



**REGIONAL COUNCIL 9
SITES TASK FORCE MEETING
MARCH 29, 2021
2:30 PM to 4:00 PM
Zoom Link or Call-In**

Due to the COVID crisis this meeting was held via electronic means details included with this agenda.

MINUTES

Attending: Andy Wade, Christian Goodwin, Ed Dalrymple, Patrick Mauney, Paul McCulla, Tony O'Brien

Absent: Christine Jacobs, Mansour Azimipour

Staff: Shannon Holland

Guests: Helen Cauthen, Central Virginia Partnership; David Devan, VEDP; Cole Pearce, VEDP; Chris McNamara, VEDP

1. Welcome

Ed Dalrymple opened the meeting at 2:33 PM stating that the meeting was being held electronically via Zoom video and call-in due to the State of Emergency declared by the Governor.

2. Roll Call

Shannon Holland performed roll call. Attendance is noted above.

3. Public Comment

Ed Dalrymple stated the meeting had been publicly noticed and a public comment form was made available. All public comments. Shannon Holland stated that no public comments had been received.

4. Approve Prior Meeting Minutes, if needed

Ed Dalrymple stated for the record that this was the first stand-alone meeting of the Sites Task Force, therefore, there were no Minutes for approval.

5. DHCD Site Guidelines Update

Helen Cauthen, as the Region 9 DHCD Sites Workgroup representative, gave an update on the progress of that workgroup. A final workgroup meeting is scheduled in the next two weeks. Some discussion arose related to the possible requirement that private land owners will have to agree to repay costs if the site doesn't realize certain milestones.

6. VEDP Site Characterization Report Overview

David Devan introduced his team members also on the call and gave a presentation on VEDP's Statewide Site Characterization completed early in 2020. David Devan noted that though the Region 9 March 2020 Site Characterization Meetings schedule in March 2020 were all cancelled due to COVID, VEDP was able to share a significant amount of this information with the localities in Region 9 through the Central Virginia Partnership in Summer 2020.

Some highlights include:

- Lack of ready sites is why Virginia has lost projects in the last 4 years
- Virginia Business Ready Sites helps evaluate which sites are more prepared and more competitive
- 90 % of Region 9 sites requires additional investment to attract businesses
- VEDP assessed sites along two dimensions: site factors and location factors to develop a Site

Developability Score

- Site Developability Report Evaluates the Site Across Ten Factors Related To Cost and Development
- Site Developability Score can be compared to medias of statewide developability and region wide developability
- The higher tier a site is already on the VBRS levels, reviewers can have more confidence in the Developability score
- VEDP can use data to develop a Quadrant Graph by industry cluster based on Site Developability and Location Competitiveness
- High potential sites will be clear, however, two of the other three quadrants just require further evaluation of issues that may already have been addressed since the work was done or could be evaluated as part of advancement
- There are other reasons that a Site can be advanced, including: Community Commitment, regional impact, recent project announcements, existing industry clusters
- How VEDP can help:
 - Provide aggregated data, with appropriate permissions
 - John Loftus, as subject matter expert, can review project and comment

7. Regional Site Portfolio

Shannon Holland noted that one of the challenges Region 9 will face while establishing Region 9 wide Site priorities is knowing what the Site pipeline looks like at any given time throughout the entire Region, while also managing the confidential nature of Site Development, including level of information localities are comfortable sharing, among many other factors. Shannon Holland noted that has the information for sites within their footprint but that doesn't include Fauquier and Rappahannock so she is working with the Partnership as well as the other localities.

Helen Cauthen outlined the steps that the Central Virginia Partnership has undertaken to prioritize sites within their 9 locality footprint.

Discussion ensued as follow:

- Can VEDP develop a much shorter presentation for Board presentations to “ignite” interest in the long term investment needed for Site Development? Shannon Holland will follow up with VEDP.
- The general consensus was that for the immediate term, the Sites Task Force can recognize the prioritization due diligence done by the Partnership for its 9 locality footprint along with the outreach to Fauquier and Rappahannock Counties by Shannon Holland as a true regional approach. Paul McCulla stipulated that, at this time, that Fauquier County did not have sites to include in the evaluation. Further discussion would need to be had to establish long term prioritization and pipeline review processes for the Task Force and Council for mid and long term. Finally, it was generally agreed that Sites Task Force should be flexible when determining process and metrics.

8. Other Business

No new business was presented.

9. Adjourn

Ed Dalrymple called the meeting adjourned at 4:17 PM.

Shannon Holland is inviting you to a scheduled Zoom meeting.

Topic: Sites Task Force Meeting - Reg. 9

Time: Mar 29, 2021 02:30 PM Eastern Time (US and Canada)

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