



VIRGINIA INITIATIVE FOR  
**GROWTH &  
OPPORTUNITY**  
IN EACH REGION  
REGIONAL COUNCIL 9

**REGIONAL COUNCIL 9  
SITES TASK FORCE MEETING  
APRIL 15, 2021  
2:30 PM to 3:15 PM  
Zoom Link or Call-In**

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

\*Public Comments are welcome. To submit a public comment form, enclosed, complete the attached form and email to [sholland@centralvirginia.org](mailto:sholland@centralvirginia.org) by 7 am the day of this meeting.

**AGENDA**

- |  |   |
|--|---|
| <b>1. Welcome</b>  | <b>Ed Scott, Chair,<br/>Region 9 Council</b>                      |
| <b>2. Roll Call</b>  | <b>Shannon Holland, Director</b>                                  |
| <b>3. Public Comment</b>   | <b>Ed Scott</b>   |
| <b>4. Approve Prior Meeting Minutes</b>                            | <b>Ed Scott</b>   |
| <b>5. DHCD Site Guidelines Update</b>                              | <b>Helen Cauthen, President,<br/>Central Virginia Partnership</b> |
| <b>6. Project Review:<br/>Advancing Regional Significant Sites</b> | <b>Ed Scott</b>   |
| <b>7. Develop Recommended Site Grant Prioritization Criteria</b>   | <b>Ed Scott</b>   |
| <b>8. Other Business</b>   | <b>Ed Scott</b>   |
| <b>9. Adjourn</b>  | <b>Ed Scott</b>   |

**Shannon Holland is inviting you to a scheduled Zoom meeting.**

**Topic: Reg. 9 Sites Task Force - Proposal Review Mtg.**

**Time: Apr 15, 2021 02:30 PM Eastern Time (US and Canada)**

**Join Zoom Meeting**

**<https://zoom.us/j/98736662404?pwd=cTB0NTljb2t5ZG13cDFiZ0M5SFIOQT09>**

**Meeting ID: 987 3666 2404**

**Passcode: 506453**

**One tap mobile**

**+19292056099,,98736662404#,,,,\*506453# US (New York)**

**+13017158592,,98736662404#,,,,\*506453# US (Washington DC)**

**Dial by your location**

**+1 929 205 6099 US (New York)**

**+1 301 715 8592 US (Washington DC)**

**+1 312 626 6799 US (Chicago)**

**+1 669 900 6833 US (San Jose)**

**+1 253 215 8782 US (Tacoma)**

**+1 346 248 7799 US (Houston)**

**Meeting ID: 987 3666 2404**

**Passcode: 506453**

**Find your local number: <https://zoom.us/u/acUc33lp4T>**

# Region 9 Council Meeting PUBLIC COMMENT FORM



Provide your public comments below. These comments will be read during Region 9 Council Meeting for which they are submitted. Simply email completed form as an attachment to [sholland@centralvirginia.org](mailto:sholland@centralvirginia.org) with the subject line "Region 9 Meeting Public Comments" and include the meeting date. Submissions will be accepted until at 7 am on the day of the meeting.

Name: \_\_\_\_\_

Organization: \_\_\_\_\_

Email: \_\_\_\_\_

Comments in the area below:



**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)

Join Zoom Meeting

<https://zoom.us/j/91212881643?pwd=ODBteG44SWV2aS82VzNEZ2kxUjRBdz09>

Meeting ID: 912 1288 1643

Passcode: 635336

One tap mobile

+13017158592,,91212881643#,,,,\*635336# US (Washington DC)

+13126266799,,91212881643#,,,,\*635336# US (Chicago)

Dial by your location

+1 301 715 8592 US (Washington DC)

+1 312 626 6799 US (Chicago)

+1 929 205 6099 US (New York)

+1 253 215 8782 US (Tacoma)

+1 346 248 7799 US (Houston)

+1 669 900 6833 US (San Jose)

Meeting ID: 912 1288 1643

Passcode: 635336

Find your local number: <https://zoom.us/u/abDEi8CMx4>



April 5, 2021

Mr. Ed Scott, Chairman  
GO Virginia Region 9 Council  
1001 Research Park Blvd, Suite 301  
Charlottesville VA 22911

**RE: GO Virginia Grant for Advancing Regionally Significant Sites in Central Virginia**

Dear Mr. Scott:

The Culpeper County Economic Development Authority (EDA) is pleased to partner on the GO Virginia grant to conduct Preliminary Engineering Reports pertaining to water and sewer for Wingspread and neighboring parcels. The purpose of this grant is to advance key sites for GO Virginia Region 9's target sectors, which have been identified by the Central Virginia Partnership as "regionally significant."

We recognize that there may be unique issues related to funding development of privately owned sites such as those in Culpeper County that are included in the proposal. This letter is to outline our approach and understanding of some of those issues, including: Access, Zoning, Repayment and Marketing.

There should not be any access issues as the Economic Development department regularly visits these sites with prospects. Also, because of our engineer's familiarity of these sites, we do not need access to the sites for the proposed due diligence to be undertaken through this grant. Nevertheless, we are confident that we can gain permission if/when needed.

The sites are currently zoned light industrial and have been so for 20 years on average. The EDA would strongly oppose any attempt at rezoning these sites for another use.

The industrial facility scheduled to close in 2024 will also benefit from this grant. It has been operational as an advanced manufacturer for over 40 years. They operate in a 220,000 SF facility and employ over 200 people.

The Culpeper Economic Development Authority (EDA) is so committed to working with the private site owners to advance industrial development, that we expect the EDA will vote to agree to repay the GO Virginia funding amount requested by Culpeper, if awarded, if there is not significant development in Region 9's target markets.

These sites are already being marketed as active listings in Virginia Scan. The Central Virginia Partnership will continue to market our sites to companies in targeted industries to site selection consultants.

In 2017-2018 the Wingspread land owner spent many thousands of their own dollars to get the site certified as Tier 4 in the VEDP site readiness program. The Red Ace land owner is currently working with the Culpeper Economic Development department to advance their site to Tier 4 and will be using their own money for this.

Finally, we are in regular contact with the landowners who will benefit from the engineering report. For simplicity are sharing below their statements of intent, confirmed by emails, to continue marketing their sites for light industrial (manufacturing and data centers).

**Wingspread Site.** Parcel 51 21C, 51 23, 51 24:

“The Wingspread land owner intends to market its property as it is presently zoned for industrial use for the foreseeable future.”

Emailed on April 5, 2021 by:

Whit Stolz, President

Upward Enterprises LP

**SLC Financial Site.** Parcel 50 35D:

“As required by the terms of the sewer/water engineering assessment grant that Culpeper County intends to apply for, SLC Financial LLC (see contact info below), the owner of Parcel 50-35D on Culpeper County tax maps, intends to continue to market the property as it is currently zoned (Light Industrial) for the foreseeable future.”

Emailed on April 5, 2021 by:

Michael Kitchen, Vice President

Christopher Consultants on behalf of

Mr. Frank Timlin, Manager Member

SLC Financial LLC

6326 Nodding Night Court

Columbia, Maryland 21044

I am glad to answer any questions and thank you very much for your consideration.

Regards,

*Phil*

Phil Sheridan

Director, Culpeper County Economic Development

540-222-8704 (m)

[www.culpeperva.org](http://www.culpeperva.org)







## Per Capita Proposal Review Summary

**Project Name:** Advancing Regionally Significant Sites in Central Virginia

**Applicant:** Central Virginia Partnership

**Contact Name:** Helen Cauthen

**Grant Amount Requested:** \$826,333 for 18 months

**Match Amount Proposed:** \$413,167 of local funds

**Localities:** Culpeper County, Louisa County

**Financial Commitment Letter:** Louisa County, EDA of Culpeper County

**Locality Letters of Support:** Localities: Counties of Albemarle, Culpeper, Greene, Madison, Nelson, Orange, City of Charlottesville

**Other:** VEDP, Stephen Moret

**PROPOSAL:** Advance two regionally significant sites and position for marketability to target sector.

**REVIEWERS:** 4

**Reviewers identified project as meeting the following goals:**

<b>State Goals:</b>	X=1 reviewer
Higher Paying Jobs	☑☑
Out of State Investment	☑☑
Transformative Project	☑☑
Collaboration between government, business, education, etc.	☑
<b>Region 9 Project Categories:</b>	
Talent Development	
Innovation/Entrepreneurship	
Growing Existing Business	☑☑
Sites	☑☑☑☑
<b>Region 9 Target Industries:</b>	
Information Technology	☑☑☑☑
Food & Beverage Mfg	☑☑☑☑
Financial & Business Services	☑☑
Light Mfg	☑☑☑☑
Biotechnology	☑☑☑☑
Budget is reasonable and realistic for scope of project. Efficiencies and Narrative supports proposed budget.	☑☑☑☑

**Average Score (rounded) / Total Points Available:**

ECONOMIC IMPACT	33/35
REGIONAL COLLABORATION	27/30
PROJECT READINESS	20/20
PROJECT SUSTAINABILITY	14/15
<b>AVERAGE SCORE</b>	<b>93/100</b>

## REVIEWER COMMENTS

### Economic Impact

- Clear alignment with regional/statewide priorities
- ROI at 5 years with supporting research
- ROI strong for Louisa property at 19 years; clarify which year the project currently is in
- ROI for Culpeper may be a bit weak
- sites are complementary and can be quickly available for every type of industry

### Regional Collaboration

- Good use of leveraging existing investments
- Broad support but both locally led and primarily providing benefit locally as envisioned
- Widespread indirect benefit throughout region
- Impressive support from region
- Perhaps a letter from Culpeper ED would be appropriate?
- Unsure about involvement of colleges and universities in region

### Readiness

- Barriers appropriately identified
- Engagement with local, state and national experts included in proposal
- Missing Letter of Support from Culpeper Landowner?

### Sustainability

- Locality commitment evident for each site
- Milestones and drawdown are strong

## STAFF COMMENTS

- Related and prior grant contract *Regional Business Park* (Louisa County) is on track for completion 6/23/2021
  - Final verification of all assessments pending.
  - Tier 3 Certification Letter for RBP received April 2021
  - Letter received and approved by DHCD regarding status of RIFA development – no RIFA at this time

## TASK FORCE RECOMMENDATION