

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

Attendance:

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

Valerie Palamountain (a)
Rudy Garcia (p)

Charlotte Gregory (p)
Raghvendra Singh (p)

County Staff:

Jennifer Schmack (p)

P - Present A - Absent

I. Meeting was called to order at 5:04 pm.

Bower could not attend in person due to being in Henrico County for work. He requested to participate online. Motion to approve was made by Potter, seconded by Gregory, and was approved 4-0 by Gregory, Garcia, Gray and Potter.

II. Approval of Consent Agenda

Motion to approve the Consent Agenda was made by Potter. Seconded by Gregory. Unanimously approved 5-0 by Bower, Gregory, Palamountain, Potter, Garcia. Note: Vote was taken before Singh was present.

III. Reports

A. Schmack gave the County report for February:

1. Visits to existing business - 10
2. Partner Agencies, Networking Events, Conferences Attended - 4
3. Other - 29
4. Prospects/Real Estate Inquiries - 3
5. Commercial Kitchen Inquiries - 1
6. Commercial Kitchen Rentals - 0
7. Small Business Referrals - 1
8. Ribbon Cuttings - 0

She also mentioned the support provided by the Virginia Career Works, which helped 4 residents attain employment and 8 residents enroll in the WIOA program. She noted that since July 2024, 150 Fluvanna residents visited a VCW One-Stop Center.

Schmack also announced upcoming events, including ribbon-cutting ceremonies for Freedom Drip Coffee on April 1st, Hardware Hills Winery on April 5th, and Orme's Gym on April 10th. Hardware Hills will be hosting a wedding expo and bridal fashion on April 27th.

B. Chair's Report:

Chair Garcia reports that Gray is willing to hand off the treasurer's role due to her increased workload. The position requires approximately 5 hours per month, mainly involving handling invoices, renewals, and balancing accounts. The board will need to

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decide on officer positions, including chair, vice chair, secretary, and treasurer, with voting to take place in July. Gray requested to be added the new treasurer to the VIP investment account.

IV. Unfinished Business

A. Proposed Mission Statement

Potter discussed the need for the Economic Development Authority (EDA) to self-identify and define its goals. He proposed a mission statement and areas of focus, including bringing businesses into the county, creating shovel-ready opportunities, and fostering small businesses. Potter also mentioned the importance of agricultural and farming development in the county. He highlighted the EDA's ability to pass through loans and advocate for shovel-ready sites and emphasized the need for the EDA to explore its opportunities and define its role.

B. Blutot Open Rewards Program

Schmack discussed the review and approval of a contract for a the Blutot Open Rewards Program. She clarified the pricing structure, which allows for the service to be turned on and off as needed, and the automatic renewal process. She proposed a budget of \$2,500 for the project and asked the EDA to consider matching this amount. She also suggested that the project should be open to all small, locally owned retail-based businesses. The program would provide data on where money was spent and how much was spent on transactions, aiding in understanding the economic impact of tourism in Fluvanna County. Schmack offered to share metrics with the team and proposed a trial period for the project. Garcia proposed allocating \$2,000 to the Blue Dot program.

Gregory made a motion to approve a \$2,000 contribution to the Blutot Program. Motion was seconded by Potter. Motion Approved 6-0 by Bower, Gregory, Gray, Potter, Garcia, Singh.

V. New Business

A. Zion 3 Notch, LLC Development Agreement

Schmack reviewed a revised development agreement with Renauld Consulting, reducing the payment from \$250,000 to \$179,000. The agreement was approved, and the Economic Development Authority will maintain ownership of the utility easement.

Potter motioned to approve "A Resolution Authorizing the Revised Development Agreement Between Fluvanna County, the Economic Development Authority of Fluvanna County and Zion 3 Notch LLC" Motion was seconded by Bower.

Motion Approved 6-0 by Bower, Gregory, Gray, Potter, Garcia, Singh.

VI. Public Comments

No public comments.

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VII. Closed Session

No closed session.

VIII. Adjourn

Motion made by Potter. Seconded by Gray. Approved 6-0 by Bower, Gregory, Gray, Potter, Garcia, Singh. The meeting adjourned at 5:59 pm.

The next meeting is April 14, 2025.

Respectfully submitted,
Jennifer Schmack
Director of Economic Development

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