money. Board of Supervisors would have to approve funding.

IV. Reports

A. Schmack gave the County report for January:

1. Visits to existing business - 33
2. Partner Agencies, Networking Events, Conferences Attended - 11
3. Other - 28
4. Prospects/Real Estate inquiries - 0
5. Commercial Kitchen inquiries - 2
6. Commercial Kitchen Rentals - 1

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7. Small Business Referrals - 1
8. Ribbon Cuttings - 2

Community Investment Collaborative status on loans was presented.
10 loan applications were submitted; 6 loans were approved for a total of \$63,000.
7 recovery loan applications were submitted; 7 loans were approved for \$56,600.

B. Chair's Report:

Chair Garcia requested the following of the EDA members:

1. Submit comments on the EDA mission statement.
2. Submit questions and considerations regarding the bluedot program.
3. Review list of businesses in Fluvanna who would be eligible for the bluedot program.

V. Unfinished Business

A. None.

VI. New Business

A. None.

VII. Public Comments

No public comments.

VIII. Closed Session

No closed session.

VIII. Adjourn

Motion made by Bower. Seconded by Potter. Approved 7-0 by Bower, Gregory, Grey, Palamountain, Potter, Garcia, Singh. The meeting adjourned at 5:56 pm. The next meeting is March 10, 2025. Palamountain will not be able to attend. Gregory will take the minutes.

Respectfully submitted,

Valerie Palamountain

Valerie Palamountain, Secretary