



REGULAR EDA MEETING AGENDA

February 20, 9:00 AM

A regular meeting of the Economic Development Authority (EDA) of Stafford County will be held in the George L. Gordon, Jr., Government Center, 1300 Courthouse Rd, Stafford, VA 22554.

1. CALL TO ORDER
 - a. All members, contractors and staff shall state and disclose any real or perceived conflict of interest on any matter on the agenda.
2. APPROVAL OF MINUTES
 - a. January 16, 2026, Regular Meeting Minutes
3. TREASURER'S REPORT
 - a. January Financials
4. PUBLIC PRESENTATIONS
 - a. Micah Ministries
 - b. Stafford EDA Marketing & Events Report
 - i. EDA Board Member Online Presence/Social Media
 - c. Stafford County Economic Development Report
5. SECRETARY'S REPORT
6. CHAIRMAN'S REPORT
 - a. Change to When Community-Based Grant Application Presentations are Required/Requested by EDA
7. COMMITTEE AND WORKING GROUP REPORTS
 - a. Loan Committee (Jack R., Janette H. Staff support- Liz)
 - i. Loan Statements
 - ii. Next Level Mosaic- Next Steps
 - b. Business Resources Committee (Daryl W., Dave B., Staff support- Savannah)
 - i. Community-Based Organization (CBO) Grant Applications:
 - a. Micah Ministries
 - b. Virginia Black Chamber of Commerce
 - c. CyberBytes Foundation
 - c. Research Committee (Marlon W., Jack R.)
 - i. SCPS Career Pathways Recap
 - d. Technology Committee (Jeff R., Frank P.)
8. OLD BUSINESS
 - a. Incentive Agreement Expense Agreement with County
 - b. Rivers Region Entrepreneurial Ecosystem



9. NEW BUSINESS

- a. Treasurer Election
- b. VA Mint Board Position for Treasurer
- c. BUILD Grant Letter of Support- Roadway Improvements to the Centreport Parkway Corridor
- d. Performance Agreement with Olive Garden & the County
- e. Performance Agreement with LongHorn Steakhouse & the County

10. ATTORNEYS REPORT

11. CLOSED SESSION - Pursuant to Section 2.2- 3711 A 5 of the Code of Virginia 1950, as amended. The EDA intends to hold a closed session to discuss matters related to § 2.2-3711 A 5.

12. ADJOURNMENT - The next regular meeting is scheduled for March 20, 2026, at 9:00 AM in the George L. Gordon, Jr., Government Center, 1300 Courthouse Rd, Stafford, VA 22554.



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REGULAR MEETING MINUTES

The regular meeting of the Economic Development Authority (EDA), of Stafford County, Virginia, was held at the George L. Gordon Jr. Government Center, 1300 Courthouse Rd, Stafford, VA 22554 on Friday, January 16, 2026.

1. **CALL TO ORDER**

- a. Mr. Rowley, Chair, called the meeting to order at 9:04 AM, emphasizing the necessity for all members and staff to declare any conflicts of interest with the agenda items. No conflicts were stated.
- b. Mr. Burton was welcomed by Mr. Rowley and introduced to the other EDA members and staff.

A quorum was present and accounted for.

Members

Jack Rowley, Chair
Marlon Wilson, Vice Chair
Jeff Roosa, Secretary
Janette Holland
Frank Porcelli
Daryl Weedeman
Dave Burton

ED/EDA Staff Present

Liz Barber
Linzy Browne
Jonathan Lindsley
Savannah Wimbush
Lauren Micklish
Shelley Kasten [virtual]
Logan Burnette, Esq.

Also Present

Michael Purello (Rivers Region Entrepreneurial Ecosystem)



2. APPROVAL OF MINUTES

Mr. Rowley asked if anyone had any changes, additions or corrections to the December 19, 2025, minutes. Mr. Roosa asked that the meeting minutes be amended to reflect that item 7.b.2., the Cyber Bytes' grant application, was denied. Mr. Roosa made a motion to approve the minutes as amended; Ms. Holland seconded. Motion passed unanimously. **APPROVED 7-0**

3. TREASURERS REPORT

- a. December Financials: Ms. Kasten reported that total cash was \$178,666 and total investments at Virginia Mint were \$967,799. Ms. Kasten highlighted that the EDA's total assets are around \$1 million. Mr. Roosa motioned to approve the December Financials; Mr. Weedeman seconded. **APPROVED 7-0**
- b. Bridging Virginia Variance: Ms. Kasten explained the Bridging Virginia variance was due to differing amortization schedules and interest payments. She noted that all the variances were to the EDA's advantage. Ms. Kasten shared that she had made the corrections via journal entry and placed them in temporary status. Mr. Roosa noted that the variance was unfortunate but was glad that it had been caught. Mr. Roosa motioned to approve the change in QuickBooks and Mr. Porcelli seconded. **APPROVED 7-0**
- c. Detail Use/Restrictions of Bank Accounts: Ms. Barber summarized the purpose of each bank account held by the EDA. She noted that all the interest-bearing accounts are set at money market interest rates. Mr. Rowley and Mr. Roosa agreed that account 0572 is doing well and should stay with Link Bank. Mr. Rowley clarified with Ms. Kasten and Ms. Barber that the Square account was for payments only and the rate reflected in the report is charged to the user, not the EDA.

4. PUBLIC COMMENTS

- a. Rivers Region Entrepreneurial Ecosystem (RREE) Update: Mr. Purello briefed the members on the RREE GO Virginia Implementation Grant, asking for \$30,000 over 2 years. He noted that the Implementation Grant process begins in February.

Mr. Purello discussed the RREE's mission and vision, emphasizing the goal of making Region 6 an area where entrepreneurs can easily start a business through providing resources. He showed a listing of his council and noted that Joel Griffin had acted as Chairman on an EDA board previously. He went on to discuss creating resource hubs focused on high growth industries. Mr. Burton asked Mr. Purello what defines a high growth business, and he explained they are focus industries are those that see widescale growth, such as IT and Defense industries.



Mr. Purello noted that Region 6 has above average populations of veteran and minority groups, yet the number of startups for those groups were below average. Mr. Rowley highlighted the disparity was unfortunate, especially considering this would be the first year without the Veteran's Business Boot Camp. Ms. Browne noted that there was a steady decline in participation in the event and the EDA had chosen to discontinue the event as a result. She was curious about the data that Mr. Purello had provided, and they agreed to get together after the meeting to discuss.

Mr. Purello then explained the difference between a high growth business, one that grows in employees or tax revenue exponentially, and a main street business, which slowly and steadily grows over time. He reiterates that high growth industries are those that are going global. Mr. Roosa and Mr. Purello discussed the pre-established relationship the EDA has with Dahlgren, noting that the RREE would be working with the Potomac Tech Bridge. Mr. Purello discussed the work being done in the Northern Neck subregion in aquaculture, highlighting the potential for it to become a high-growth industry. He reiterated the need for resource hubs for these subregions to include advisory councils, test beds/labs, investment networks, and a good communication strategy. Mr. Purello went on to ask for the EDA's support, highlighting that the effort aligns with Stafford's goals and would be complimentary to the EDA's work.

Mr. Weedeman asked if the RREE's efforts would support Stafford directly or if the plan just needed their support. Mr. Michael explained that he wanted to spread awareness of the program and get the EDA's support. Mr. Rowley emphasized that he would like to see benefits for Stafford if they provided support. Ms. Barber asked about other funding sources and Mr. Purello listed several counties and organizations to which they are seeking funding.

b. Stafford EDA Marketing & Events Report

- i. Ms. Browne began by reminding the members of the Beer & Business event on January 26th at Barley Naked. She noted that she would send an invite to Mr. Burton.
- ii. Business Appreciation Reception 2026 Update: Ms. Browne emphasized the difficulty she had finding a venue in South Stafford for the Business Appreciation Reception. She reported that she found an opening at University of Mary Washington (UMW) Stafford Campus, but availability was very tight. The only availability in the appropriate time frame was May 14th from 5:00pm – 7:00pm, which is also Germanna's Commencement Day. She explained that the fee of \$11,000 would cover the cost of the space and a required security guard. She has proposals for food and beverages, but she did not want to share those yet as

they are still being reviewed and she does not yet have formal recommendations for the EDA to consider. Mr. Rowley noted he would not be able to attend on the proposed date and time. He asked if Ms. Browne had checked with Holiday Inn; Ms. Browne confirmed and noted she had called over 10 venues, and this was the best option without recycling venues previously used for this event. Ms. Barber and Mr. Wilson noted the contract's verbiage seemed beneficial to UMW in that the room secured wasn't guaranteed and could be swapped for another space if needed; however, it was confirmed that there is only one room that could be utilized due to the large number of attendees. Ms. Browne brought the paperwork for the Chairman to sign if approved. Mr. Roosa motioned to approve the venue contract with UMW Stafford campus for the Business Appreciation Reception, and Mr. Burton seconded. **APPROVED 7-0**

c. Stafford County Economic Development Report

- i. Strategic Plan: Ms. Barber discussed the official kickoff meeting with her staff, going over the implementation of the Strategic Plan that includes 40 implementation strategies. She noted that her original plan was to bring it to the EDA today, but her staff would like to provide input before finalizing and presenting the document to the EDA. Mr. Roosa asked how the document was set up. Ms. Barber explained that the document breaks down who oversees each item, the item's timeline, budget, etc.
- ii. Org Chart for Department: Ms. Barber discussed the new departmental organization chart introducing Ms. Micklish as the new Administrative Specialist. She goes on to list Morgan Lynch as the new Project Manager overseeing the Marketing Specialist, Project Specialist, a vacant Data Specialist, and the Marketing & Events Contractor. Ms. Barber noted that her hope is for the vacant Tourism Program Manager position to be filled in March. Mr. Roosa asked for clarification on Ms. Lynch's role and Ms. Barber explained that she would be managing both Economic Development and Tourism projects. Ms. Barber also noted that this organizational change was an implementation step suggested in the Strategic Plan.
- iii. Ms. Barber noted that she would not be present at the EDA's February meeting and would have her staff, depending on expertise, speak on certain topics. Ms. Holland commended Ms. Wimbush for stepping in for Ms. Barber at the last EDA meeting.



5. SECRETARY'S REPORT

Mr. Roosa asked if the Business Resource Committee could add a member since Mr. Price Jett's resignation. Mr. Rowley asked Mr. Burton if he would be a member and he confirmed his interest. Mr. Roosa asked about the Treasurer seat and Mr. Rowley stated that election for that position would be coming soon.

6. CHAIRMAN'S REPORT

- a. 2026 Virginia Statement of Economic Interest Report, Due 2/1: Mr. Rowley discussed the importance of each member submitting their Economic Interest Report by the due date. He noted if the members missed the deadline, there would be a \$200 fine. The form was sent to each member by Candace Gallion, the county administrator's executive assistant, and can be turned in to her through email or given to Economic Development Department staff to bring to her in person.
- b. Mr. Rowley noted that GO Virginia's Economic Development Summit would be on April 20th and 21st. He asked Ms. Barber to send the invitation information to all the members, and she agreed to do so.

7. COMMITTEE AND WORKING GROUP REPORTS

- a. Loan Committee (Jack R., Janette H. Staff support- Liz)
 - i. Loan Statements
 1. Next Level Mosaic Update: Ms. Barber reported that Next Level Mosaic was still behind on the payments for both September and October, but they have paid for November, December, and January. She explained that since the new payments have been made and they have begun to get caught up, Bridging Virginia suggested deferring the old payments to the end of the loan. Mr. Rowley and Mr. Weedeman agreed, noting that the EDA does not need to collect penalties. Ms. Barber noted that she would update Ms. Kasten and the loan servicing company on the change. Mr. Roosa motioned to accept Bridging Virginia's recommendation and extend Next Level Mosaic's loan by two months. Mr. Porcelli seconded. **APPROVED 7-0**
 2. Embrey Mill Update: Ms. Barber explained that Embrey Mill is up to date on their payments but are paying right after the cut-off for the monthly statement. Mr. Roosa asked if there could be a disclaimer added to the statements. Ms. Barber expressed that she did not feel comfortable changing the statements as provided by Bridging Virginia since those



statements are provided directly by the loan servicing company, but she would give a verbal report of Embrey Mill's standing each month.

- b. Business Resources Committee (Daryl W., Staff support- Savannah)
 - i. Community-Based Organization (CBO) Grant Applications: There was no new applications or new business discussed.
- c. Research Committee (Marlon W., Jack R.)
 - i. SCPS Career Pathways Tour, February 5, 8:00am-1:00pm, 31 Stafford Ave.: Mr. Rowley asked that Mr. Burton attend the SCPS Career Pathways Tour; Mr. Burton agreed to join. Mr. Rowley asked Ms. Barber to send out an invitation and she agreed to do so.
- d. Technology Committee (Jeff R., Frank P.): Mr. Porcelli suggested doing a study on AI and business growth in Stafford County. Mr. Roosa agreed that a study would be a good idea. Ms. Barber and Mr. Roosa discussed Mr. Purello's proposal to take on the Testbed that seems to be losing traction. Ms. Barber noted that the Testbed building has been occupied by Utilities personnel, but the EDA's equipment was inventoried for the record. Mr. Roosa said he thought the equipment had been donated to the Fredericksburg Regional Alliance (FRA). Ms. Barber reiterated that the donation of furniture has not occurred to date since the formal agreement has not yet happened. Ms. Barber explained the department's partnership with the FRA to Mr. Burton, noting that as the regional economic development organization, they filter business leads from the state to the department and work closely with Mr. Lindsley. Mr. Roosa brought up that the Virginia Innovation Partnership Corporation (VIPC) and RiOT had used to previously programming to the Testbed but have not in recent years. Ms. Barber emphasized that she hopes to rebuild some of these relationships, seeing that it is a priority in the Strategic Plan.

8. OLD BUSINESS

- a. Incentive Agreement Expense Agreement with County: Ms. Barber introduced the topic of exploring ways the EDA could capitalize on fees in incentive/passthrough agreements to cover the EDA's operating expenses. She explained that the EDA could collect fees when acting as a passthrough agent for Stafford County, as other county EDAs often do. Ms. Barber confirmed that there is a Joint EDA and Board of Supervisors meeting set for May 12th to formalize the proposal. Mr. Roosa asked that Ms. Burnette look over the documentation; she agreed to do so. He also asked her to investigate what other EDAs are charging and Mr. Rowley asked that the search be expanded to other states as well. Ms. Burnette stated she would come back with her findings next meeting. Ms. Barber noted that the report was based on the EDAs in Loudoun and Spotsylvania Counties. She explained that the Department would like to work with the EDA to offer tax bonds and advertising those bonds would be key. Mr. Roosa asked how the fees would be



incorporated through the county. Ms. Barber noted that the Board is unaware that the EDA would like to collect fees at this time. Mr. Rowley noted that he liked the idea of collecting fees and would like to get it formalized as soon as possible so the EDA can begin collecting. Mr. Roosa suggested creating a committee for the agreement. Ms. Barber agreed a committee would be a good idea and Mr. Rowley noted they may need more than one, depending on the amount of work needed to implement all the moving parts of the strategic plan.

9. NEW BUSINESS

Mr. Rowley circled back to Mr. Purello's presentation and confirmed that he was asking for \$30,000 over a two-year period. He noted that he'd like to support the effort since it would support GO Virginia. Mr. Porcelli mentioned tracking the return on investment when new businesses utilize the program's resources. Mr. Roosa and Mr. Weedman asked about the benefit for Stafford County. Ms. Barber explained that the RREE does not directly recruit businesses but instead provide and promote resources for entrepreneurs to be successful. Mr. Porcelli offered that the effort may be duplicative. Mr. Roosa suggested the possibility that the EDA offers a smaller portion of funds to support the RREE. Mr. Rowley noted that it was unclear what the funds would go toward. Ms. Browne noted that the EDA had pledged \$25,000 to the RREE's first grant and that this effort was the second grant for the same effort. Ms. Barber highlighted that the Strategic Plan mentions missing incubators in the area. She noted that the only existing incubator in the area is the Virginia Black Chamber of Commerce. Ms. Wimbush noted that the Apex Accelerators are also active, but there is a need for more incubators in the area. It was also mentioned that RIoT, who has since left the area, had moderate success. A task force between the Economic Development Department and the EDA was suggested to better understand what resource hubs in the area can do to be successful. Mr. Rowley mentioned working with GO Virginia on a \$200,000 grant. Ms. Barber clarified that Mr. Purello is not with Go Virginia, noting that the RREE is a grant recipient. Mr. Rowley asked when the decision was needed, noting he did not want to wait a long period. Mr. Porcelli noted he is unsure what the funds would be used for. Ms. Barber said she would reach out to Mr. Purello and ask what the funds would be used for, implementation steps, and what counties have supported this effort so far and send the information to the EDA.

10. ATTORNEY'S REPORT

Ms. Burnette did not have anything to report.



11. CLOSED SESSION

Mr. Roosa made a motion to enter closed session, Ms. Holland seconded. Motion passed unanimously. **APPROVED 7-0**

Ms. Burnette, representing EDA legal counsel, read into executive session, pursuant to Section 2.2-3711(A), subsection 5, as amended. All members who were present at the meeting were present at the executive session. As the Board came out of executive session, each member certified that no votes were taken while in executive session. Mr. Roosa made a motion to come out of closed session; Mr. Wilson seconded. Motion passed unanimously. **APPROVED 7-0**

12. ADJOURNMENT

Mr. Roosa made a motion to adjourn the meeting, Ms. Holland seconded. The motion passed unanimously **APPROVED 7-0**

Meeting adjourned at 11:14 AM.

Respectfully submitted,

Jeff Roosa,
EDA Secretary

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County of Stafford
Economic Development Authority

February 10, 2026

This cover letter for January 2026 Treasurer's Report is followed by the Statement of Activity (profit/loss) in three different formats, the Statement of Financial Position (balance sheet), the General Ledger and the transaction and monthly reconciliation reports for the checking accounts that had activity.

A summary of accounts is listed below:

	Balance as of December 31, 2025	Balance as of January 31, 2026
Total Cash	\$167,609.16	\$174,914.69
Total Investments – VA Mint	\$971,148.54	\$974,399.26
Total Long-Term Loans Owed to EDA	\$5,695.65	\$4,885.69
Total Micro Loans Owed to EDA	\$279,980.80	\$274,133.25
Total Assets	\$1,425,157.15	\$1,428,935.39
Total Liabilities	\$8,302.66	\$4,330.80

Notes: 1. LinkBank Operating Account (2143) balance as of January 31, 2026 - \$36,295.34

Income & Expenses exceeding \$500 are listed below:

Income outside of loans (cash basis)	Expenses (cash basis) paid in Jan
	Bridging Virginia \$0.00
	Not Just Numbers \$1,107.50
	Brolin \$0.00
	Hirschler \$2,864.36
Transfers within Cash Bank Accts	
\$10,000 from 0071 to 2143	

EDA

Statement of Activity Prev Year Comparison

July 2025 - January 2026

	TOTAL			
	JUL 2025 - JAN 2026	JUL 2024 - JAN 2025 (PY)	CHANGE	% CHANGE
Revenue				
42000 Bond Issuance fees	3,767.40	4,000.39	-232.99	-5.82 %
46400 Bank Interest	16,965.59	4,203.20	12,762.39	303.64 %
46500 Micro Loan Income	0.00	0.00	0.00	
46501 Micro Loan Interest Income	9,707.64	14,500.20	-4,792.56	-33.05 %
46502 Micro Loan Fees	436.87	0.00	436.87	
46503 Late Fee Charges	0.00	450.69	-450.69	-100.00 %
Total 46500 Micro Loan Income	10,144.51	14,950.89	-4,806.38	-32.15 %
47000 Property Interest Income	0.00	0.00	0.00	
47100 Interest Inc-1318 JD Hwy	0.00	7,912.57	-7,912.57	-100.00 %
Total 47000 Property Interest Income	0.00	7,912.57	-7,912.57	-100.00 %
48000 Other Income	0.00	4,095.00	-4,095.00	-100.00 %
48751 GO VA Grant Income 2	0.00	70,000.00	-70,000.00	-100.00 %
60000 Restricted Income	0.00	0.00	0.00	
60050 Business Appreciation sponsors	1,475.00	2,400.00	-925.00	-38.54 %
Total 60000 Restricted Income	1,475.00	2,400.00	-925.00	-38.54 %
Channel sales	0.00	0.00	0.00	
Square sales	1,242.00	0.00	1,242.00	
Total Channel sales	1,242.00	0.00	1,242.00	
Total Revenue	\$33,594.50	\$107,562.05	\$ -73,967.55	-68.77 %
Cost of Goods Sold				
Channel selling fees	0.00	0.00	0.00	
Square fees	41.29	0.00	41.29	
Total Channel selling fees	41.29	0.00	41.29	
Total Cost of Goods Sold	\$41.29	\$0.00	\$41.29	0.00%
GROSS PROFIT	\$33,553.21	\$107,562.05	\$ -74,008.84	-68.81 %
Expenditures				
62000 Administration	175.00	477.32	-302.32	-63.34 %
63100 Software Expense	573.50	516.50	57.00	11.04 %
63500 Insurance	0.00	0.00	0.00	
63501 General Insurance	843.50	849.31	-5.81	-0.68 %
Total 63500 Insurance	843.50	849.31	-5.81	-0.68 %
64100 Donation	2,000.00	0.00	2,000.00	
65000 Legal Fees	0.00	0.00	0.00	
65003 Project Representation	0.00	4,057.32	-4,057.32	-100.00 %
65004 General Retainer Matters	13,839.86	10,953.50	2,886.36	26.35 %
Total 65000 Legal Fees	13,839.86	15,010.82	-1,170.96	-7.80 %
66000 Accounting	5,840.00	6,300.00	-460.00	-7.30 %
66001 Audit (Annual Financial)	14,650.00	14,850.00	-200.00	-1.35 %

EDA

Statement of Activity Prev Year Comparison

July 2025 - January 2026

	TOTAL			
	JUL 2025 - JAN 2026	JUL 2024 - JAN 2025 (PY)	CHANGE	% CHANGE
69000 Fees & Charges	0.00	0.00	0.00	
69002 Bank Fee	80.00	40.00	40.00	100.00 %
69004 Service Fee	0.00	225.00	-225.00	-100.00 %
69006 Loan Servicing Fees	2,985.00	340.00	2,645.00	777.94 %
69007 Interest Paid	0.00	8.40	-8.40	-100.00 %
Total 69000 Fees & Charges	3,065.00	613.40	2,451.60	399.67 %
71000 Local Industry Support	5,000.00	24,000.00	-19,000.00	-79.17 %
73000 Marketing	20,969.81	24,123.36	-3,153.55	-13.07 %
74000 EDA Meetings/Meals	1,363.97	527.90	836.07	158.38 %
80000 Restricted Expenses	0.00	0.00	0.00	
80025 Business Appreciation Event	1,915.60	780.66	1,134.94	145.38 %
80030 BACC	0.00	2,000.00	-2,000.00	-100.00 %
Total 80000 Restricted Expenses	1,915.60	2,780.66	-865.06	-31.11 %
Total Expenditures	\$70,236.24	\$90,049.27	\$ -19,813.03	-22.00 %
NET OPERATING REVENUE	\$ -36,683.03	\$17,512.78	\$ -54,195.81	-309.46 %
NET REVENUE	\$ -36,683.03	\$17,512.78	\$ -54,195.81	-309.46 %

EDA

Statement of Activity YTD Comparison

July 2025 - January 2026

	TOTAL	
	JUL 2025 - JAN 2026	JUL 2025 - JAN 2026 (YTD)
Revenue		
42000 Bond Issuance fees	3,767.40	3,767.40
46400 Bank Interest	16,965.59	16,965.59
46500 Micro Loan Income	0.00	0.00
46501 Micro Loan Interest Income	9,707.64	9,707.64
46502 Micro Loan Fees	436.87	436.87
Total 46500 Micro Loan Income	10,144.51	10,144.51
60000 Restricted Income	0.00	0.00
60050 Business Appreciation sponsors	1,475.00	1,475.00
Total 60000 Restricted Income	1,475.00	1,475.00
Channel sales	0.00	0.00
Square sales	1,242.00	1,242.00
Total Channel sales	1,242.00	1,242.00
Total Revenue	\$33,594.50	\$33,594.50
Cost of Goods Sold		
Channel selling fees	0.00	0.00
Square fees	41.29	41.29
Total Channel selling fees	41.29	41.29
Total Cost of Goods Sold	\$41.29	\$41.29
GROSS PROFIT	\$33,553.21	\$33,553.21
Expenditures		
62000 Administration	175.00	175.00
63100 Software Expense	573.50	573.50
63500 Insurance	0.00	0.00
63501 General Insurance	843.50	843.50
Total 63500 Insurance	843.50	843.50
64100 Donation	2,000.00	2,000.00
65000 Legal Fees	0.00	0.00
65004 General Retainer Matters	13,839.86	13,839.86
Total 65000 Legal Fees	13,839.86	13,839.86
66000 Accounting	5,840.00	5,840.00
66001 Audit (Annual Financial)	14,650.00	14,650.00
69000 Fees & Charges	0.00	0.00
69002 Bank Fee	80.00	80.00
69006 Loan Servicing Fees	2,985.00	2,985.00
Total 69000 Fees & Charges	3,065.00	3,065.00
71000 Local Industry Support	5,000.00	5,000.00
73000 Marketing	20,969.81	20,969.81
74000 EDA Meetings/Meals	1,363.97	1,363.97

EDA

Statement of Activity YTD Comparison

July 2025 - January 2026

	TOTAL	
	JUL 2025 - JAN 2026	JUL 2025 - JAN 2026 (YTD)
80000 Restricted Expenses	0.00	0.00
80025 Business Appreciation Event	1,915.60	1,915.60
Total 80000 Restricted Expenses	1,915.60	1,915.60
Total Expenditures	\$70,236.24	\$70,236.24
NET OPERATING REVENUE	\$ -36,683.03	\$ -36,683.03
NET REVENUE	\$ -36,683.03	\$ -36,683.03

Statement of Cash Flows

Economic Development Authority of Stafford County

January 2026

FULL NAME	TOTAL
OPERATING ACTIVITIES	
Net Income	7,750.10
Adjustments to reconcile Net Income to Net Cash provided by operations:	
11500.02 Other Accounts Receivable:Embry Mill 1	2,101.25
11500.03 Other Accounts Receivable:Embry Mill 2	1,077.12
11500.04 Other Accounts Receivable:Ace Flight Solutions	0.00
11500.05 Other Accounts Receivable:Columbus Cartography	0.00
11500.06 Other Accounts Receivable:Next Level Mosaic	3,870.00
13000 Prepaid Expense	120.50
20000 Accounts Payable	-3,971.86
Total for Adjustments to reconcile Net Income to Net Cash provided by operations:	\$3,197.01
Net cash provided by operating activities	\$10,947.11
INVESTING ACTIVITIES	
124000 VA Mint Enhanced Cash Pool	-3,250.72
18200 Long Term Loan Rcvbs:Long Term Note - Ace Flight	809.96
18904 VCC Bank Loans:Embrey Mill Primary Urgent Care	1,537.73
18906 VCC Bank Loans:Columbus Cartography	604.25
18907 VCC Bank Loans:Next Level Mosaic LLC	-3,870.00
18909 VCC Bank Loans:Embrey Mill (2nd loan)	527.20
Net cash provided by investing activities	-\$3,641.58
FINANCING ACTIVITIES	
NET CASH INCREASE FOR PERIOD	\$7,305.53
Cash at beginning of period	\$167,609.16
CASH AT END OF PERIOD	\$174,914.69

SoA by Month Cal Yr

Economic Development Authority of Stafford County

January 2026

DISTRIBUTION ACCOUNT	JANUARY 2026	TOTAL
Income		
42000 Bond Issuance fees	3,767.40	3,767.40
46400 Bank Interest	3,250.72	3,250.72
46500 Micro Loan Income		
46501 Micro Loan Interest Income	852.48	852.48
46502 Micro Loan Fees	0.00	0.00
Total for 46500 Micro Loan Income	852.48	\$852.48
Total for Income	7,870.60	\$7,870.60
Gross Profit	7,870.60	\$7,870.60
Expenses		
63500 Insurance		
63501 General Insurance	120.50	120.50
Total for 63500 Insurance	120.50	\$120.50
Total for Expenses	120.50	\$120.50
Net Operating Income	7,750.10	\$7,750.10
Net Other Income		
Net Income	7,750.10	\$7,750.10

EDA

Statement of Activity by Class - Operating

July 2025 - January 2026

	OPERATING	TOTAL
Revenue		
42000 Bond Issuance fees	3,767.40	\$3,767.40
46400 Bank Interest	16,965.59	\$16,965.59
60000 Restricted Income		\$0.00
60050 Business Appreciation sponsors	0.00	\$0.00
Total 60000 Restricted Income	0.00	\$0.00
Total Revenue	\$20,732.99	\$20,732.99
GROSS PROFIT	\$20,732.99	\$20,732.99
Expenditures		
62000 Administration	175.00	\$175.00
63100 Software Expense	573.50	\$573.50
63500 Insurance		\$0.00
63501 General Insurance	843.50	\$843.50
Total 63500 Insurance	843.50	\$843.50
65000 Legal Fees		\$0.00
65004 General Retainer Matters	13,839.86	\$13,839.86
Total 65000 Legal Fees	13,839.86	\$13,839.86
66000 Accounting	5,840.00	\$5,840.00
66001 Audit (Annual Financial)	14,650.00	\$14,650.00
69000 Fees & Charges		\$0.00
69002 Bank Fee	80.00	\$80.00
Total 69000 Fees & Charges	80.00	\$80.00
73000 Marketing	20,969.81	\$20,969.81
74000 EDA Meetings/Meals	286.90	\$286.90
Total Expenditures	\$57,258.57	\$57,258.57
NET OPERATING REVENUE	\$ -36,525.58	\$ -36,525.58
NET REVENUE	\$ -36,525.58	\$ -36,525.58

EDA

Statement of Activity by Class - Comm/Bus Support
July 2025 - January 2026

	TOTAL
Revenue	
Total Revenue	
GROSS PROFIT	
Expenditures	
Total Expenditures	
NET OPERATING REVENUE	
NET REVENUE	

EDA

Statement of Activity by Class - County/BOS Support
July 2025 - January 2026

	COUNTY/BOS SUPPORT	TOTAL
Revenue		
Total Revenue		\$0.00
GROSS PROFIT	\$0.00	\$0.00
Expenditures		
71000 Local Industry Support	5,000.00	\$5,000.00
Total Expenditures	\$5,000.00	\$5,000.00
NET OPERATING REVENUE	\$ -5,000.00	\$ -5,000.00
NET REVENUE	\$ -5,000.00	\$ -5,000.00

EDA							
Statement of Activity by Class - Fundraising							
July 2025 - January 2026							
	FUNDRAISING	EVENTS	BEER & BUSINESS	BUSINESS APPRECIATION	TOTAL EVENTS	TOTAL FUNDRAISING	TOTAL
Revenue							
60000 Restricted Income							\$0.00
60050 Business Appreciation sponsors				1,475.00	1,475.00	1,475.00	\$1,475.00
Total 60000 Restricted Income				1,475.00	1,475.00	1,475.00	\$1,475.00
Channel sales							\$0.00
Square sales			1,242.00		1,242.00	1,242.00	\$1,242.00
Total Channel sales			1,242.00		1,242.00	1,242.00	\$1,242.00
Total Revenue	\$0.00	\$0.00	\$1,242.00	\$1,475.00	\$2,717.00	\$2,717.00	\$2,717.00
Cost of Goods Sold							
Channel selling fees							\$0.00
Square fees			41.29		41.29	41.29	\$41.29
Total Channel selling fees			41.29		41.29	41.29	\$41.29
Total Cost of Goods Sold	\$0.00	\$0.00	\$41.29	\$0.00	\$41.29	\$41.29	\$41.29
GROSS PROFIT	\$0.00	\$0.00	\$1,200.71	\$1,475.00	\$2,675.71	\$2,675.71	\$2,675.71
Expenditures							
64100 Donation				2,000.00	2,000.00	2,000.00	\$2,000.00
74000 EDA Meetings/Meals			1,077.07		1,077.07	1,077.07	\$1,077.07
80000 Restricted Expenses							\$0.00
80025 Business Appreciation Event			1,915.60		1,915.60	1,915.60	\$1,915.60
Total 80000 Restricted Expenses			1,915.60		1,915.60	1,915.60	\$1,915.60
Total Expenditures	\$0.00	\$0.00	\$2,992.67	\$2,000.00	\$4,992.67	\$4,992.67	\$4,992.67
NET OPERATING REVENUE	\$0.00	\$0.00	\$ -1,791.96	\$ -525.00	\$ -2,316.96	\$ -2,316.96	\$ -2,316.96
NET REVENUE	\$0.00	\$0.00	\$ -1,791.96	\$ -525.00	\$ -2,316.96	\$ -2,316.96	\$ -2,316.96

EDA

Statement of Activity by Class - Grants
July 2025 - January 2026

	TOTAL
Revenue	
Total Revenue	
GROSS PROFIT	
Expenditures	
Total Expenditures	
NET OPERATING REVENUE	
NET REVENUE	

EDA

Statement of Activity by Class - Loans

July 2025 - January 2026

	LOANS	TOTAL
Revenue		
46500 Micro Loan Income		\$0.00
46501 Micro Loan Interest Income	9,707.64	\$9,707.64
46502 Micro Loan Fees	436.87	\$436.87
Total 46500 Micro Loan Income	10,144.51	\$10,144.51
Total Revenue	\$10,144.51	\$10,144.51
GROSS PROFIT	\$10,144.51	\$10,144.51
Expenditures		
69000 Fees & Charges		\$0.00
69006 Loan Servicing Fees	2,985.00	\$2,985.00
Total 69000 Fees & Charges	2,985.00	\$2,985.00
Total Expenditures	\$2,985.00	\$2,985.00
NET OPERATING REVENUE	\$7,159.51	\$7,159.51
NET REVENUE	\$7,159.51	\$7,159.51

EDA

Statement of Activity by Class - Pass Through
July 2025 - January 2026

	TOTAL
Revenue	
Total Revenue	
GROSS PROFIT	
Expenditures	
Total Expenditures	
NET OPERATING REVENUE	
NET REVENUE	

Statement of Activity

Economic Development Authority of Stafford County

January 2026

DISTRIBUTION ACCOUNT	TOTAL
Income	
42000 Bond Issuance fees	3,767.40
46400 Bank Interest	3,250.72
46500 Micro Loan Income	
46501 Micro Loan Interest Income	852.48
46502 Micro Loan Fees	0.00
Total for 46500 Micro Loan Income	\$852.48
Total for Income	\$7,870.60
Gross Profit	\$7,870.60
Expenses	
63500 Insurance	
63501 General Insurance	120.50
Total for 63500 Insurance	\$120.50
Total for Expenses	\$120.50
Net Operating Income	\$7,750.10
Net Other Income	
Net Income	\$7,750.10

A/P Aging Detail Report

Economic Development Authority of Stafford County
As of January 31, 2026

DATE	TRANSACTION TYPE	NUM	VENDOR DISPLAY NAME	DUE DATE	PAST DUE	AMOUNT	OPEN BALANCE
31 - 60 days past due							
11/12/2025	Bill	484	Brolin Creative LLC	12/13/2025	59	830.80	830.80
Total for 31 - 60 days past due						\$830.80	\$830.80
CURRENT							
12/31/2025	Bill	499	Brolin Creative LLC	02/07/2026	3	3,500.00	3,500.00
Total for CURRENT						\$3,500.00	\$3,500.00
TOTAL						\$4,330.80	\$4,330.80

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4A



JEREMIAH COMMUNITY

A HOME FOR OUR NEIGHBORS

Jeremiah Community is a 31-acre master-planned supportive housing neighborhood.

Phase 1 (2025-2027) will include:

- 50 small, accessible dignified dwellings
- A community center
- Community partnerships and support services
- Neighborhood empowerment

**BECOMING A COMMUNITY WHERE
NO ONE HAS TO SLEEP OUTSIDE**



**LIFT PEOPLE OFF THE
STREET**



**FACILITATE HOUSING
SOLUTIONS**



**CARE FOR HUMAN
FLOURISHING**

A \$17.5 MILLION CAMPAIGN

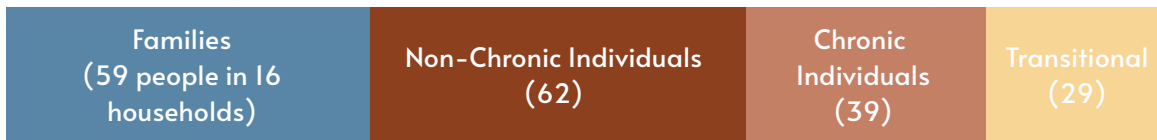




THE CRISIS AT OUR DOORSTEP

189 NEIGHBORS HAVE NO HOME TONIGHT

Every night in the Fredericksburg region—Stafford, Spotsylvania, Caroline, King George and the city of Fredericksburg—189 of our neighbors sleep in shelters or on the streets. On average, 60 are completely unsheltered. They are veterans, former foster youth, people with disabilities, and individuals who have experienced catastrophic losses. Most have one thing in common: they didn't become homeless when they ran out of money. They became homeless when they ran out of relationships.

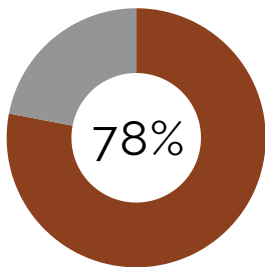


60 average unsheltered on a given night

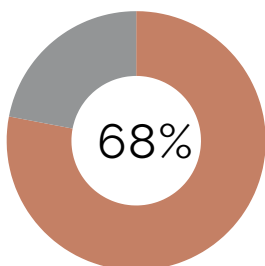
Tent, car, street or other place not meant for human habitation

**Data from 2025 Point-in-time Count

People don't become homeless when they run out of **money**;
people become homeless when they run out of **relationships**.



of unhoused neighbors
have one or more
disabilities.



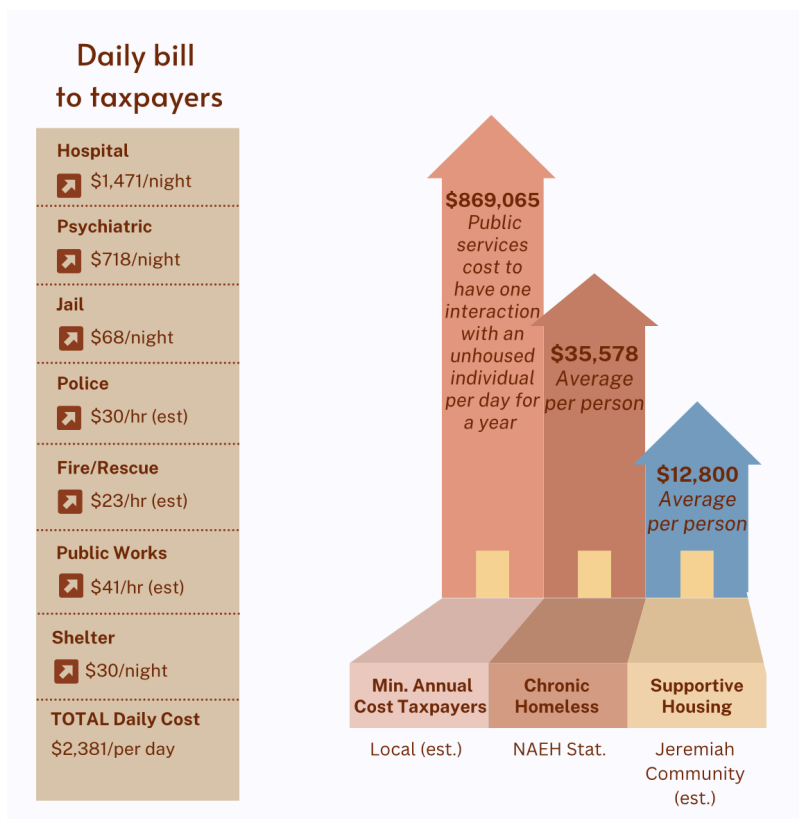
of unhoused neighbors
report 4+ traumatic
childhood experiences

15-30
NEIGHBORS PASS AWAY
EVERY YEAR

Most neighbors supported
by Micah cannot name an
emergency contact



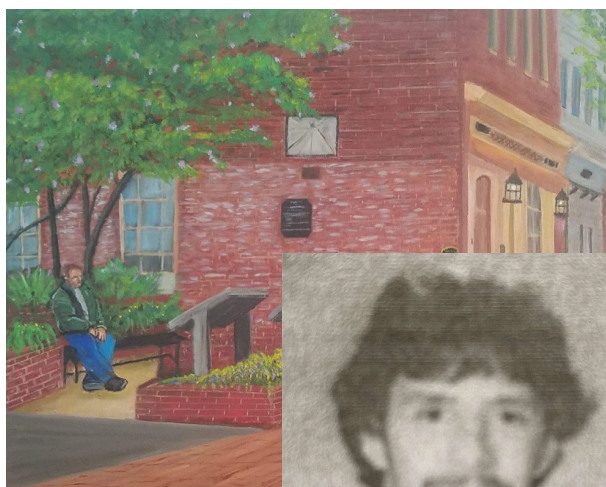
THE COST OF DOING NOTHING



Without addressing the root cause of homelessness, taxpayers spend more money than they would if unhoused individuals were offered housing + support.

MEET JEREMIAH...

For 27 years, Jeremiah lived on Fredericksburg's streets. He grew up in the region, he served in the military, but faced circumstances that left him without a home and support system. After years of earning his trust, he now has a home and people who care for him; but keeping it requires more than four walls and a case manager visiting occasionally. He needs a community. centered on belonging, connectedness, shared burdens and relationships.





OUR SOLUTION

A HOME FOR NEIGHBORS: JEREMIAH COMMUNITY

Jeremiah Community is a life-sharing community, where neighbors overcoming homelessness can live affordably, discover purpose and grow meaningful relationships. It is not just housing--it's home.



HOUSING

- 50 small homes (~500 sq ft)
- Permanent, not transitional
- Affordable rent: \$300-500/month
- Built with front porches and the unique needs of individuals overcoming homelessness in mind



PURPOSE

- Micro-enterprises: gardens, workshops, market
- Skill development opportunities
- Dignified income generation
- Community contribution
- Community engagement and empowerment activities



RELATIONSHIP

- Residential care team of professional service providers
- Volunteer mentors
- Church partnerships
- Shared community spaces
- Missional residents on site to model healthy behaviors



A NEW RESPONSE TO HOMELESSNESS

NOW

Case managers spend bulk of their time **traveling** from house to house

Housing market **lacks units** for the volume and unique needs of the chronic homeless

Neighbors become **isolated** and struggle for loss of community



JEREMIAH COMMUNITY

Case managers spend bulk of their time **supporting** people

Added **availability of units** that cater to the unique needs of the chronic homeless

Consolidation of **support services** in proximity to the place people live

Expansion of **organic support**, including others who have shared homeless experience, church/community members who choose to be in relationship

AND SOME OF THE PARTNERS MAKING IT POSSIBLE



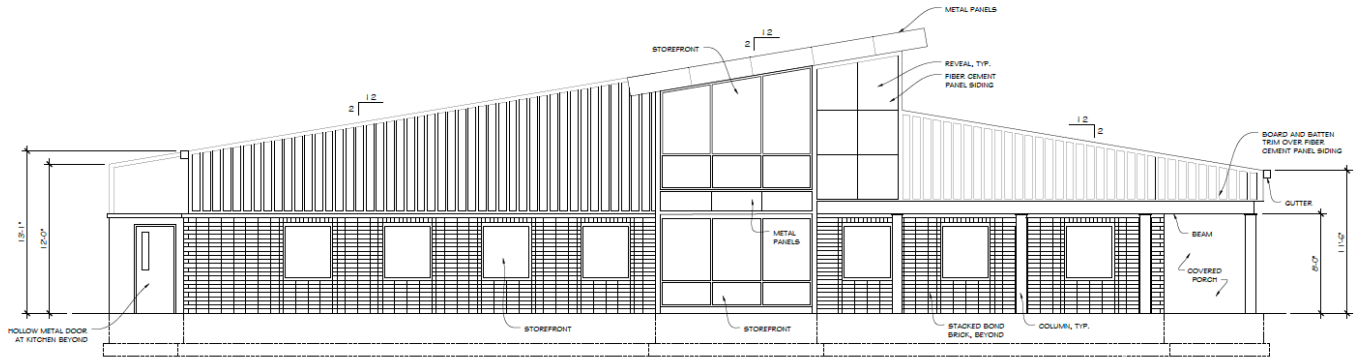


www.jeremiahcommunity.org



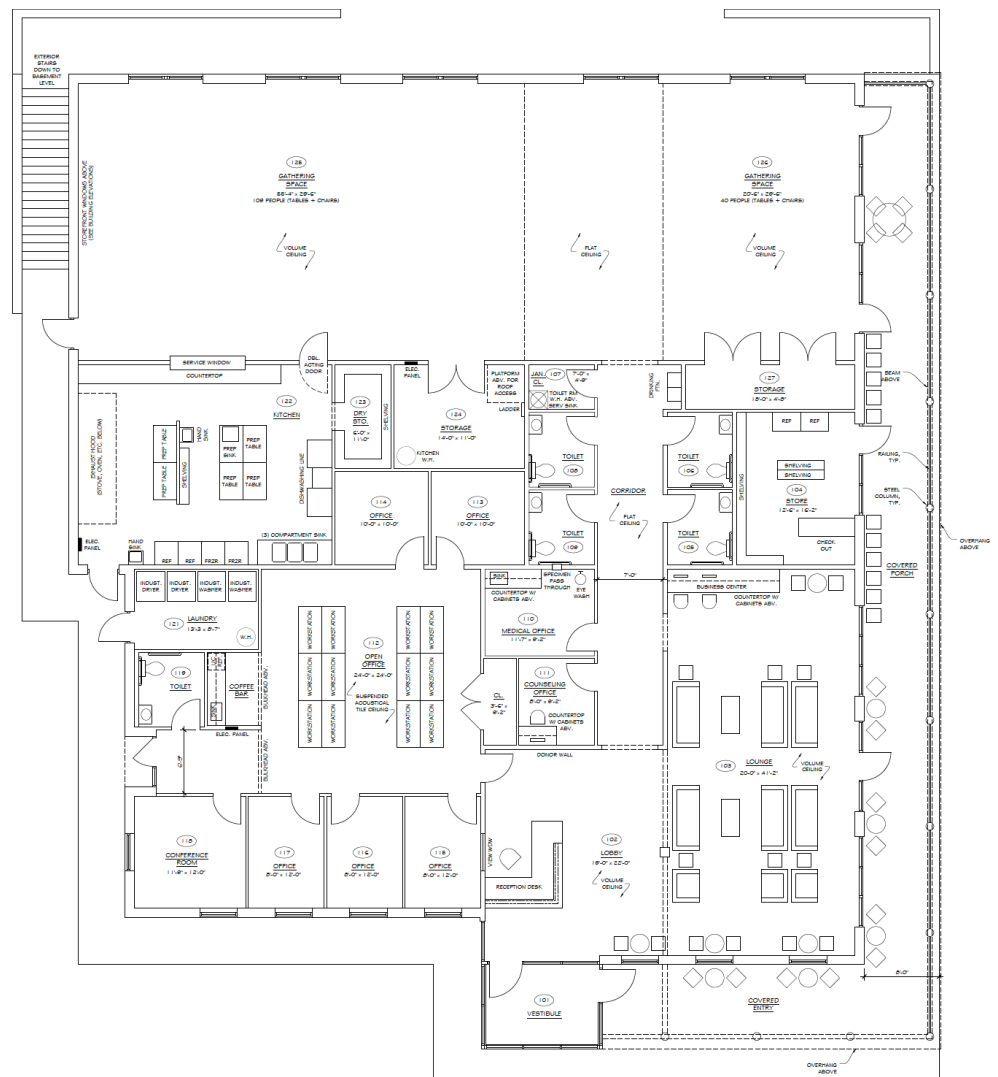


BUILT ON RELATIONSHIPS



8,865 SF

- Gathering Space for 150
- Commercial/Training Kitchen
- Medical office
- Counseling office
- Industrial Laundry for workforce development
- SAWS Workshop
- Maintenance and Groundskeeping Space
- Community Lounge
- Store/Pantry
- Computer access
- Office for professional services
- Wrap around porch



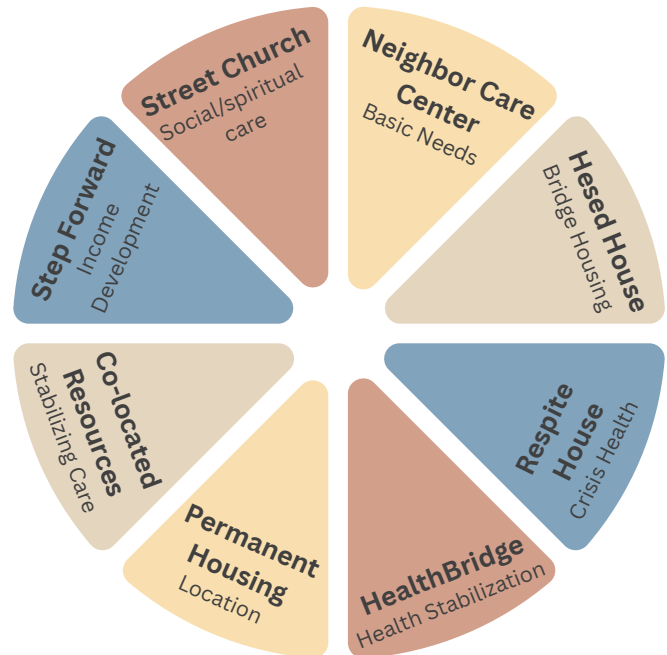


WHY IT WORKS

EVIDENCE-BASED. COMMUNITY-TESTED.

Micah's Track Record: Since 2005, Micah Ecumenical Ministries has been the backbone of care for the region's street homeless population.

- 56% reduction in chronic homelessness since 2010
- 170+ individuals housed annually
- Partnership with 60+ community organizations
- 20+ years serving our most vulnerable neighbors



THE GOAL IS WITHIN OUR REACH

a community where **no one has to sleep outside**

What Our Neighbors Tell Us that they Need



We conducted focus groups with 50+ individuals experiencing homelessness. They told us clearly:

1. **Safety & Security** - "I need a place where I don't have to worry"
2. **Privacy** - "I want my own space, not shared walls"
3. **Community on My Terms** - "I want neighbors who understand me"
4. **Access to Support** - "I need help, but I want to choose when and how"



BUILT ON PROVEN MODELS

Success Stories from Across the Nation:

Community First! Village (Austin, TX)

- Began with 51 acres, 200+ residents
- 85% retention rate
- Residents earn income through micro-enterprises
- Now expanding with a goal of 1900 homes

www.mlf.org



Eden Village (Springfield, MO)

- Began with 31 tiny homes
- Zero returns to homelessness
- \$60,000 per home construction cost
- Franchised in communities across the country

www.edenvillage.org

The Unique Vision of Jeremiah Community:

- Designed specifically for the **Fredericksburg region's needs**
- Robust **community partnerships** with construction community
- Small home, **neighborhood** design for supportive housing
- Attentive to **strengths** of existing neighborhood.
- Amenities that **address the needs** of new and existing neighbors.
- **Integrated** with regional continuum of care
- **Faith** community engagement at its core
- 7-year **operational funding** included in the campaign
- Focus on **relationship**, not just services

Building a home for our neighbors

\$17.5 MILLION



LAND: \$1.4 MILLION
31 ACRES ON FALL HILL AVE



INFRASTRUCTURE: \$2.855 MILLION
ROADS, UTILITIES, SITE WORK



SITE PREPARATION: \$2.335 MILLION
GRADING, ENVIRONMENTAL



50 HOMES (PHASE 1): \$ 3 MILLION
SMALL, DIGNIFIED DWELLINGS



COMMUNITY CENTER: \$3.1 MILLION
SERVICES HUB, GATHERING SPACE

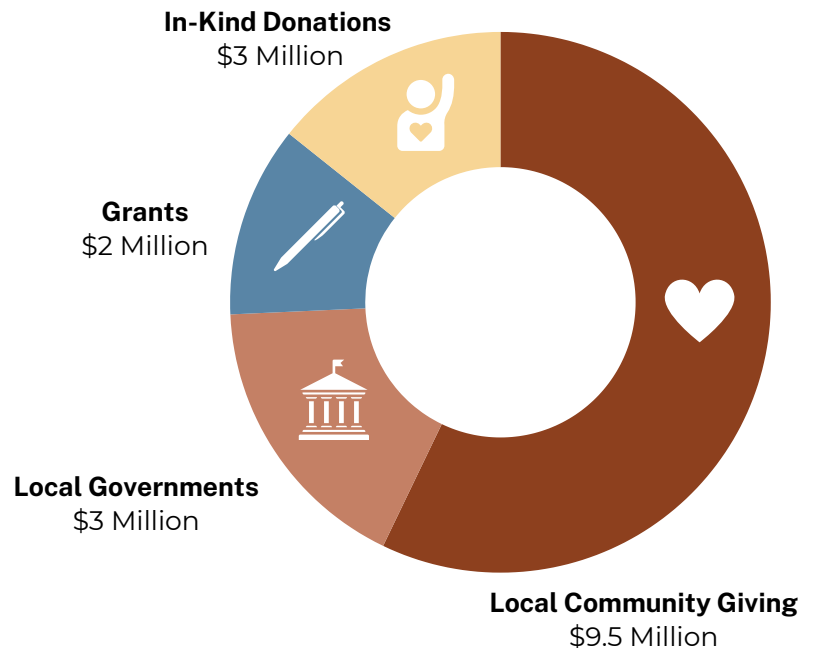


FINAL TOUCHES: \$1.1 MILLION
LANDSCAPING, SECURITY, LIGHTING



7 YEARS OPERATIONS: \$3.85 MILLION
ENSURING SUSTAINABILITY

PHASE 1 FUNDING STRATEGY



Building a neighborhood that is uniquely focused on caring for the region's most vulnerable neighbors requires compassionate giving from all parts of the community.

CAMPAIGN PROGRESS

as of [January 2026]

- ✓ Land donated: \$1.4M
 - ✓ Cash commitments: \$1.8M
 - ✓ Signed pledges: \$3.4M
 - ✓ Verbal pledges: \$1.7M
 - ✓ Grants Secured: \$1.25M
- Total secured: \$9.55M (55%)**

STILL NEEDED
\$7.95 MILLION

Every gift counts towards our goal

WAYS TO INVEST

Donors will be **acknowledged** through various signage and **celebration** events as Jeremiah comes to fruition. Opportunities are available, upon request, for **naming** of community facilities and features.

Foundational Giver: \$1 million and greater

Cornerstone Catalyst: \$500,000 to \$999,999

Sustainer: \$150,000 to \$499,999

Home Builder: \$60,000 to \$149,999

Neighbor: \$20,000 to \$59,999

Friend: under \$20,000

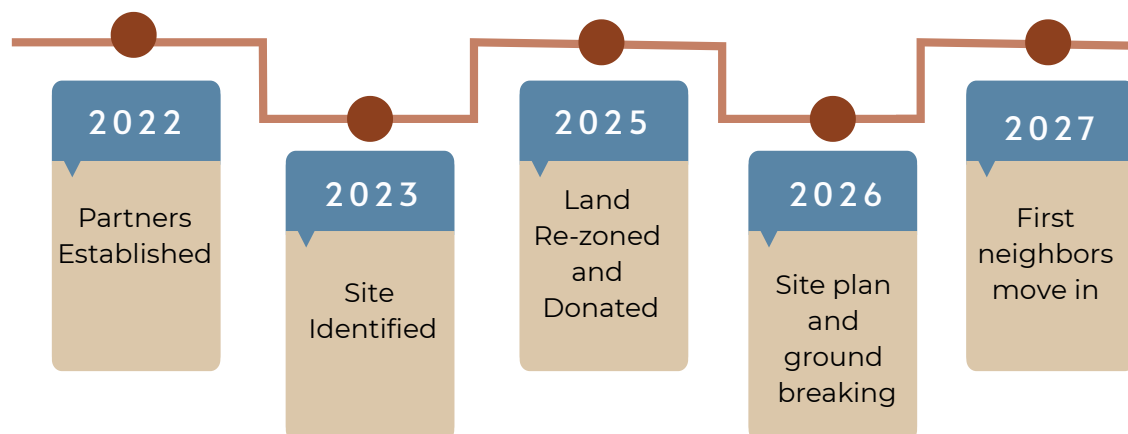
Other Ways to Give:

- Multi-year pledges (up to 5 years)
- In-kind donations (materials, professional services)
- Stock or appreciated assets
- Legacy gifts and planned bequests

All gifts are tax-deductible and held securely at the Community Foundation of the Rappahannock River Region until construction begins.



JOURNEY TO JEREMIAH



Join us in building hope

THE TIME IS NOW



CONTACT

Meghann Cotter
Executive Servant-Leader
540-479-4116 x13
meghann@dolovewalk.net

Lori King
Project Manager
540-760-4227
lori@dolovewalk.net

1

MAKE YOUR INVESTMENT

Online: www.jeremiahcommunity.org/give
Mail: P.O Box 3277, Fredericksburg, VA

2

LEARN MORE

Schedule a site visit
Attend a campaign event
Request a presentation for your group
Reserve a seat on a bus tour of our ministries

3

SPREAD THE WORD

Share our story
Connect us with potential supporters
Volunteer your time and talents



EVERY DAY WE WAIT, 60+ PEOPLE SLEEP UNSHELTERED ON OUR STREETS



EVERY MONTH DELAYED COSTS US THOUSANDS IN PUBLIC SERVICES



EVERY YEAR WITHOUT ACTION MEANS MORE NEIGHBORS WITHOUT HOPE

CAMPAIGN COMMITTEE



Nick Cadwallender
Co-chair



Mary Jane O'Neill
Co-chair

Rob Billingsley
Jan Erkert
John Fick
Larry Haun
Kelly Johnson
Deneal Kennedy
Teri McNally
Clay Murray
Fred Rankin
Irene Roberts
Jack Rowley
Linda Worrell

Yes! I want to build a home for our neighbors



COMMITMENT

- ☐ **Foundational Donor:** \$1 million and greater
- ☐ **Cornerstone Catalyst:** \$500,000 to \$999,999
- ☐ **Sustainer:** \$150,000 to \$499,999
- ☐ **Home Builder:** \$60,000 to \$149,999
- ☐ **Neighbor:** \$20,000 to \$59,999

I/we agree to make a total gift of \$ _____

Donor _____

Street Address _____ City, State, Zip _____

Phone _____ Email _____

It is my/our desire to invest in Micah Ecumenical Ministries' Jeremiah Community, by providing financial support for the planned supportive housing development for the chronically homeless. I/we understand that the subscribed funds will be held by the Community Foundation of the Rappahannock River Region until the project gets underway.

____ I am enclosing a one-time check payable to *Micah Ecumenical Ministries, PO Box 3277, Fredericksburg, VA 22402.*

____ I am forwarding my gift directly to the Community Foundation of the Rappahannock River Region, *Jeremiah Community Fund*, via check, credit card, your IRA's minimum contribution, stock, and other securities. Call 540-373-9292 x 120 with questions.

____ Please bill me \$ _____ per ☐ Month ☐ Quarter ☐ Semi-Annually ☐ Annually
Beginning _____, 20____, for the next _____ years.

____ I wish to donate securely by credit card at www.jeremiahcommunity.org.
Please consider paying the credit card transaction fees to provide the greatest benefit to the Jeremiah Community.

____ I wish to make my gift in _____ honor/_____ memory of _____
Please provide detailed instructions on the reverse.

____ Please contact me about including Jeremiah Community in my Estate Planning.

Signature of Donor

Date

Signature of Donor

Date

Donor Name exactly as it is to be published: _____

☐ Publicize my name, but not my donation amount ☐ Do not publicize my name or donation amount



4B

Stafford EDA Online Presence

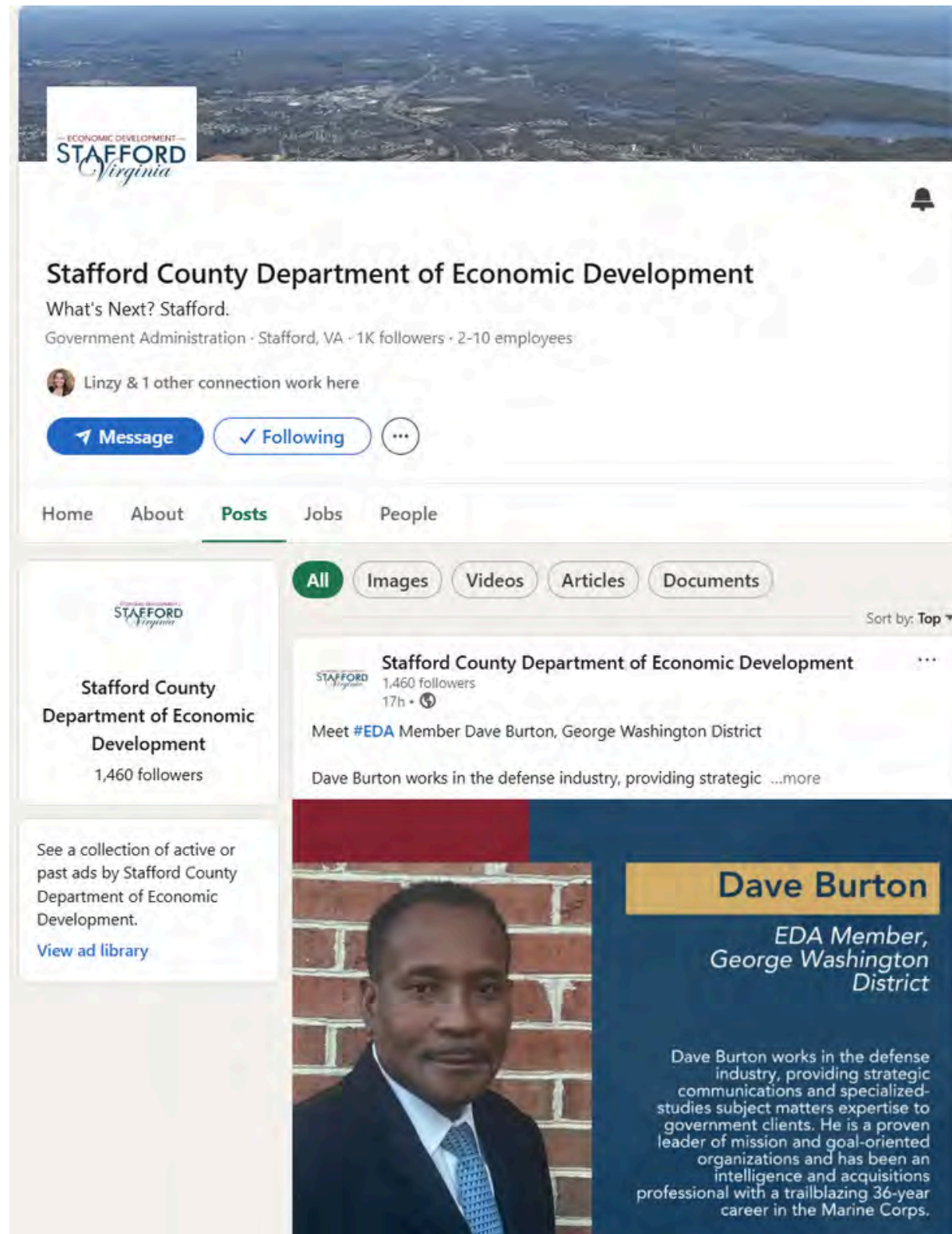
Supporting EDA Visibility Through Personal Networks

Why This Matters

EDA-related updates and highlights are shared on the Department of Economic Development's social media platforms (e.g. Facebook, LinkedIn, etc.).

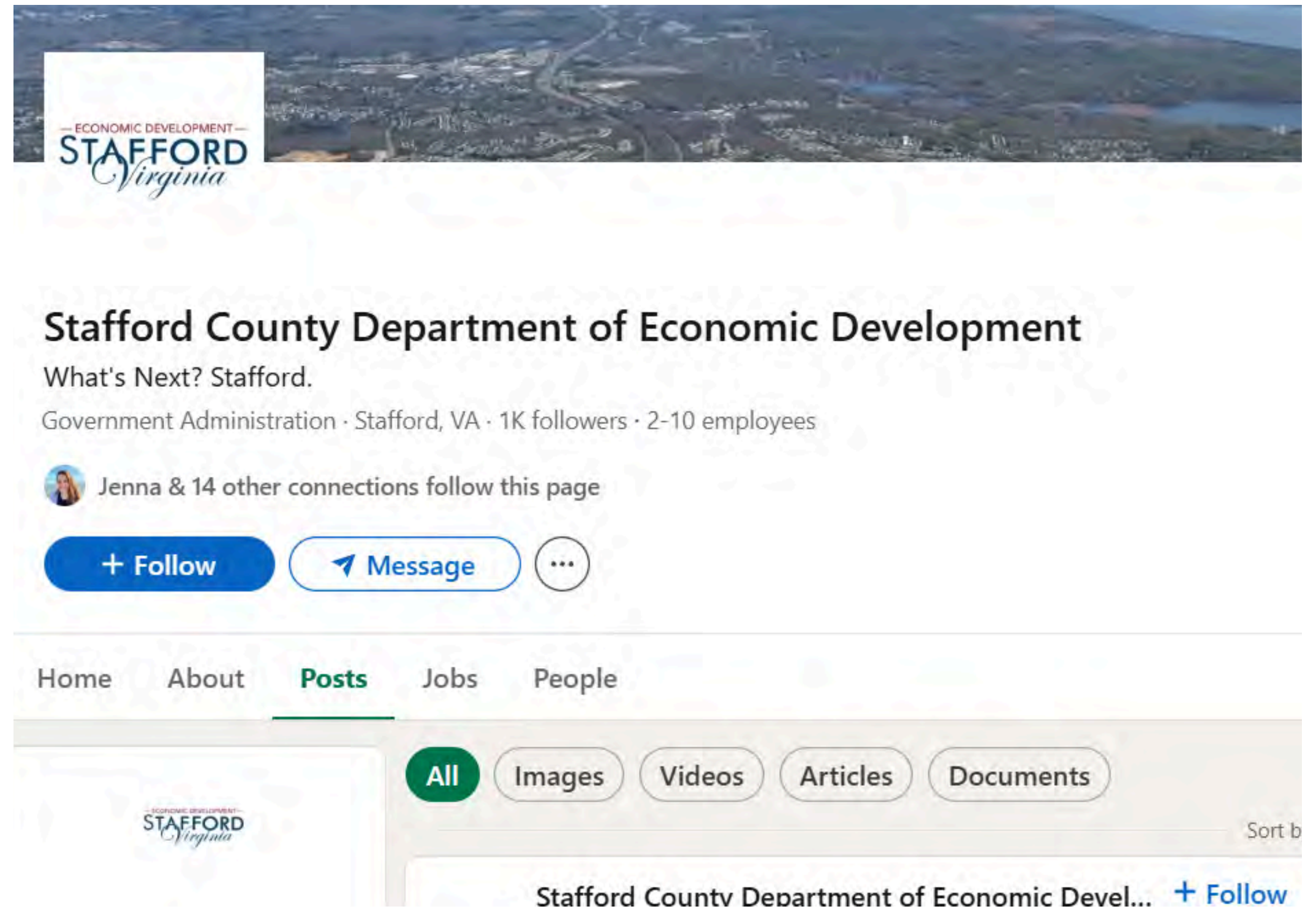
When EDA members share EDA-specific content—such as events, initiatives, and board member spotlights—on their personal social media pages, it helps extend the reach of important information and increase awareness of the EDA's work within the community.

LinkedIn



@StaffordEconDev

Click Follow



— ECONOMIC DEVELOPMENT —
STAFFORD
Virginia

Stafford County Department of Economic Development

What's Next? Stafford.

Government Administration · Stafford, VA · 1K followers · 2-10 employees

 Jenna & 14 other connections follow this page

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LinkedIn

Stafford County Government ✓
Government Administration · Stafford, Virginia · 2K followers · 1

Cindy & 7 other connections work here

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Home About **Posts** Jobs People

Stafford County Government
1,984 followers
2d · 🌐

Last week, Stafford County had the honor of welcoming the Buddhist Monks as they came through on their Walk for Peace. Thank you to all members of the public for their kindness and patience as they came through. We wish the Monks peace and ...more



LinkedIn

Add "Stafford County Government" to your Experience



Deuntay Diggs  · 2nd

Politician, Law Enforcement Officer, America's Got Talent Contestant, Author, Motivational Speaker, Actor, Music Recording Artist & Cook Show Host.

Fredericksburg, Virginia, United States · [Contact info](#)

500+ connections

 Matt Freedman, Romeo Gardner, CISSP, and 12 other mutual connections

[Connect](#) [Message](#) [More](#)

Experience

**Board of Supervisors**
Stafford County Government · Part-time
Dec 2023 - Present · 2 yrs 3 mos
Stafford, Virginia, United States · On-site

**Lieutenant**
Stafford County Sheriff's Office · Full-time
Feb 2020 - Present · 6 yrs 1 mo
Stafford, Virginia, United States
Assistant Division Commander -Special Operations
...
[...see more](#)



Laura Sellers  She/Her · 2nd

Public Policy | National Security | Social Work

Stafford, Virginia, United States · [Contact info](#)

500+ connections

 Liz Barber, CEcD, Dale Hendon, EDP, and 23 other mutual connections

[Pending](#) [Message](#) [More](#)

Experience

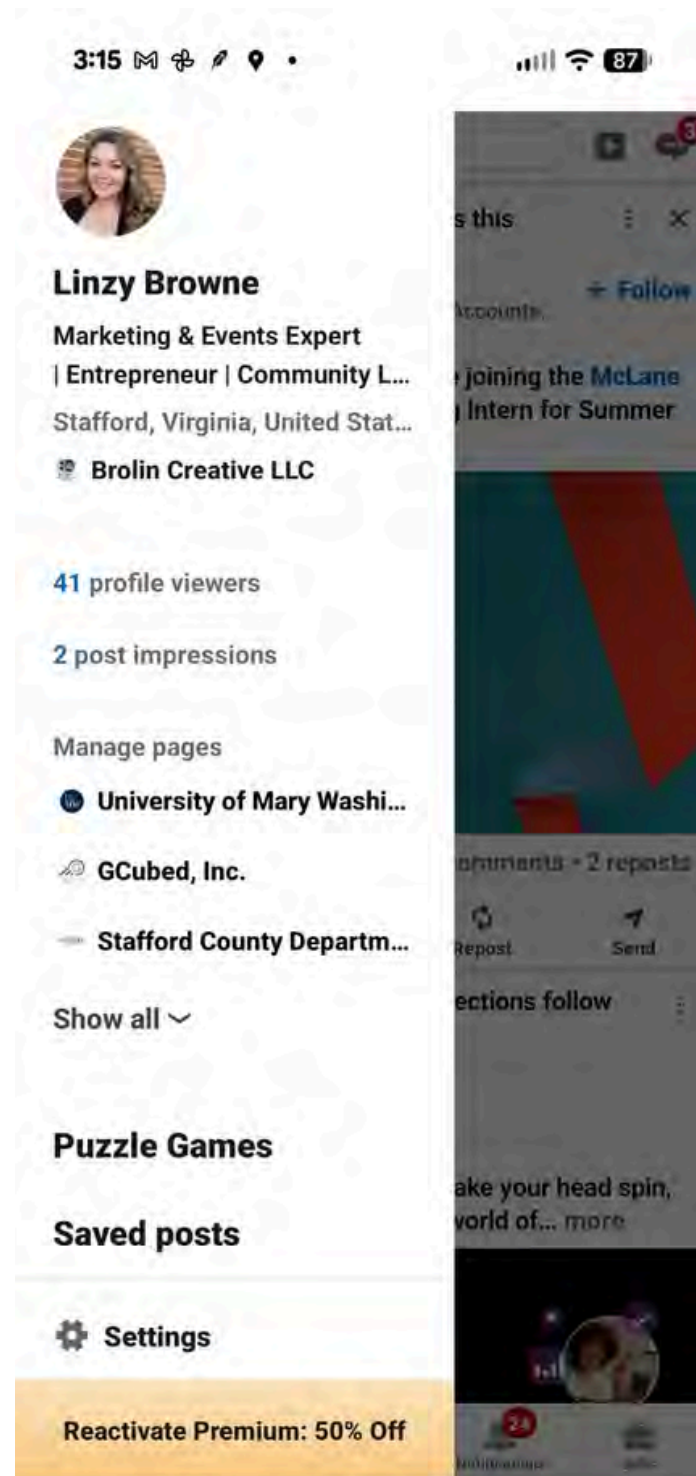
**Garrisonville District Planning Commissioner**
Stafford County Government
Jan 2022 - Present · 4 yrs 2 mos
Stafford, Virginia, United States
 Urban Planning, Local Government and +1 skill

**Board Member**
Commonwealth Transportation Board
Jul 2022 - Present · 3 yrs 8 mos
Richmond, Virginia, United States
 Strategic Planning, Transportation Planning and +2 skills

LinkedIn

Steps to "Stafford County Government" to your Experience

- Tap your profile picture
- Go to View Profile



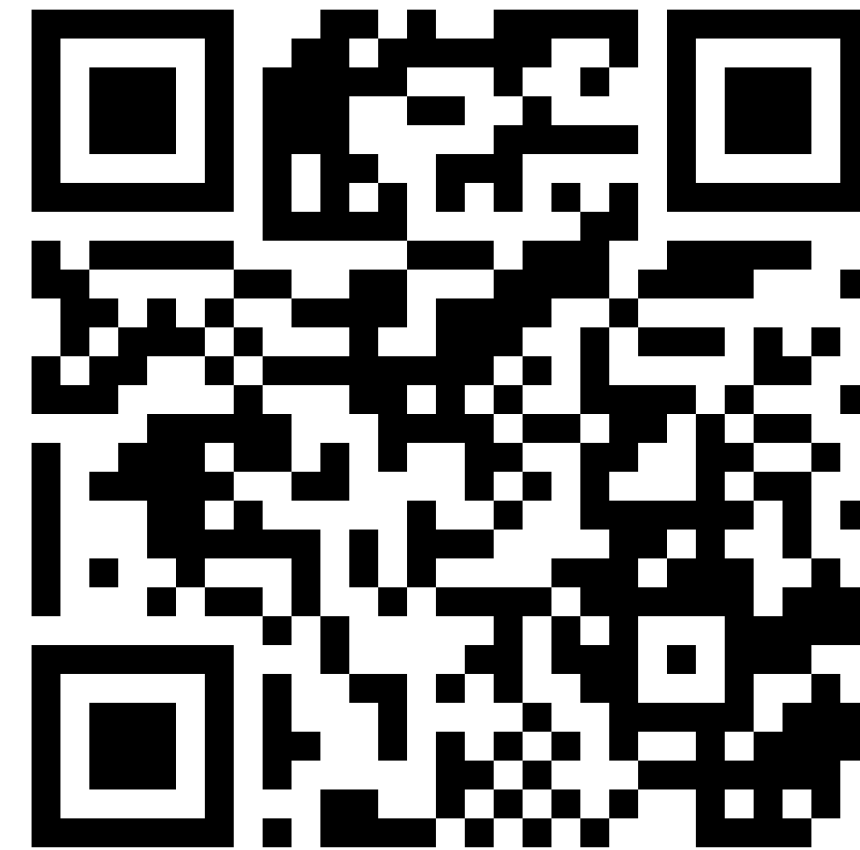
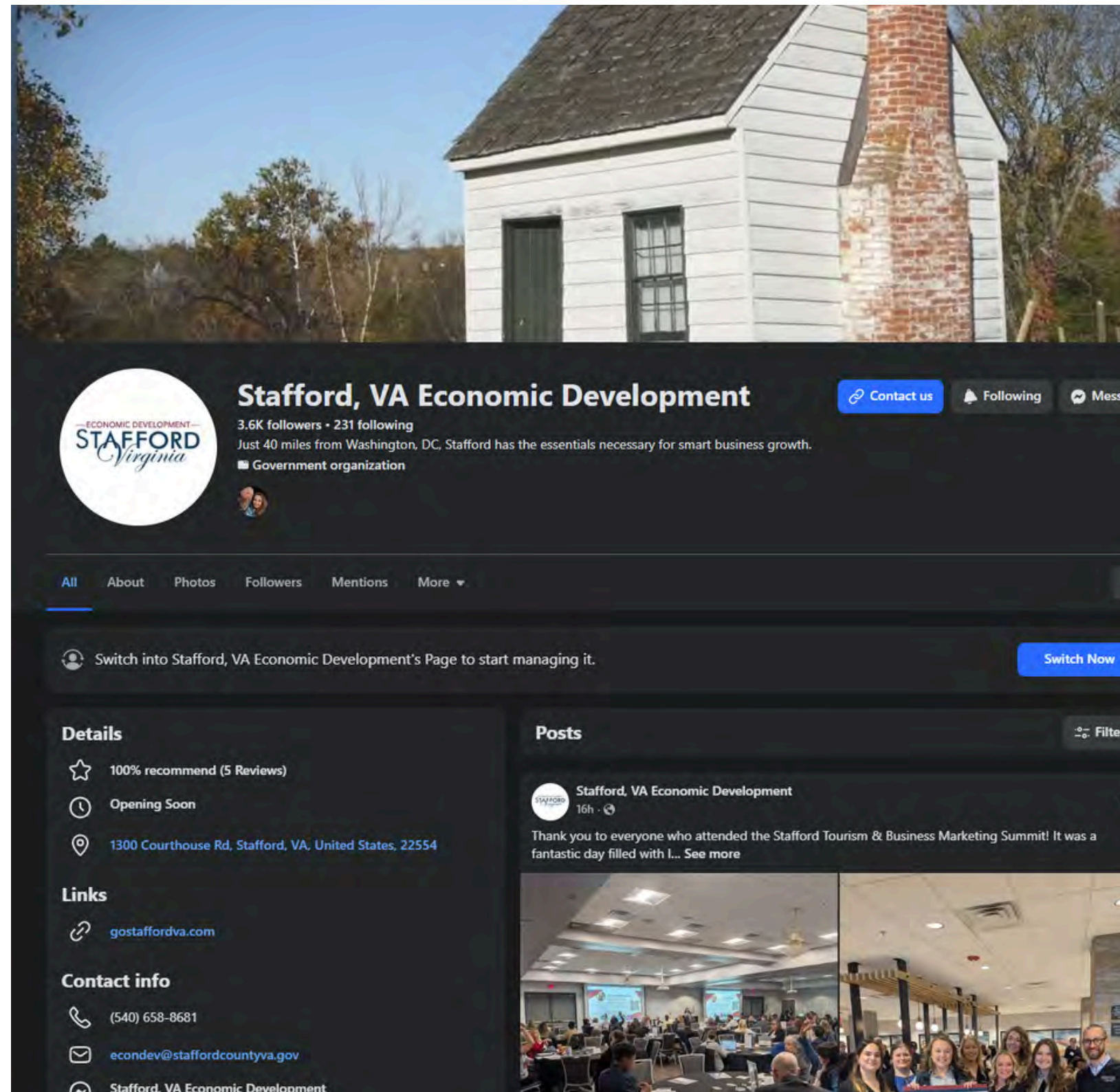
- Scroll to the Experience section
- Tap the "+" icon



- Add details and tap Save
- * are required



Facebook



@StaffordEconDev



Stafford, VA Economic Development

3.6K followers • 231 following

Just 40 miles from Washington, DC, Stafford has the essentials necessary for smart business growth.

🏢 Government organization

Contact us

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7A

FX=Fee Charge
RVN = Payment Reversal
CH/CHN = No payment made during the period
AI = Accure Interest

LNA Transactions

<u>Credit</u>	<u>Credit</u>
---------------	---------------

Trial Balance											
Fund Name	Customer Name	Account Number	Date Opened	Original Commitment Amount	Current Balance	Unused Commitment	Next Draw Expiration Date	Interest Rate	Maturity Date	Risk Rating	Code
Stafford Serviced Loan Liabi	ACE Flight Solutions	3003000002	7/9/2021	\$ 45,000.00	\$ 4,885.69	\$ -	\$ -	4.25	8/1/2026		
Stafford Serviced Loan Liabi	Columbus Cartography, LLC	3003000007	3/13/2023	\$ 20,000.00	\$ 1,846.09	\$ -	\$ -	7.5	5/1/2026		
Stafford Serviced Loan Liabi	Embrly Mill 2	3003000010	10/16/2023	\$ 50,000.00	\$ 34,486.42	\$ -	\$ -	8.5	12/1/2028		
Stafford Serviced Loan Liabi	Embrly Mill Primary and Urge	3003000005	7/18/2022	\$ 108,000.00	\$ 49,217.82	\$ -	\$ -	4.25	7/1/2027		
Stafford Serviced Loan Liabi	Next Level Mosaic, LLC	3003000008	7/20/2023	\$ 151,000.00	\$ 142,250.55	\$ -	\$ -	8.5	9/1/2033		
Stafford Serviced Loan Liabi	Stellar Investments LLC	3003000006	3/9/2023	\$ 10,000.00	\$ -	\$ -	\$ -	7.5	5/1/2026		
Stafford Serviced Loan Liabi	Vitae Visual LLC	3003000003	3/25/2022	\$ 15,000.00	\$ -	\$ -	\$ -	4.25	5/1/2025		
Stafford Serviced Loan Liabi	Santana Holdings	3003000009	10/10/2023	\$ 50,000.00	\$ 46,332.37	\$ -	\$ -	6	11/1/2028		
								</			

Fund Name	Customer Name	Account Number	Date Opened	Original Commitment Amount	Current Balance	Fee Balance	Interest Balance	Latest Payment Amount	Latest Payment Date	<30	30	60	90	120	180	>180	Escrow Delinquency	Total Delinquency	Days Past Due	Periods Missed	
Stafford Serviced Loan Liability-Santana Holdings LLC*		3003000009	Oct 10, 2023	\$ 50,000.00	\$ 46,332.37	\$ 461.61	\$ 6,296.86	\$ 1,500.00	May 1, 2024	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-		
Stafford Serviced Loan Liability Embry Mill Primary and Urgent Ca		3003000005	Jul 18, 2023	\$ 108,000.00	\$ 49,217.82	\$ 200.12	\$ -	\$ 2,001.19	January 30, 2026	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-		
Stafford Serviced Loan Liability Embry Mill 2		3003000010	Oct 16, 2023	\$ 50,000.00	\$ 34,486.42	\$ 102.58	\$ -	\$ 1,025.83	January 30, 2026	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-		
Stafford Serviced Loan Liability Next Level Mosaic, LLC		3003000008	Jul 20, 2023	\$ 151,000.00	\$ 142,250.55	\$ 341.92	\$ -	\$ 1,935.00	December 1, 2025	\$ 1,935.00	\$ 1,935.00	\$ 1,935.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,805.00	60 +	
Stafford Serviced Loan Liability ACE Flight Solutions		3003000002	Jul 9, 2021	\$ 45,000.00	\$ 4,885.69	\$ 41.69	\$ -	\$ 833.83	January 6, 2026	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-		
			Totals	\$ 404,000.00	\$ 277,172.85	\$ 1,147.92	\$ 6,296.86			\$ 1,935.00	\$ 1,935.00	\$ 1,935.00						\$ 5,805.00			



7B

Micah Ministries

Community-Based Organization Support Program Application

The Stafford County Economic Development Authority (SCEDA) is pleased to announce the launch of the Community-Based Organizations (CBO) Support Program. This program is designed to empower local nonprofit organizations that align with SCEDA's mission and vision in promoting economic growth and enhancing the quality of life in Stafford County.

Grant Objectives:

The primary objectives of the CBO Grant Program are as follows:

- To provide financial support to community-based organizations that contribute to economic growth and community development within Stafford County.
- To create and retain quality jobs, foster a sense of community, and generate opportunities for the local workforce through CBO initiatives.
- To align with SCEDA's mission of attracting new businesses, retaining existing businesses, and championing forward-looking initiatives for sustainable growth.

Eligibility Criteria:

- **Must** be a registered non-profit organization or public entity operating within Stafford County.
- **Must** demonstrate a clear alignment with SCEDA's mission and vision as outlined earlier.
- **Must** present a well-defined project proposal that addresses a specific opportunity, problem, or need in the Stafford Community.
- **Must** detail the impact of the project on tax revenue generation, job creation, quality-of-life, and retention of local businesses.

Additional Information:

- Grant recipients will be required to submit periodic progress reports detailing the implementation status, project outcomes, and financial expenditures. SCEDA will monitor the projects to ensure their successful completion within the agreed-upon timeline and objectives.
- The application must be submitted by the 15th of the current month for consideration by the EDA at the following month's SCEDA meeting. For example, the complete application must be received by April 15 to be included for consideration at the May SCEDA meeting.

Applicant Information

Organization Name: Micah Ministries

Federal Employer Identification Number (FEIN): 204044884

Organization Address: PO Box 3277, Fredericksburg, VA

Zip Code: 22402

Main Point of Contact Name: Meghann Cotter

POC Phone Number: (540) 850-4488

POC Email Address: meghann@dolovewalk.net

Project Title: Jeremiah Community

\$ Amount Requested: 100000

Project Start Date: Tuesday, December 30, 2025

Project End Date: Tuesday, December 30, 2025

Detail the opportunity for which Stafford EDA grant funds are being requested:

Jeremiah Community is a master-planned supportive housing neighborhood, which will include 109 small single and duplex units and an 80-unit apartment building alongside a variety of on site support services. It will specifically target individuals experiencing street homelessness, with priority for those who have been chronically displaced and need a high level of support to succeed in housing. Without intervention, this population remains chronically on the street at great cost to public services, tax payers, economic development efforts, community quality of life and individual well-being.

Explain how the opportunity, problem, or need relates to the overall mission and/or vision of the Stafford EDA:

As the region urbanizes, street homelessness is increasingly visible and complex. The 2025 point-in-time count identified approximately 200 people across the region experiencing homelessness on a single night in January. Of those counted, 17 were identified as sleeping in places not meant for human habitation. If the temperature-based cold weather shelter located in Stafford County had not been open that night, the 63 individuals hosted there would have been on the street. In the 12 months of 2025, approximately 20% of unhoused neighbors in the region reported a last fixed address in Stafford County. Micah Ministries is currently working with at least 22 people who are sleeping literally outside in Stafford County.

Statistically, tax payers absorb the cost of street homelessness as it results in high usage of public resources (i.e. hospital, jail, police, fire/rescue, public works, shelter) with very little improvement in people's lives. The National Alliance to End Homelessness reports that the average city spends \$35,578 per year on just one chronically homeless individual. These resources are often spent with very little improvement in economic conditions for businesses and individual behavior of those experiencing homelessness. Meanwhile, street and chronic homeless individuals who are placed in housing and provided adequate support, cost an estimated \$12K annually, which is a reduction of approximately 60% of public services per person. As compared to managing people on the street, sustainable supportive housing projects like Jeremiah Community often benefit more from pooling greater financial resources from private, state and federal resources vs. only local resources.

By supporting this project, the Stafford EDA has the opportunity to invest in solutions with a proven track record of reducing the impact people experiencing homelessness have on business districts. Solutions like Jeremiah Community are known to have measurable results because they don't just push people in survival to another part of the locality. It makes homelessness rare, brief and non-recurrent by giving people a place to live, providing wrap-around support and committing to a lifetime of relationships needed for their lives to flourish.

Identify how employment opportunities will be created or retained, and describe the types of positions and any training programs involved:

In the course of developing Jeremiah Community, it is estimated that the Project will generate approximately 100 new construction jobs. At build out, the total Project is expected to create 20 - 35 full and part time positions. The majority of these positions will be entry level positions, and are expected to be filled by individuals living in the community, or other individuals without advanced education. Positions will have access to onsite workforce training for transferable skills such as property management, groundskeeping and caretaking, and administrative assistance. The goal of these employment opportunities will be to provide individuals in the community with an opportunity to support the operation of the site, while also growing their skill base and confidence.

Jeremiah Community is further estimated to generate 10 to 20 additional professional staff positions both internal to the organization and supplied by partnering agencies who provide support services on site, for the sustainability and well-being of those living there. Examples include medical staff to support the on-site clinic, vocational staff in the workforce center, housing stabilization case managers, and coordinators of basic need services, etc.

Explain how the project activities directly address the identified opportunity, problem, or need for the Stafford community:

People who previous lived on the streets of Stafford County will not only have a place to live, but the community will work to help them identify their talents and use them for the productive benefit of the neighborhood and greater community.

The project will produce up to 189 supportive housing units (50 in phase 1), which is enough to functionally end street and chronic homelessness as the region knows it today. For Stafford County this means fewer police, fire, rescue calls related to homelessness. It means a reduction in homeless-related activities that effects businesses, such as panhandling, camping, loitering, etc. And it means fewer environmental disruptions that can create eyesores, expensive trash removal and delays in development.

Most importantly, this is an opportunity for Stafford County to be part of a positive solution for vulnerable unhoused individuals rather than resorting to criminalization and other initiatives that cost money and set people further back.

Provide any additional narrative to the amount of funds sought and how they will fit into the overall mission of the Stafford EDA:

Micah requests \$100,000 in support of Jeremiah Community's first phase, which includes 50 small home units and a community center.

Describe the impact of this award and completion of the project, as a whole, on Stafford County's ability to remain competitive, add additional "community" assets, and create or retain quality jobs:

Jeremiah Community has the potential to amplify Stafford County, and other parts of the region for having a compassionate response to homelessness. Stafford's ability to say that it has a substantial partner around homelessness offers a compassionate narrative for luring potential businesses to the area. Rather than talking about punitive measures and public safety as a response to those with no fixed address, Stafford will be able to talk about the innovative ways it is partnering to care for vulnerable people in housed situations. Similar communities have tracked an increase in area tourism because people come from all over the country come to learn how to create similar models in their own community. In addition, the reduction in unhoused persons in Stafford county will be an enhancement to quality of life of existing residents and businesses.

Describe the project timeline and how you will ensure successful completion within the necessary timeframe, including a detailed timeline:

Construction is scheduled to begin in Spring/Summer 2026, with units ready for move-in by Spring 2027. Site Control (January 2025) : Micah obtained re-zoning and ownership of the 31-acre parcel, at 0 Wicklow Drive earlier this year.

Environmental Review Comple (Fall 2025): Much of the required environmental review data (i.e. streams, slopes, archeological, etc.) has been collected as part of the current re-zoning process; and has been submitted for review of Fredericksburg’s planning department (responsible entity).

Early 2026: Site planning and preparation is currently in process and is likely to be complete by Spring 2026. As site planning is taking place, Micah has been raising remaining funds from the community and grant sources. Currently we have raised about half of the total funds needed.

Site preparation/begin construction (Spring/Summer 2026)

Anticipated Occupancy (Spring/Summer 2027): Micah’s goal is to have an occupancy permit on 50 units and the community center no later than Summer 2027.

Include additional background information regarding the managers, and/or Board of the organization, and specific information about the skills and experiences related to the successful management of the proposed project:

Micah Ecumenical Ministries, a 501c3 that cares for chronically unhoused individuals in the Fredericksburg region is championing the effort to develop Jeremiah Community. Micah has an MOU with three key partners, Support Works Housing (which builds supportive units around the state), the City of Fredericksburg (which has committed \$2 million to the project), and Mary Washington Healthcare (which is helping establish a health center on site). The development team further includes probono HKS Architect, SDI Engineering, General Contractors Atlantic Builders and Ironwood Homes, and Tricord Homes--all of which have extensive development and construction experience in the Fredericksburg region. In addition we have assembled a team of key community leaders to support fund development efforts for the \$17.5 million campaign.

Signature & Consent

I hereby certify that, to the best of my knowledge, the provided information is true and accurate. I also attest that I have authorization to request funding on behalf of the applicant organization.

Signature

Code SLC

TITLE	Community-Based Organization Support Program
DOCUMENT ID	260225793582058
DOCUMENT PAGES	4
STATUS	COMPLETED
TIME ZONE	America/New York

DOCUMENT HISTORY

Signed

Jan 23, 2026
02:10 PMSigned
IP: 172.58.245.195

CBO Grant Applications February 2026

EDA proposed discussion (Recommendation Summary)

Applicant: Virginia Alliance for Business, Commerce and Communities Foundation (VABCC)

Project: Business Advocacy, Leadership & Economic Empowerment Initiative

Amount Requested: \$25,000

Grant Period: January 1, 2026 – December 31, 2026

Impact on Stafford County

The proposed initiative is expected to:

Enhance operational stability for local businesses
Increase business revenue and long-term expansion capacity
Support retention and creation of quality jobs
Stimulate economic activity and tax revenue
Strengthen the county's competitiveness as a business-friendly community

These outcomes directly align with the EDA's focus on economic vitality, workforce development, and sustainable long-term growth.

Meets and substantially exceeds all SCEDA grant objectives
Strongly aligns with the Stafford County EDA mission
Provides clear, measurable economic and workforce benefits
Demonstrates organizational capacity and appropriate partnerships
Supports a large, existing population of Stafford businesses

Further detail/clarification from the applicant

- o Considering the 316 businesses referenced in Stafford County, ***it would help the EDA to understand how they would measure workforce retention and to understand the framework for job creation in Stafford County (what jobs will be created – or anticipated).***
- o It would also be helpful for the EDA to understand: ***What specific education programs and workforce initiatives are currently in place (Stafford County businesses) and how do they see expansion or scale during the grant period.***
- o What specific, measurable outcomes will be used to demonstrate success (jobs retained/created, revenue growth, contracts secured)
- o How will programming be sustained beyond the grant period?

Recommendation: APPROVE the requested \$25,000 grant.

The initiative presents a high-value, high-impact opportunity to strengthen Stafford County's business ecosystem, workforce pipeline, and long-term economic competitiveness.

Applicant: Micah Ministries CBO Grant Application for Jeremiah Community

Project: Jeremiah Community housing project phase 1

Amount Requested: \$100,000

Grant Period: TBD

Overview

Micah Ministries has submitted a request for \$100,000 under the Community-Based Organization Support Program to support the first phase of the Jeremiah Community development. The proposed project consists of constructing supportive housing units and a community center aimed at addressing chronic homelessness in the Fredericksburg–Stafford region.

Assessment of Alignment with SCEDA Mission

1. Supports Economic Growth and Community Development

The project addresses a known economic challenge: high-cost utilization of police, EMS, hospitals, and public services by individuals who are chronically unsheltered. Research shows a significant cost difference between managing homelessness on the street vs. providing permanent supportive housing. By creating stable housing and reducing strain on public infrastructure, the project promotes a healthier economic environment conducive to growth.

2. Creates and Retains Jobs

The project projections include:

- 100 construction jobs during development
- 20–35 permanent entry-level operational roles
- 10–20 professional support positions from partnering agencies

Further detail/clarification from the applicant

- o Micah services a small population of 22 in Stafford County, ***we would like to understand what they see as the growth impact within Stafford County. For example: are there other aspects of workforce development that would be created over time and if so, what types of jobs? The application projects the creation of 20-35 FT entry level, 100 construction jobs and approximately 20 Professional Staff jobs, but not necessarily in Stafford County – is more insight available?***
- o ***We would like to learn what their strategy is to increase penetration into Stafford County. Specifically, are their plans to concentrate in areas of Stafford County by adding committees or teams.***

Additionally, onsite workforce training programs are planned to support skill development such as property management, groundskeeping, administrative support, and vocational readiness.

This aligns with SCEDA's focus on quality job creation and workforce enhancement.

3. Enhances Business Climate and Quality of Life

Reducing chronic street homelessness directly benefits commercial corridors through:

- decreased panhandling
- reduced encampments and loitering
- lower demand on emergency services
- improved community aesthetics and safety

The project also enhances Stafford County's reputation as forward-thinking and compassionate attributes that can positively influence business attraction efforts.

4. Advances Forward-Looking, Sustainable Solutions

The Jeremiah Community model is designed to make homelessness rare, brief, and non-recurring through housing plus long-term support. This aligns with SCEDA's objective to champion sustainable and innovative community-strengthening initiatives.

5. Strength of Partnerships

Micah's partnerships—Support Works Housing, the City of Fredericksburg (\$2M committed), Mary Washington Healthcare, and regional developers—demonstrate capacity and readiness for successful project execution.

Recommendation

Based on demonstrated alignment with SCEDA's mission, clear economic and workforce benefits, and strong regional collaboration, I recommend the EDA consider the Micah Ministries' request for financial support, ***however, the EDA as a whole needs to discuss and consider the amount of the grant based on the EDA's financial position and level of commitment. Support of the Jeremiah Community Phase 1 project could be supported with a grant less than the requested \$100,000.***

The investment represents a high-return opportunity to:

- reduce public service costs
- improve business district conditions
- create jobs and workforce training pathways
- enhance Stafford County's competitiveness and community assets

Supporting this project positions Stafford County as a leader in compassionate, economically sound responses to chronic homelessness.



A Home for Our Neighbors



Jeremiah
Community

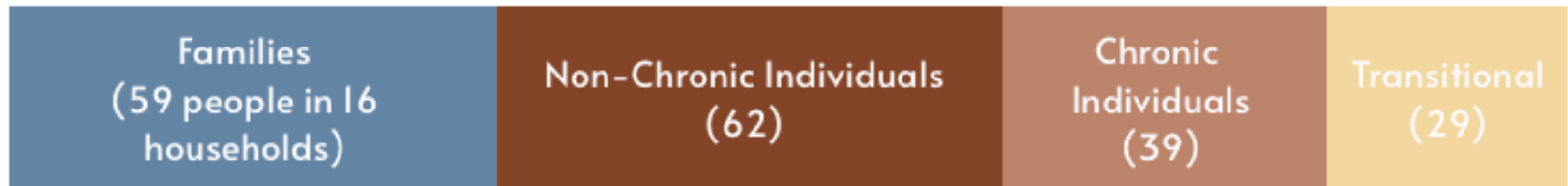


neighbors find a home here



THE CRISIS AT OUR DOORSTEP

189 neighbors have no home tonight (winter 2025)



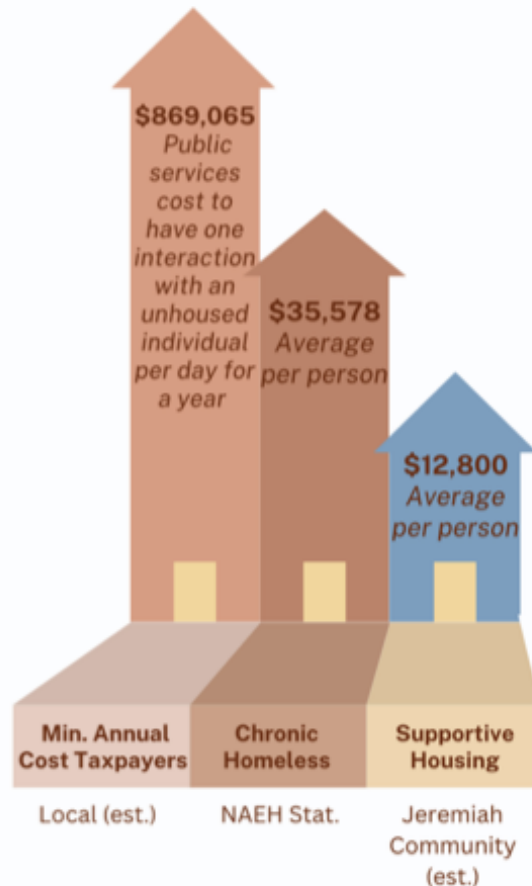
- 20% last fixed address in Stafford
- 22 people actively outside in counties

60 average unsheltered on a given night
Tent, car, street or other place not meant for human habitation

THE COST OF DOING NOTHING

Daily bill to taxpayers

Hospital
➡ \$1,471/night
Psychiatric
➡ \$718/night
Jail
➡ \$68/night
Police
➡ \$30/hr (est)
Fire/Rescue
➡ \$23/hr (est)
Public Works
➡ \$41/hr (est)
Shelter
➡ \$30/night
TOTAL Daily Cost
\$2,381/per day



Most (78%) have one or more disabilities.

- **42%** have chronic health conditions
- **21%** were in special education classes as a child
- Almost **half (47%)** have a serious mental illness
- **68%** report four or more adverse childhood experiences
- Less than **30%** report a substance abuse issue

WHAT DOES THIS HAVE TO DO WITH



People experiencing unsheltered homelessness impact on business districts

- Complaints, perception of safety, disruption, sanitary concerns
- Aesthetic of business districts
- Increased public safety calls resulting in tickets, jail, hospitalization and other forms of criminalization.
- Residual campsites delay development

Opportunities to participate in positive solutions address that the economic effects of homelessness AND care for unhoused neighbors compassionately.

- Innovate housing, purpose and relationship to meets the population's unique needs
- Lure potential businesses with the narrative of compassionate care vs. punitive measures
- Save tax dollars spent managing the issue
- Precedent for tourism increase because more people want to see how our community tackles a difficult social issue.



OUR SOLUTION

Phase 1 (2025-2027) will include:

- 50 small, accessible dignified dwellings
- A community center
- Community partnerships and support services
- Neighborhood empowerment



HOUSING

Permanent, not temporary or transitional units, right-sized (approx. 450 sq ft) with a front porch, built for the unique needs of individuals overcoming homelessness.



PURPOSE

Opportunities for neighbors to identify their gifts, share them with their community and move those gifts into an economy, where they can earn a dignified income.



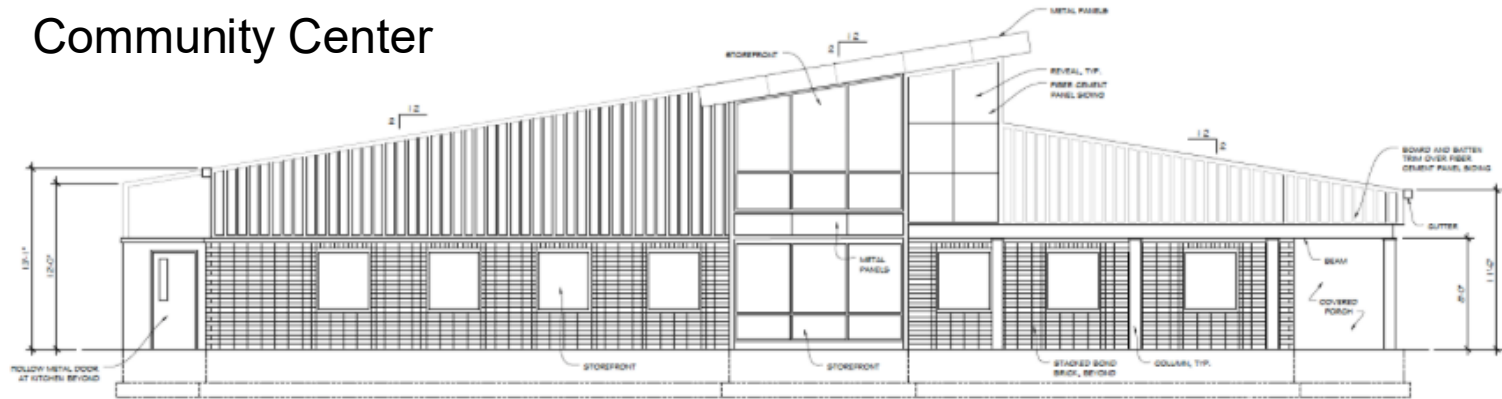
RELATIONSHIP

Support from a residential care team (i.e. case managers, volunteers, churches and professional service providers, etc).

Site plan being filed this month
Site work to begin in 2026



Community Center



Single Unit

Two Unit



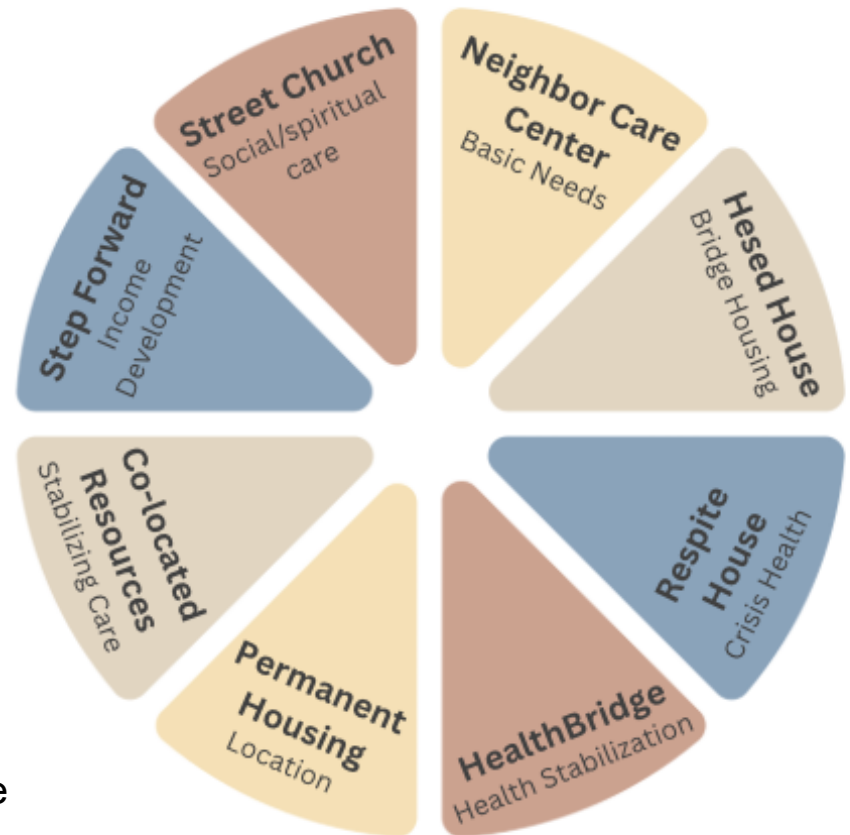


WHY IT WORKS

People don't become homeless when they run out of money

People become homeless when they run out of relationships

- Twenty years of **wholistic care**
- A **sizeable** segment of our region's street homeless will always need a supportive community to remain stably **housed** and live a **flourishing life**.
- **56%** reduction in chronic homelessness since 2010.
- Built on proven models in other parts of the country (i.e. Austin, Missouri)



Building a home for our neighbors

\$17.5 MILLION



LAND: \$1.4 MILLION

31 ACRES ON FALL HILL AVE



INFRASTRUCTURE: \$2.855 MILLION

ROADS, UTILITIES, SITE WORK



SITE PREPARATION: \$2.335 MILLION

GRADING, ENVIRONMENTAL



50 HOMES (PHASE 1): \$ 3 MILLION

SMALL, DIGNIFIED DWELLINGS



COMMUNITY CENTER: \$3.1 MILLION

SERVICES HUB, GATHERING SPACE



FINAL TOUCHES: \$1.1 MILLION

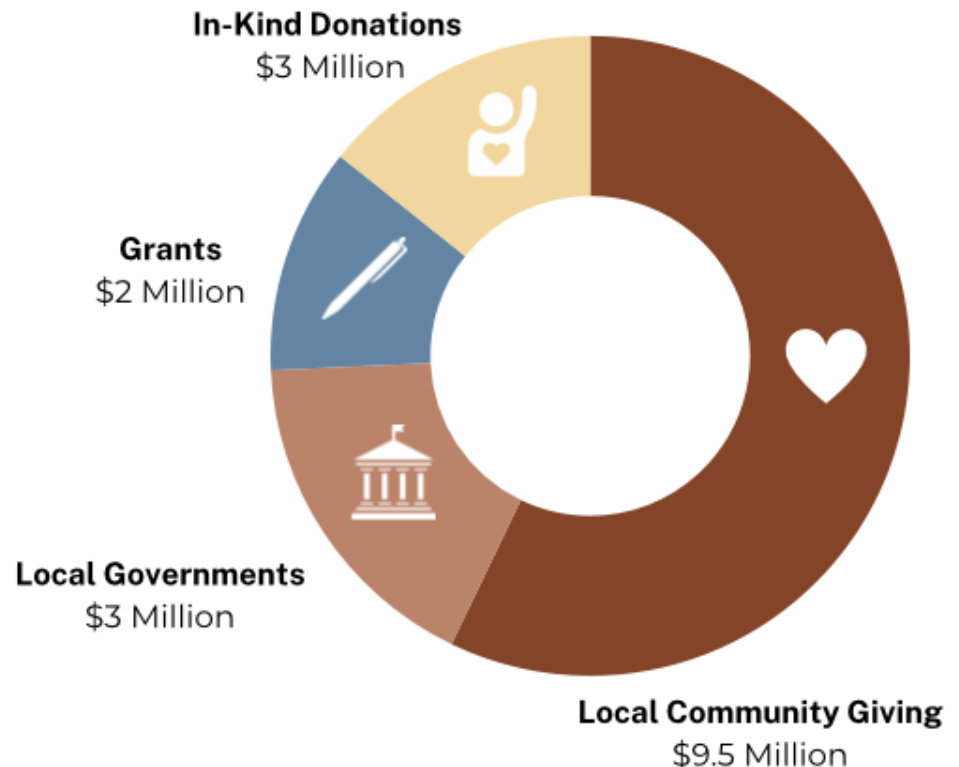
LANDSCAPING, SECURITY, LIGHTING



7 YEARS OPERATIONS: \$3.85 MILLION

ENSURING SUSTAINABILITY

PHASE 1 FUNDING STRATEGY





www.micahfredericksburg.org

www.jeremiahcommunity.org

Meghann Cotter

Executive Servant-Leader at Micah Ecumenical Ministries

Meghann@dolovewalk.net

540-479-4116



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7B

Virginia Black Chamber of Commerce Business Accelerator Program

Community-Based Organization Support Program Application

The Stafford County Economic Development Authority (SCEDA) is pleased to announce the launch of the Community-Based Organizations (CBO) Support Program. This program is designed to empower local nonprofit organizations that align with SCEDA's mission and vision in promoting economic growth and enhancing the quality of life in Stafford County.

Grant Objectives:

The primary objectives of the CBO Grant Program are as follows:

- To provide financial support to community-based organizations that contribute to economic growth and community development within Stafford County.
- To create and retain quality jobs, foster a sense of community, and generate opportunities for the local workforce through CBO initiatives.
- To align with SCEDA's mission of attracting new businesses, retaining existing businesses, and championing forward-looking initiatives for sustainable growth.

Eligibility Criteria:

- **Must** be a registered non-profit organization or public entity operating within Stafford County.
- **Must** demonstrate a clear alignment with SCEDA's mission and vision as outlined earlier.
- **Must** present a well-defined project proposal that addresses a specific opportunity, problem, or need in the Stafford Community.
- **Must** detail the impact of the project on tax revenue generation, job creation, quality-of-life, and retention of local businesses.

Additional Information:

- Grant recipients will be required to submit periodic progress reports detailing the implementation status, project outcomes, and financial expenditures. SCEDA will monitor the projects to ensure their successful completion within the agreed-upon timeline and objectives.
- The application must be submitted by the 15th of the current month for consideration by the EDA at the following month's SCEDA meeting. For example, the complete application must be received by April 15 to be included for consideration at the May SCEDA meeting.

Applicant Information

Organization Name:

Virginia Alliance for Business, Commerce and Communities Foundation

Federal Employer Identification Number (FEIN):

850797003



Organization Address: 904 Princess Anne St, Suite 305

Zip Code: 22401

Main Point of Contact Name: Ernisha M. Hall

POC Phone Number: (540) 216-0021

POC Email Address: ernisha@vablackchamber.org

Project Title: The VABCC Business Advocacy, Leadership & Economic Empowerment Initiative

\$ Amount Requested: \$25,000

Project Start Date: Thursday, January 1, 2026

Project End Date: Thursday, December 31, 2026

Detail the opportunity for which Stafford EDA grant funds are being requested:

The VABCC Business Advocacy, Leadership & Economic Empowerment Initiative is a comprehensive, year-round economic development program designed to strengthen minority-owned and small businesses through advocacy, education, leadership development, and relationship-driven engagement.

The initiative integrates signature events, targeted educational programming, and business engagement opportunities that collectively support business growth, workforce development, policy access, and regional economic impact.

Through this initiative, the VABCC convenes business owners, corporate partners, policymakers, and community stakeholders to create pathways to capital, contracts, leadership development, and sustainable business expansion directly contributing to local business retention, job creation, and quality-of-life outcomes.

Explain how the opportunity, problem, or need relates to the overall mission and/or vision of the Stafford EDA:

Educational programming under the VABCC Business Advocacy, Leadership & Economic Empowerment Initiative is designed to directly support Stafford County entrepreneurs, small business owners, and workforce participants through contracting and certification readiness, a business accelerator program, leadership and business development training, legislative and government affairs education, workforce development initiatives, a veteran-focused entrepreneurial program, and the upcoming Youth and NextGen Entrepreneurship (LEGACY) Program.

These efforts are reinforced through signature events hosted in or intentionally serving Stafford County, including Legislative Day, the Annual Women's Conference held in Stafford County, the Annual GovCon Conference, the Virginia Black Business Expo, and the Annual Gala & Business Awards. By strengthening business sustainability, revenue growth, and expansion readiness, the initiative supports increased sales, payroll growth, and long-term business retention within Stafford County.

This sustained business activity contributes to local tax revenue through continued business operations, employee wages, consumer spending, and event-related economic activity, while reinforcing Stafford County's ability to remain competitive and attractive to both businesses and talent.

Identify how employment opportunities will be created or retained, and describe the types of positions and any training programs involved:

The Initiative supports job creation and retention by strengthening the capacity of Stafford County-based businesses to stabilize operations, increase revenue, and plan for sustainable growth. Through workforce

development programming, leadership training, contracting and certification readiness, and business acceleration support, participating businesses are better positioned to retain existing employees and create new employment opportunities as they expand.

The initiative also creates short-term and contract-based employment opportunities through event staffing, facilitation, vendor services, and local service provision, while supporting veteran entrepreneurs, youth, and professionals transitioning into self-employment or business ownership. Collectively, these efforts contribute to a stronger local workforce, increased employment stability, and a growing pipeline of businesses capable of generating long-term jobs within Stafford County.

Explain how the project activities directly address the identified opportunity, problem, or need for the Stafford community:

Project activities address the identified need in the Stafford community by providing hands-on business support that responds to the practical challenges small businesses face in sustaining and growing their operations. Activities include contract and certification readiness workshops that prepare Stafford County businesses to compete for public and private sector opportunities. These workshops also prepare businesses for revenue growth and operational capacity. Additionally, business accelerator sessions focus on leadership and workforce development training that supports employee retention. Furthermore, legislative and policy briefings help business owners navigate regulatory and procurement environments. These efforts are reinforced through locally accessible convening that connect Stafford-based entrepreneurs with lenders, corporate partners, elected officials, and service providers.

The VABCC serves 316 businesses located in Stafford County, demonstrating both the demand for and effectiveness of this approach. During the grant period, the project will provide direct technical assistance and programming to at least 75 Stafford County-based businesses, with progress tracked through participation records, completion of training milestones, and documented follow-up engagement. By expanding and formalizing these activities, the project strengthens business stability, supports job retention and future hiring, increases local spending, and contributes to sustained economic activity within Stafford County.

Provide any additional narrative to the amount of funds sought and how they will fit into the overall mission of the Stafford EDA:

Completion of this project enhances Stafford County's competitiveness by fostering a supportive business environment that provides small businesses and entrepreneurs with the tools, relationships, and knowledge necessary to grow and remain locally rooted. The initiative enhances Stafford County's community assets by providing ongoing, locally accessible business education, leadership development, and workforce support that complements existing economic development efforts.

By convening business owners, employers, policymakers, lenders, and service providers in Stafford County, the project builds durable networks that improve access to contracts, capital, and talent. These connections enhance business stability, support job retention, and foster conditions for future job growth, ultimately contributing to a stronger local workforce and increased economic activity. Collectively, the project helps position Stafford County as a place where businesses can start, grow, and thrive, strengthening both the county's economic resilience and overall quality of life.

Describe the impact of this award and completion of the project, as a whole, on Stafford County's ability to remain competitive, add additional "community" assets, and create or retain quality jobs:

Completion of this project enhances Stafford County's ability to remain competitive by strengthening the capacity of local businesses to operate, grow, and retain employees within the county. By providing consistent access to business education, workforce and leadership development, contracting readiness, and policy engagement, the project helps businesses improve operational stability, pursue new revenue opportunities, and plan for sustainable expansion. These efforts support the retention of existing jobs and create conditions for future job growth as businesses scale. The project also adds valuable community assets by establishing recurring, locally accessible programming and convening spaces that connect business owners, employers, service providers, and policymakers, reinforcing a collaborative business ecosystem.

Collectively, these outcomes contribute to a stronger local workforce, increased business retention, and sustained economic activity, positioning Stafford County as a community where businesses can grow, talent can thrive, and long-term economic resilience is actively supported.

Describe the project timeline and how you will ensure successful completion within the necessary timeframe, including a detailed timeline:

The project will be implemented over a 12-month period using an established delivery schedule that aligns with existing programming and reporting cycles. Initial months will focus on outreach and participant engagement with Stafford County businesses, followed by the delivery of business education workshops, accelerator sessions, workforce and leadership development activities, and policy engagement briefings. Signature convenings will be scheduled at strategic points throughout the year to reinforce learning, strengthen networks, and connect participants to capital, contracting, and employment resources.

Progress will be monitored through participation records, completion of program milestones, and follow-up engagement with participating businesses. This phased approach ensures timely implementation, allows for course correction as needed, and supports consistent reporting to Stafford County Economic Development Authority throughout the grant period.

Include additional background information regarding the managers, and/or Board of the organization, and specific information about the skills and experiences related to the successful management of the proposed project:

The VABCC is led by an experienced management team and governing board with deep expertise in business development, economic development programming, workforce initiatives, and public-private partnerships. Organizational leadership and board members include professionals with MBA credentials, experience as college-level instructors and professors, and backgrounds in strategic planning, nonprofit management, and entrepreneurship support.

The organization works in active partnership with institutions such as Germanna Community College, the University of Mary Washington, and Virginia Union University, as well as economic development and small business resource partners, including the Small Business Development Services (SBDC) and the Minority Business Development Agency (MBDA). This collective expertise supports the effective design, delivery, and evaluation of business education and workforce programming. With established governance practices, financial controls, and outcome-tracking processes, the organization is well-positioned to manage public funds responsibly, implement the proposed activities efficiently, and meet all Stafford County Economic Development Authority reporting and performance expectations.

Signature & Consent

I hereby certify that, to the best of my knowledge, the provided information is true and accurate. I also attest that I have authorization to request funding on behalf of the applicant organization.

Signature

C B D E S L C

TITLE	Community-Based Organization Support Program
DOCUMENT ID	260225953582056
DOCUMENT PAGES	4
STATUS	COMPLETED
TIME ZONE	America/New York

DOCUMENT HISTORY

Signed

Jan 23, 2026
02:38 PMSigned
IP: 172.58.245.195



7B

Cyber Bytes Foundation

Stafford County Economic Development Authority Community-Based Organization Support Program Application

The Stafford County Economic Development Authority (SCEDA) is pleased to announce the launch of the Community-Based Organizations (CBO) Support Program. This program is designed to and empower local non-profit organizations that align with SCEDA's mission and vision in promoting economic growth and enhancing the quality of life in Stafford County.

Grant Objectives

The primary objectives of the CBO Grant Program are as follows:

- To provide financial support to community-based organizations that contribute to economic growth and community development within Stafford County.
- To create and retain quality jobs, foster a sense of community, and generate opportunities for the local workforce through CBO initiatives.
- To align with SCEDA's mission of attracting new businesses, retaining existing businesses, and championing forward-looking initiatives for sustainable growth.

Eligibility Criteria

- **Must** be a registered non-profit organization or public entity operating within Stafford County.
- **Must** demonstrate a clear alignment with SCEDA's mission and vision as outlined earlier.
- **Must** present a well-defined project proposal that addresses a specific opportunity, problem, or need in the Stafford Community.
- **Must** detail the impact of the project on tax revenue generation, job creation, quality-of-life, and retention of local businesses.

Additional Information

- Grant recipients will be required to submit periodic progress reports detailing the implementation status, project outcomes, and financial expenditures. SCEDA will monitor the projects to ensure their successful completion within the agreed-upon timeline and objectives.
- The application must be submitted by the 15th of the current month for consideration by the EDA at the following month's SCEDA meeting. For example, the complete application must be received by April 15 to be included for consideration at the May SCEDA meeting.

Applicant General Information

Nancy Pattillo

(912) 312-2748

nancy@cyberbytesfoundation.org

Main Point of Contact**Cell Phone****Email Address**

Cyber Bytes Foundation

83 - 14319159

Organization Name**Federal Employer Identification Number
(FEIN)**

1010 Corporate Drive Suite 103 Stafford, VA 22554

Address

Application/Project Questions

Project Title:

AI Mobile Unit

Project End/Start Dates:

January 1 2026 - December 31 2027

Detail the opportunity for which Stafford EDA grant funds are being requested:

The request is for support of the AI Mobile Unit for Workforce & Education, a multi-regional initiative that will bring artificial intelligence (AI) literacy, ethics, prompting, and certification training directly to Stafford schools, workforce centers, and local businesses. This project addresses a critical workforce gap by preparing high school students, teachers, and incumbent workers for AI-enabled careers in traded-sector industries such as IT & communications, cybersecurity, advanced manufacturing, biotech, and professional services. The mobile delivery model ensures equitable access, particularly for rural and underserved parts of Stafford County.

Explain how the opportunity, problem, or need relates to the overall mission and/or vision of the Stafford EDA:

The Stafford EDA's mission emphasizes fostering innovation, expanding workforce opportunities, and supporting economic diversification. The AI Mobile Unit aligns with these priorities by:

- Building local talent pipelines in Stafford to serve high-wage, high-demand industries.
- Equipping Stafford's students, educators, and workers with 21st-century skills critical for competitiveness.
- Enhancing Stafford's attractiveness to employers by ensuring a workforce capable of adapting to AI and advanced technologies.

Identify how employment opportunities will be created or retained and describe the type of positions being created and any training programs involved:

New Employment: The project directly funds a Project Director, administrative support, and part-time instructors.

Job Retention & Growth: By embedding AI literacy and certification in schools and workforce training, Stafford will retain talent that might otherwise leave for larger metropolitan areas.

Training Programs:

- Teacher Certification: 40 CompTIA AI certifications awarded annually, ensuring Stafford educators can sustain AI literacy in classrooms.
- Student Training: ~1,000 students per year trained in AI literacy, ethics, and prompting.
- Student Certification: 100 CompTIA AI certifications awarded annually.
- Business Engagement: 10 Stafford-area businesses per year receiving applied AI workforce training.
- Community Workshops: Up-skilling for adult learners and incumbent workers to maintain employability in AI-enabled roles.

Explain how the project activities directly address the identified opportunity, problem, or need for the Stafford community:

Stafford businesses increasingly rely on AI-enabled systems, yet the local workforce lacks structured access to AI training. The AI Mobile Unit addresses this by:

- Deploying workshops to Stafford schools, ensuring students are career-ready.
- Up-skilling Stafford's incumbent workforce and adult learners to remain competitive.
- Supporting local employers by aligning training with real-time industry needs in IT, cybersecurity, and advanced manufacturing.
- Reducing talent outmigration by embedding advanced skill development locally.

Provide any additional narrative to the amount of funds sought and how they will fit into the overall mission of the Stafford EDA:

Funds requested from Stafford EDA, totaling \$20,000, will support part of the cost of student and teacher CompTIA AI credentials within Stafford County. By partially funding these credentials, Stafford EDA helps ensure that participants in the AI Mobile Unit programs gain recognized certifications, directly supporting workforce readiness and enhancing local educational outcomes. This contribution will also help the project meet the required local match. This investment aligns with the EDA's mission of fostering innovation-driven growth, ensuring Stafford County has the workforce and educational infrastructure to remain competitive in emerging technologies.

Describe the impact of this award and completion of the project, as a whole, on Stafford County's ability to remain competitive, add additional "community" assets, and create or retain quality jobs:

Competitiveness: Stafford will position itself as a hub for AI-capable talent, attractive to traded-sector companies seeking locations with strong workforce readiness.

Community Assets: The mobile unit itself is a shared educational and workforce asset, rotating across schools, workforce centers, and businesses in Stafford.

Job Creation & Retention: High-wage AI-enabled roles in cybersecurity, data science, biotech, and manufacturing will be more accessible to local residents, keeping talent in Stafford.

Describe the project timeline and how you will ensure successful completion within the necessary timeframe, including a detailed timeline:

Jan–Apr 2026: Procurement of AI Mobile Unit, laptops, software, and launch of Advisory Board.
 Apr 2026–Dec 2027: Teacher workshops and CompTIA AI certification (40 annually).
 Fall 2026–Dec 2027: Student workshops begin (1,000+ annually).
 May 2026–Dec 2027: Business and community AI workshops (10 each annually).
 Fall 2027: Dual enrollment pathway launched with regional community colleges.
 Jan 2028: Project close-out and sustainability transition.

Governance through an Advisory Board and quarterly reporting will ensure milestones are met on time.

Include additional background information regarding the managers, and/or Board of the organization, and specific information about the skills and experiences related to the successful management of the proposed project:

The project will be administered by the Cyber Bytes Foundation (CBF), which has a strong track record managing GO Virginia-funded projects and successfully meeting all compliance and reporting requirements. The project will be overseen by a multi-regional Advisory Board that includes Stafford County's Department of Economic Development, local schools, workforce boards, and industry partners such as GT Edge AI, X Corp Solutions, and GCubed, Inc. Collectively, the Board brings expertise in grant management, AI curriculum development, cybersecurity, workforce training, and regional economic development. Their combined experience ensures the AI Mobile Unit will be effectively managed, sustainable, and aligned with Stafford's workforce priorities.

When this application is completed, all pages and any supporting documents should be emailed to econdev@staffordcountyva.gov, or delivered in-person to Stafford County Department of Economic Development, Attn: Stafford County EDA, 1300 Courthouse Rd, Stafford, VA 22554.

I hereby certify that, to the best of my knowledge, the provided information is true and accurate. I also attest that I have authorization to request funding on behalf of the applicant organization.



Applicant Signature

10/15/2025

Date

CYBER BYTES FOUNDATION APPLICATION ADDENDEUM
FEBRUARY 9, 2026

Thank you for the opportunity to provide additional clarification. We appreciate Stafford County EDA's thoughtful review and welcome the chance to further align this initiative with the County's workforce and economic development priorities.

Direct linkage to fostering new jobs in Stafford County

The AI Mobile Unit is designed as a workforce pipeline project, not a standalone education program. Through industry-recognized AI credentials, hands-on portfolios, and employer-informed training, the initiative directly supports job creation and job retention in Stafford County by:

- Preparing high school students for entry-level and mid-skill roles in data, IT, cybersecurity, advanced manufacturing, energy, and professional services—sectors identified by local employers as experiencing talent gaps.
- Supporting upskilling and reskilling of incumbent workers for Stafford-based companies, enabling employers to adopt AI tools without relocating talent or outsourcing functions.
- Strengthening Stafford County's talent attractiveness for future business recruitment by demonstrating a ready, AI-literate workforce aligned to regional industry needs.

We have received direct input and letters of support from Stafford County industry partners requesting AI-trained talent for both new hires and current workforce advancement.

Non-duplication with Stafford County Public Schools

This initiative is not duplicative of Stafford County Public Schools (SCPS) efforts. Instead, it is complementary and additive:

- The AI Mobile Unit delivers industry-recognized certifications, applied AI tooling, and workforce-aligned instruction that extends beyond standard classroom offerings.
- SCPS has provided letters of support to implement this project within Stafford County high schools, recognizing the value of employer-aligned credentials and experiential learning that enhance existing Pathways programming.
- The mobile delivery model allows for rapid deployment, industry engagement, and exposure to emerging technologies that are not currently resourced at scale within the school system.

CYBER BYTES FOUNDATION APPLICATION ADDENDEUM
FEBRUARY 9, 2026

We welcome and support a direct conversation with the Superintendent regarding alignment with the Pathways Program and view this collaboration as a strength of the proposal.

Long-term Stafford County benefit and asset retention

A critical component of this project is sustainability and local ownership. Our partner, ATI-UMW, which resides in Stafford County, will assume ownership of the equipment, curriculum, and knowledge base following the required two-year GO Virginia performance period. This ensures that:

- The technology and instructional assets remain in Stafford County long-term.
- Ongoing teacher training, student credentialing, and workforce programming continue to directly benefit Stafford County residents.
- The County retains a permanent, scalable AI workforce resource that supports both education and economic development goals.

Use of funds

Funds requested will directly benefit Stafford County teachers and students through instructional materials, certification vouchers, curriculum delivery, and hands-on workforce training experiences delivered locally.

We appreciate the opportunity to further clarify and would welcome a follow-up conversation to ensure full alignment with Stafford County's Pathways Program and economic development strategy.

Respectfully,
Nancy Pattillo
Executive Director
Cyber Bytes Foundation

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8A

All Virginia EDAs are created under Title 15.2 of the Code of Virginia, giving them broad powers to:

- Issue industrial development revenue bonds and other financing instruments;
- Own, lease, and dispose of real property; and
- Enter into contracts to further economic development objectives.

Due to the statutory creation of the EDAs, this research is limited to Virginia EDAs.

- The **Albemarle County Economic Development Authority** recently amended its procedures to establish a dedicated fee structure for taxable conduit bond issuances, illustrating local practice for passthrough arrangements:
 - A \$45,000 closing fee for taxable conduit bonds.
 - An annual administrative fee equal to at least 2.75 basis points of the declining principal balance.
 - The goal is to remain competitive with out-of-state conduit issuers while generating consistent revenue for the EDA.
 - This example shows how EDAs can adapt fee policies to meet market realities and cover administrative burdens of acting as passthrough issuers.
- The **Loudoun County Economic Development Authority** maintains an explicit fee schedule for conduit tax-exempt and taxable bond transactions when serving as a passthrough issuer:
 - Application Fee: \$2,500 required at submission of a financing application.
 - Initial *Administrative (Closing)* Fee: A percentage of the bond principal based on size (e.g., 0.075% for less than \$20M and lower percentages for larger bond amounts).
 - Annual Administrative Fee: Charged annually on the outstanding principal amount for applicable bond categories.
 - An executed Agreement for Payment of Expenses is required at application to ensure the EDA's costs are reimbursed.
 - This structure shows how an EDA can generate revenue and cover its costs when serving as conduit under Virginia law, not from general tax support but from fees paid by the borrowing entity.
- The **Chesterfield County Economic Development Authority** is routinely used as a conduit issuer for county public facilities and infrastructure financings.
 - The EDA issues revenue bonds on behalf of the county to finance capital projects, which county government repays.
 - The county reports there are no traditional EDA fees charged to the county for issuing bonds through the authority (unlike private conduit financings).

- This mechanism provides a cost-effective financing tool between general obligation bond referendums.
- Some Virginia counties use EDA passthrough structures as an internal financing mechanism without explicit external fees, effectively integrating the EDA function into broader county financing strategy.

- **Common Themes**

- Across multiple counties, EDAs acting as conduit or passthrough entities typically involve:
 - Fee & Cost Structures
 - Application fees to process financing requests.
 - Closing or issuance fees tied to bond principal or set amounts.
 - Annual administrative fees based on outstanding amount to sustain EDA operations.
 - Expense reimbursement agreements require borrowers to cover EDA legal/administrative costs.
 - Contractual language requires the borrower to pay for all costs and fees (costs associated with authority counsel, bond counsel, underwriting, and the EDA's *own fees* are paid either from bond proceeds or by the borrower directly if bonds are not issued).
 - Annual bond fees, such as a set percentage of the outstanding principal, explicitly charged to the applicant/borrower as part of the financing agreement.

- **Key Points**

- **Application & Administrative Fees**

- Application fees tend to be flat charges (e.g., Loudoun's \$2,500; Spotsylvania's ~\$5,000) paid at time of submission.
- Annual administrative fees help sustain the EDA's operations on outstanding bonds and vary by how the locality structures them (Loudoun's tiered basis points; Albemarle's ≥ 2.75 bp on taxable conduit).

- **Issuance / Closing Fees**

- Loudoun and Albemarle both include closing/issuance fees tied either to percent of bond principal or fixed dollar amounts.
- Fairfax's documented 25 basis points applies to new money IRB issuance (interest rate measure).
- Spotsylvania's tiered model bases administrative fees on bond size percentages, with separate treatment for refundings and taxable portions.

o Variations in Use Cases

- Loudoun's structure explicitly differentiates between government, 501(c)(3), and other entities, with corresponding fee differences.
- Albemarle's new schedule recognizes the need for competitive conduit fee positioning against national issuers.
- Chesterfield's model represents a county-internal conduit use, not generating standard EDA fees for county projects.

o Cost Recovery & Reimbursements

- Most EDAs require borrowers to reimburse legal and administrative expenses and bear publication and transaction costs, not just pay structured fees.
- Fee structures typically ensure the EDA is cost-neutral or self-sustaining, rather than reliant on general local funding.

County/EDA	Application Fee	Issuance/Closing Fee	Annual/Admin Fee	Notes/Structure
Loudoun	\$2,500 for any application	Variable by principal size: • < \$20M: 0.075% face amount for county issues; 0.20% for 501(c)(3)/others • \$20M-\$100M: 0.075% (county) or 0.15% (others) • >\$100M: 0.075% (county) or 0.10% (others)	Annual admin fee based on outstanding principal: • < \$20M: 0%-0.05% (varies by entity) • \$20M-\$100M: ~0.04% • >\$100M: ~0.03%	Fees vary by entity type and bond size; borrower must execute agreement for payment of EDA expenses
Albemarle	Not specified	Taxable conduit closing fee: \$45,000.00	Annual admin fee: ≥ 2.75 basis points of outstanding principal for taxable conduit bonds	EDA previously used a fee tied to \$750 per \$1M outstanding principal; new schedule adopted

				particularly for taxable deals
Fairfax	N/A	Issuance fee: ~0.25% (25 basis points) of new money principal	Not specified	One-time issuance fee applied to new money (refunding doesn't trigger fee on refinanced portion)
Spotsylvania	Generally, ~\$5,000.00 (base)	Administrative fees are tiered: • 1% of first \$1M • 0.75% of next \$4M • 0.50% of amount > \$5M (base)	Additional fees for refundings or taxable in conjunction with tax-exempt issues (e.g., 25% of base administrative fee)	All EDA costs, publication and legal fees are reimbursable by the applicant; borrower bears all issuance costs.
Chesterfield	N/A	None	Admin fees are not separately charged as part of internal EDA transactions	The County uses the EDA to issue revenue bonds for public facilities with no traditional conduit fees, viewing the EDA structure as cost-effective compared to external issuance.

County	Fee Type Focus	Ease of Predictability
Loudoun	Tiered % fees + flat application	Moderate/Structured
Albemarle	Fixed closing fee + basis points annuity	Simple/Market-oriented
Fairfax	Straight 0.25% issuance fee	Simple
Spotsylvania	Tiered % structure with base + refunding rules	More complex
Chesterfield	Internal conduit with no external charges	Unique internal use

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8B

From: [Michael Purello](#)
To: [Liz Barber](#)
Subject: Re: RREE Presentation to the EDA
Date: Tuesday, February 3, 2026 3:41:08 PM
Attachments: [image001.png](#)
[image002.png](#)
[image003.png](#)
[image004.png](#)
[image005.png](#)
[image006.png](#)

Hi Liz,

Thanks again for the opportunity to brief the Stafford EDA. What follows are the answers to the Board questions:

- **An explanation for how the implementation funds would be used, and more specifically the \$30,000 from Stafford.**

The scope of work for this Region 6 GO Virginia Competitive Grant will focus on High Growth Business development and entrepreneurial ecosystem development. This is a follow-on effort to the Regional Entrepreneurship Initiative (REI) Region 6 Planning Grant. The Rivers Region Entrepreneurial Ecosystem (RREE) is a 501(c)3 organization that is comprised of 14 counties, 11 towns, and one city in the Fredericksburg, Middle Peninsula, and Northern Neck subregions. The make-up of Region 6 is diverse and includes urban areas along the interstate I-95 corridor leading to Northern Virginia and Washington, D.C. in the north and Richmond and Hampton Roads in the south and military bases that provide technology transfer opportunities for entrepreneurs to seize and create high growth businesses.

This implementation grant will help build upon the region's unique assets and existing capabilities to develop an entrepreneurial ecosystem that attracts more entrepreneurs wanting to start high growth businesses throughout the region. Stafford EDA's contribution will go towards the match requirement of the GO Virginia grant and will be used to fund activities and deliverables, which include:

- Sponsored quarterly entrepreneurial events
- Strengthening our entrepreneurial infrastructure, by identifying existing and/or standing up places that entrepreneurs can use (e.g. incubators, accelerators, innovation labs, maker spaces, meeting spaces, test-beds, and other similar facilities), throughout the three subregions. Some of these areas will be equipped with computers, 3-D printers, video teleconference capabilities, network touch screens, etc.
- Entrepreneurial gatherings throughout Region 6
- Entrepreneurial STEM program
- Entrepreneurial skills and workforce development program
- Providing marketing resources to help new businesses get the word out.

- Developing and promoting new and existing capital sources (venture capital, angel investors, banks, and grants).
- Website improvement and maintenance to increase entrepreneurial awareness throughout the region.
- **Implementation steps that RREE plans to take as part of the implementation grant**

In addition to those items mentioned above, other things that I will be doing during this grant include:

- Enhancing collaboration between new and existing businesses, universities, community colleges, financial entities, and government entities;
- Providing resources and support to guide entrepreneurs through regional processes and help link them to others;
- Facilitating and expanding access to capital and investment opportunities;
- Strengthening the region's entrepreneurial infrastructure, including incubators, accelerators, maker spaces, meeting spaces, test beds, and other similar facilities;
- Developing a skilled workforce aligned with regional entrepreneurial needs;
- Working with government partners to help streamline regulatory frameworks to encourage and facilitate business formation and growth; (I'd delete this one. It's inferred in the "enhancing collaboration" bullet.)

- **Which municipalities have supported this effort so far and in which amounts**

The matching funds for the current Planning Grant came from Fredericksburg Regional Alliance (\$50,000), Stafford EDA (\$30,000), Germanna Community College (\$30,000), King George EDA (\$15,000), City of Fredericksburg (\$15,000), and Jamie Scully (\$10,000).

Similar to the Planning Grant's 2:1 match requirement, forthcoming Implementation Grant requires a 2:1 match. Continued support is anticipated from existing matching fund partners, but additional match will be needed to reflect the scaled budget of the RREE's Implementation Strategy.

Again, thank you for the opportunity to brief the EDA and for everyone's time and consideration.

Best regards,

Mike

Michael Purello, PE
Executive Director
Rivers Region Entrepreneurial Ecosystem (RREE)
1125 Emancipation Highway, Suite 240
Fredericksburg, Virginia 22401
(804) 517-0933

From: Liz Barber <LBarber@staffordcountyva.gov>
Sent: Friday, January 30, 2026 1:47 PM
To: 'Mike Purello' <mpurello@rrecosystem.org>
Subject: RREE Presentation to the EDA

Mike,

Thank you so much for attending the EDA meeting the other day. I was asked by the Board to reach out to you for additional info on a few things:

- An explanation for how the implementation funds would be used, and more specifically the \$30,000 from Stafford.
- Implementation steps that RREE plans to take as part of the implementation grant
- Which municipalities have supported this effort so far and in which amounts

I appreciate the information, and when I receive it, I'll be sure to get that out to the members so they can formalize their decision for funding.

Liz Barber, CEcD

Director

Department of Economic Development and Tourism
Office: 540.658.8681 | Work Cell: 540.907.8528
Email: lbarber@staffordcountyva.gov
www.GoStaffordVA.com
www.TourStaffordVA.com
www.StaffordEDA.com

Economic Development:   | Tourism:    

—ECONOMIC DEVELOPMENT AND TOURISM—



FOIA Disclaimer: Pursuant to the Virginia Freedom of Information Act, written correspondence including emails to and from County of Stafford officials and employees may be subject to disclosure as a public record.

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9B



February 20, 2026

The Honorable Sean Duffy
U.S. Department of Transportation
1200 New Jersey Avenue, SW
Washington, DC 20590

Support for Stafford County, VA – FY26 BUILD Discretionary Grant Application

Dear Secretary Duffy,

I am writing to strongly urge the Department of Transportation to fund Stafford County's submission to the FY26 BUILD grant program to plan and engineer critical improvements to Centreport Parkway. The proposed improvements will enable the County's transportation infrastructure to keep pace with its economic growth. Centreport Parkway serves as a major roadway within Stafford's Targeted Development Area (TDA). The Parkway connects to I-95 at Exit 136, allowing for easy access to Richmond, Fredericksburg, and the greater Washington, D.C., and Northern Virginia region. In total, the TDA includes 12,075,000 square feet of commercial development and 1,750 residential units, highlighting the need for efficient and safe transportation within the area.

The County's proposed Central Stafford Transportation Plan will increase opportunities for economic growth throughout the region. Centreport Parkway currently services companies including Amazon and FedEx, which use Stafford as a hub for delivery services and have two industrial spaces fully prepared for company use. Four additional companies have proposed or are in the process of developing hubs within the Parkway. These companies represent a significant growth opportunity for the regional economy and require reliable transportation infrastructure to successfully operate. Additionally, the proposed project will improve access to major recreational attractions, strengthening the Stafford's tourism industry (supporting nearly 3,000 local jobs) and generating substantial visitor revenue.

Centreport Parkway serves as a critical connector between Stafford, Spotsylvania, and Prince William counties. Stafford's FY26 BUILD application represents over two decades of strategic planning efforts, including the recent, successful leveraging of \$4 million in funding to implement improvements to a nearby intersection recommended by the Virginia Department of Transportation (VDOT). VDOT has additionally conducted an *Interchange Access Report* of I-95 Exit 136 at Centreport Parkway to address the high number of crashes and congestion at the ramp and along the parkway. The *Central Stafford Transportation Plan* will provide a cohesive response to these studies to resolve outstanding transportation concerns and make recommendations for specific transportation improvements in the TDA. BUILD funding will also support the County in developing project concepts and cost estimates in anticipation of project implementation and construction efforts.

The Stafford County Economic Development Authority understands that transportation issues are a primary concern of businesses that have chosen Stafford (or are in the process of considering choosing Stafford) to do business. Addressing these transportation challenges through the funding of the BUILD grant will allow us to see a drastic and positive outcome on the future economic growth of this vital corridor.



Simply put, jobs, economic output, and the quality of life in our community rely on these transportation improvements.

I appreciate your department's strong consideration of this application. I ask that you keep us informed on the progress of this proposal as well as when a final decision has been made regarding this grant. Please do not hesitate to contact me at jfreda1@yahoo.com should you have any questions.

Sincerely,

Jack Rowley
Chairman of the Board, Stafford County Economic Development Authority

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9C

LOCAL LEVEL TAX INCENTIVE GRANT

AGREEMENT

This **LOCAL LEVEL TAX INCENTIVE GRANT AGREEMENT** (“Agreement”) is made and entered this ____ day of _____, 2025, by and among the **BOARD OF SUPERVISORS OF STAFFORD, VIRGINIA**, governing body Stafford County, Virginia, a political subdivision of the Commonwealth of Virginia (the “County”), the **ECONOMIC DEVELOPMENT AUTHORITY OF STAFFORD COUNTY, VIRGINIA**, a political subdivision of the Commonwealth of Virginia (the “EDA”), and **OLIVE GARDEN HOLDINGS, LLC**, a Florida limited liability company, doing business and authorized to transact business in the Commonwealth of Virginia (the “Company”).

WITNESSETH:

WHEREAS, Company intends to lease and subsequently develop real property located in Stafford County, Virginia identified as Tax Map Parcel No. 29-80 (“Property”), which is anticipated to provide approximately 50 New Jobs associated with an Olive Garden (the “Restaurant”), thereby making a significant Capital Investment, and creating and Maintaining a significant number of jobs, and other benefits to the citizens of Stafford County; and

WHEREAS, the lease of the Property and construction, equipment and operation of the Restaurant on the Property will entail a capital expenditure by the Company of approximately \$4,000,000; and

WHEREAS, in support of Company’s development project, and to induce the Company to make the capital investment in Stafford County, create New Jobs, and draw visitors to the Restaurant located in Stafford County, the County and EDA wish to offer a certain economic development incentive grant to the Company in the amount of up to \$250,000; and

WHEREAS, the County is willing to appropriate and provide funds to the EDA, in support of a meals tax incentive grant, with the expectation that the EDA will provide the funds to Company, provided that Company meets certain performance criteria relating to its investment and creation of jobs in Stafford County; and

WHEREAS, the County and the EDA hereby find that the grant to Company meets a public purpose by diversifying Stafford County’s tax base, creating jobs, assisting in the retention and expansion of restaurants to Stafford County, and enhancing the quality of life for the residents of Stafford County; and

WHEREAS, the EDA is authorized by the Industrial Development and Revenue and Bond Act, contained in Chapter 49, Title 15.2 of Virginia Code, to perform the activities contemplated in this Agreement; and

WHEREAS, the County, the EDA, and Company desire to set forth their understanding and agreement as to the payout of the incentive grant and the obligations of Company to lease and develop the Property and create jobs in Stafford County.

NOW, THEREFORE, in consideration of the foregoing, the mutual benefits, promises, and undertakings of the parties to this Agreement, and other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the parties agree as follows:

Section 1. Definitions.

For the purposes of this Agreement, the following terms shall have the following definitions:

“Annual Progress Report” means each annual progress report to be submitted by Company in accordance with Section 4. Annual Progress Report includes the final Annual Progress Report described in Section 4(b), but does not include any interim progress report that may be requested by the County or the EDA in accordance with Section 4(c).

“Base Tax” means \$0.00 of meals taxes.

“Board” means the Stafford County Board of Supervisors.

“Capital Investment” means a capital expenditure by Company in taxable real property, taxable tangible personal property, or both, at the Property. Capital expenditures may include the purchase of the Property, the costs associated with building the Restaurant, and the purchase and/or lease of taxable restaurant equipment, furniture, and fixtures.

“Capital Investment Target” means Company’s obligation under Section 2.1(b) of this Agreement to make or cause to be made and retained a Capital Investment of at least \$4,000,000 as of the Performance Start Date.

“Certificate of Occupancy” means any permanent document issued by the Stafford County certifying that the building(s) on the Property is/are in a condition suitable for occupancy.

“Department” means the Stafford County Department of Economic Development and Tourism.

“Force Majeure” means any delay due to any moratorium on the issuance of governmental approvals, extreme unpredictable weather, fires, earthquakes, explosions, wars, riots, mob violence, area-wide strikes, union labor disputes or other union work stoppages, freight embargoes or inability to obtain basic materials or supplies by reason of shortages which generally affect the region in which the building(s) on the Property is located or which are national in scope, condemnation, acts of terrorism, acts of God, or, without limiting the foregoing, any cause not within the control of the party whose performance is interfered with, and which, by the exercise of reasonable diligence, the party cannot prevent.

“Maintain” means that the New Jobs will continue without material interruption from the date of creation through the Performance Date (as defined below in Section 3.1(a)). Positions for the New Jobs will be treated as maintained during periods in which such positions are not filled due to (i) temporary reductions in employment levels (so long as there is active recruitment for open positions), (ii) strikes, and (iii) other temporary work stoppages.

“New Job” or “New Jobs” means new permanent full-time employment at the Restaurant, or any combination of part-time jobs at the Restaurant that over the course of one (1) year average at least thirty-five (35) hours per week. As of the date of this Agreement, there are no jobs at the Restaurant.

“Performance Start Date” means: December 31, 2027, subject to extension in the event of any Force Majeure event. Notwithstanding the above, in no event shall the Performance Start Date be extended for longer than one year. Except as otherwise provided herein, the Performance Start Date may not be extended.

“Virginia Code” means the Code of Virginia of 1950, as amended.

Section 2. Performance Commitments.

2.1 Performance Commitments. In return for the Meals Tax Incentives Grant set forth in Section 3 of this Agreement, Company shall meet or exceed the following performance commitments (“Performance Commitments”) related to the number of New Jobs created and the Capital Investment made at the Property:

- (a) Company shall lease the Property, or a portion of the Property for the Restaurant, as evidenced by a lease, either recorded in the land records of Stafford County, Virginia or by providing a copy of the lease to the Department, by the Performance Start Date.
- (b) Company shall develop, construct, equip, and operate the Restaurant on the Property as evidenced by a Certificate of Occupancy for the Restaurant, and make a Capital Investment of at least \$4,000,000.00 in the Restaurant by the Performance Start Date.
- (c) Company shall create fifty (50) New Jobs at the Restaurant by the Performance Start Date and Maintain said New Jobs as required by this Agreement (the “New Jobs Target”).

Section 3. Meals Tax Incentive Grant.

3.1 To induce Company to make the Performance Commitments, the EDA agrees to provide Company with the following incentive grant (“Meals Tax Incentive Grant”) in an amount not to exceed \$250,000.00 over a three-year period, subject to appropriation of sufficient funds by the County, to be disbursed in installments as provided in Section 3.1(b), below.

- (a) **Meals Tax Incentive Grant.** Company will provide notice and evidence reasonably satisfactory to the County and EDA that it has (1) leased the Property or a portion of the Property for the Restaurant, as required by Section 2.1(a) above, (2) received a Certificate of Occupancy for the Restaurant and (3) met its New Jobs Target in Year One by the Performance Start Date, and subsequently each year thereafter as set forth in Section 2.1 (c) on the anniversary of the Performance Start Date (each referred to as “Performance Date”).

Beginning 12 months following the Performance Start Date, Company shall provide notice and evidence reasonably satisfactory to the County and EDA that it has met and Maintained the New Jobs Target in the subsequent year. The New Jobs must meet the conditions detailed herein. Such evidence will be subject to verification by the County and the EDA by not later than thirty (30) days following delivery of the notice referenced herein to the County and EDA. Upon determination by the County and EDA that Company has met its New Jobs Target for that year, and upon payment of all taxes due to the County, the County agrees to provide a meals tax rebate in accordance with the following schedule:

<u>Grant Period</u>	<u>Disbursement</u>
Year One	35% of meals taxes due above the Base Tax in 2028
Year Two	35% of meals taxes due above the Base Tax in 2029
Year Three	35% of meals taxes due above the Base Tax in 2030

The County will disburse the percentage of tax due above the Base Tax to the EDA to be paid to Company in accordance with Section 3.1(b). Such payments will be made by the County and EDA so long as Company is not in breach of any term of this Agreement and this Agreement is not otherwise terminated.

- (b) **Meals Tax Incentive Grant Disbursement.** Meals Tax Incentive Grant funds will be disbursed annually following the previous grant year to account for taxes paid in the previous calendar year. As an example, in Year One, after Company has provided verification deemed sufficient to the County in its reasonable discretion that the Performance Commitments for said year have been met, Company will remit to the County all meals taxes due related to the Restaurant to the County in 2028. Upon verification that Company has continued to meet and Maintain its New Jobs Target for the applicable year, then then within thirty (30) days, thirty-five (35%) of the meals taxes remitted above the Base Tax will be distributed to the EDA. Within thirty (30) days of receipt of the funds from the County by the EDA, the EDA will disburse the funds to Company. This disbursement procedure will repeat for the remainder of the three-year period in accordance with the schedule set forth in Section 3.1(a) and will be measured with respect to the applicable Performance Date.

3.2 Partial Disbursement: If it is determined that Company has not reached or maintained, as applicable, any of the Performance Commitments by the Performance Start Date or applicable Performance Date, the County reserves the right to disburse to EDA, and EDA the right to disburse

to Company, the portion of Meals Tax Incentive Grant funds that correlate with the percentage of New Jobs created and Maintained.

3.3 *Payment of Taxes:* The Meals Tax Incentive Grant funds will be paid as set forth herein only if Company is current on all taxes and fees it owes the County for any reason. If Company is in default on any payment owed to the County or any provision of this Agreement, the EDA is not required to disburse any Meals Tax Incentive Grant funds until such amounts are paid to the County, or the default is otherwise cured to the satisfaction of the County and EDA. The Meals Tax Incentive Grant funds are subject to the repayment obligations as described below in Section 6.

3.4 *Funds Subject to Board Appropriation:* The County's obligation to disburse the Meals Tax Incentive Grant funds to the EDA in the amounts set forth pursuant to this Agreement is not a general obligation of the County, is payable solely from payments of meals tax remitted by Company and received by the County, and is subject to and dependent on payment of said tax, and appropriations being made from time-to-time of said tax payments by the Board for such purpose. The future tax revenue payments herein do not constitute a debt or pledge of the full faith and credit of the County. The EDA's Meals Tax Incentive Grant disbursement obligations provided under this Section 3 are solely conditioned upon the Board providing the necessary funding as described herein and all other conditions of this Agreement being satisfied.

Section 4. Reporting.

(a) *Annual Progress Reports:* Company shall provide, at no expense to the County or EDA, in the form attached hereto as Exhibit A, an Annual Progress Report by the Performance Start Date and applicable subsequent Performance Date providing detailed verification reasonably satisfactory to the County and the EDA of the Performance Commitments during the applicable year. The Annual Progress Report shall be signed by an authorized representative of Company. Review and approval of the Annual Progress Report is required prior to the disbursement of any Meals Tax Incentive Grant funds by the County and EDA. The Department will conduct its review of the Annual Progress Report at least thirty (30) days prior to any Meals Tax Incentive Grant funds payment made pursuant to this Agreement. If, in the sole discretion of the Department, additional information is required to substantiate compliance with this section or this Agreement, Company shall provide such documentation within ninety (90) days written notice.

(b) *Final Annual Progress Report:* Company shall provide, at no expense to the County or EDA, in the form attached hereto as Exhibit B, a Final Progress Report providing detailed verification reasonably satisfactory to the County and the EDA of achievement of the Performance Commitments. The Final Progress Report shall be provided to the EDA and County within ninety (90) days of the expiration of this Agreement.

(c) *Interim Progress Reports:* Company shall provide an Interim Progress Report at such other times as the County or the EDA may require, but on not more than a quarterly basis each year.

Section 5. Verification of Target.

(a) *Verification of Capital Investment Target:* Company shall provide to the County and EDA tax or other financial information, including, but not limited to, paid receipts for capital expenditures as reasonably requested to verify the Capital Investment. Such information shall be marked and considered confidential and proprietary and shall be used by the County and EDA solely for verifying satisfaction of the Capital Investment Target. If the County or EDA require additional documentation or consent from Company to access such information, Company shall promptly provide, at no expense to the County or EDA, such additional documentation or consent requested by the County or EDA.

In addition to the verification data described above, in the sole discretion of the County or the EDA, the County or the EDA may require such other documentation, including, but not limited to, invoices and audits, as may be reasonably required to verify the Capital Investment.

(b) *Verification of New Jobs Target:* New Jobs shall be documented annually by Company's submission of an attestation of the number of New Jobs at the Restaurant, which shall include the number of Jobs and a list of employee numbers and corresponding number of hours worked by each worker for the relevant year. In addition to such attestation, if deemed necessary by the County, the Company shall provide Federal Form 941 and corresponding restaurant data submitted to the Commonwealth of Virginia to substantiate the number of New Jobs. All forms shall be marked and considered confidential and proprietary and shall be used by the County and EDA solely for verifying satisfaction of the New Jobs Target.

In addition to the verification data described above, in the sole discretion of the County or the EDA, the County or the EDA may require such other documentation as may reasonably be required to properly verify the New Jobs. Company also hereby authorizes the County's Commissioner of Revenue to disclose to the Department the meals tax generated from the Restaurant during the Performance Periods covered by this agreement to calculate incentive payments, as well as to disclose whether all tax liabilities have been satisfied.

Section 6. Disbursement and Repayment Obligation.

(a) *Failure to meet minimum performance measures:* At a minimum, Company must meet the Performance Commitments, as applicable. Should Company fail to meet or maintain any of Performance Commitments by the Performance Start Date or applicable Performance Date, then (1) the County and EDA reserve the right to withhold, whether in whole or in part, the disbursement of Meals Tax Incentive Grant funds to Company, and (2) Company shall repay to the EDA all of the Meals Tax Incentive Grant funds previously disbursed under this Agreement.

(b) *Determination of Inability to Comply:* If, following the occurrence of an Impairing Event (as defined below), the County or EDA shall determine at any time prior to the Performance Start Date or Performance Date, as applicable that Company is unable or unwilling to meet the terms of this Agreement, Company must repay to the County all of the Meals Tax Incentive Grant funds previously disbursed to Company pursuant to this Agreement. Such a determination will be based on the following circumstances (each such circumstance, an "Impairing Event"): the filing by or on behalf of Company under Chapters 7, 11, or 13 of the U.S. Bankruptcy Code, the

liquidation of Company pursuant to an insolvency proceeding, an abandonment of the Property by either Company, or other similar significant event that reasonably demonstrates that Company will be unable or is unwilling to satisfy the terms of this Agreement.

(c) *Repayment:* Company shall be liable for any repayment of all or a portion of the Meals Tax Incentive Grant funds, as described in this Section 6. ***Such repayment shall be due to the EDA within sixty (60) days of demand by the County or EDA.*** Any moneys repaid to the EDA by Company pursuant to this Agreement shall be repaid by the EDA to the County within thirty (30) days of the EDA's receipt of such funds. The EDA shall not have any responsibility for the repayment of any sums payable by Company hereunder unless said sums have been received by the EDA.

(d) *Failure to Repay:* If any repayment due pursuant to this Section 6 is not made when due, the County or EDA may pursue legal action to collect the amount due and, if the County or EDA prevail in such legal action, Company shall be liable to pay interest which shall accrue at the rate of 6% per annum from the time such payments become due pursuant to this Agreement, plus attorney's fees.

Section 7. Term.

This Agreement is effective as of the date all Parties have signed the Agreement and shall extend for a term of six (6) years if not sooner terminated as provided herein.

Section 8. Notices.

Formal notices and communications between the Parties shall be given either by (i) personal service, (ii) delivery by a reputable document delivery service that provides a receipt showing date and time of delivery, (iii) mailing utilizing a certified or first class mail postage prepaid service of the United States Postal Service that provides a receipt showing date and time of delivery, or (iv) delivery by facsimile or electronic mail (email) with transmittal confirmation and confirmation of delivery, addressed as noted below. Notices and communications personally delivered or delivered by document delivery service shall be deemed delivered upon receipt. Notices and communications mailed shall be deemed delivered on the second business day following deposit in the United States mail. Notices and communications delivered by facsimile or email shall be deemed delivered the next business day, not less than 24 hours, following the date of transmittal and confirmation of delivery to the intended recipient. Such written notices and communications shall be addressed to:

if to Company to:
Olive Garden Holdings, LLC
ATTN: Marty Wilson
Physical Address:
1000 Company Center Drive
Orlando, Florida 32837

Email: MBWilson@Darden.com

if to the County, to:

Stafford County, Virginia
ATTN: COUNTY ADMINISTRATOR
Physical Address:
1300 Courthouse Road, 3rd Floor
Stafford, Virginia 22554
By U.S.P.S.:
P.O. Box 339
Stafford, Virginia 22555

Email: bashton@staffordcountyva.gov

with a copy to:

Stafford County, Virginia
ATTN: COUNTY ATTORNEY
Physical Address:
1300 Courthouse Road, 3rd Floor
Stafford, Virginia 22554
By U.S.P.S.:
P.O. Box 339
Stafford, Virginia 22555

Email: rmccleendon@staffordcountyva.gov

if to the EDA, to:

Stafford County Economic Development
Authority
ATTN: CHAIRMAN
Physical Address:
1300 Courthouse Road, 3rd Floor
Stafford, Virginia 22554
By U.S.P.S.:
P.O. Box 339
Stafford, Virginia 22555

Email: econdev@staffordcountyva.gov

with a copy to:

Stafford County Economic Development
Authority
c/o Stafford County Office of Economic
Development
ATTN: DIRECTOR OF ECONOMIC
DEVELOPMENT
Physical Address:
1300 Courthouse Road, 3rd Floor
Stafford, Virginia 22554
By U.S.P.S.:
P.O. Box 339
Stafford, Virginia 22555

Email: lbarber@staffordcountyva.gov

Section 9. Miscellaneous.

(a) *Entire Agreement; Amendments:* Approval of this Agreement by the Board is provided pursuant to Resolution R25-305, approved on _____. This Agreement constitutes the entire agreement among the parties hereto and may not be amended or modified, except in writing, approved by the Board and signed by all Parties. This Agreement shall be binding upon and inure to the benefit of the parties hereto. Company may not assign its rights and obligations under this Agreement without the prior written consent of the County and the EDA. An assignment shall include, but not be limited to, withdrawal or change, whether voluntary, involuntary or by operation of law, of partners or members owning either entity as of the date of this Agreement, of a controlling or majority interest; any merger, dissolution or reorganization of either entity; and sale or transfer of the controlling majority interest in either entity as of the date of this Agreement, shall be deemed a voluntary assignment and require approval by the Board and signature of all the parties pursuant to this Section.

(b) *Governing Law; Venue:* The validity and interpretation of this Agreement and the legal relations of the Parties to it shall be governed by the laws of the Commonwealth of Virginia, without regard to its Conflict of Laws provisions. Any claim or suit under this Agreement shall be brought in the courts of Stafford County, Virginia.

(c) *Counterparts:* This Agreement may be executed in one or more counterparts, each of which shall be an original, and all of which together shall be one and the same instrument.

(d) *Severability:* If any provision of this Agreement is determined to be unenforceable, invalid or illegal, then the enforceability, validity and legality of the remaining provisions will not in any way be affected or impaired, and such provision will be deemed to be restated to reflect the original intentions of the parties as nearly as possible in accordance with applicable law.

(e) *Attorney's Fees:* Except as provided in Section 6(d), attorney's fees shall be paid by the party incurring such fees.

(f) *Force Majeure.* Notwithstanding anything to the contrary, but subject to the last sentence of this paragraph (f), neither party shall be liable or responsible to the other party, nor be deemed to have defaulted under or breached this Agreement, for any failure or delay in fulfilling or performing any term of this Agreement when and to the extent such failure or delay is caused by Force Majeure. The performance of obligations in this Agreement and each deadline referenced therein, including but not limited to the Performance Date, shall be extended to the extent caused by Force Majeure, but not for longer than one year.

(g) *Mutual Assistance.* The County, the EDA, and Company will do the things commercially reasonable, necessary or appropriate to carry out the terms and provisions of this Agreement, and to aid and assist each other in carrying out such terms and provisions in order to put each other in the same economic condition contemplated by this Agreement regardless of changes in public policy, the law or taxes or assessments affecting the Property.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement as of the date first written above.

**BOARD OF SUPERVISORS OF
STAFFORD COUNTY, VIRGINIA**

By _____
William H. Ashton, II
County Administrator

Date: _____

**STAFFORD COUNTY ECONOMIC
DEVELOPMENT AUTHORITY**

By _____
Jack Rowley
Chairman

Date: _____

OLIVE GARDEN HOLDINGS, LLC

By A. Simmons
Name: Angela Simmons
Title: Senior Vice President, Corporate Tax

Date: 1/26/26

Exhibit A

ANNUAL PROGRESS REPORT

PROJECT SUMMARY:

Project	
Location	
Amount of Grant (Incentive) for Reporting Period	
Performance Reporting Period	
Performance Date	

PROJECT PERFORMANCE:

Performance Measurement	Target	As of _____	% Complete
New Jobs ¹			
Average Wage for New Jobs			N/A
Capital Investment (provide breakdown below) ²			

¹ Data will be verified using Virginia Employment Commission records.

² Data will be verified with locality records.

Capital Investment Breakdown	Amount
Land	\$
Land Improvements	
New Construction or Expansion	
Renovation or Building Up-fit	
Production Machinery and Tools	
Furniture, Fixtures and Equipment	
Other	
Total	\$

COMMENTS:

Discuss project status, including the current level of new jobs and capital investment, progress on targets, changes or likely changes in project's nature that may impact achievement of targets, and other information relevant to project performance. If the project is not on track to meet targets, please provide an explanation.

TO BE CERTIFIED BY AN OFFICER OF THE COMPANY:

I certify that I have examined this report and to the best of my knowledge and belief, it is true, correct, and complete.

Company: _____

Submitted By: _____
Signature of Official

Name: _____
Print Name

Title: _____

Date: _____

Please return to:
Director, Stafford County Economic Development & Tourism
1300 Courthouse Road, Stafford VA 22554

Exhibit B

FINAL PROGRESS REPORT

PROJECT SUMMARY:

Project	
Location	
Amount of Grant (Incentive) for Reporting Period	
Performance Reporting Period	
Performance Date	

PROJECT PERFORMANCE:

Performance Measurement	Target	As of _____	% Complete
New Jobs ¹			
Average Wage for New Jobs			N/A
Capital Investment (provide breakdown below) ²			

¹ Data will be verified using Virginia Employment Commission records.

² Data will be verified with locality records.

Capital Investment Breakdown	Amount
Land	\$
Land Improvements	
New Construction or Expansion	
Renovation or Building Up-fit	
Production Machinery and Tools	
Furniture, Fixtures and Equipment	
Other	
Total	\$

Goal	
Actual	

COMMENTS:

Discuss Project status or the importance of the Project to the locality and region.

TO BE CERTIFIED BY AN OFFICER OF THE COMPANY:

I certify that I have examined this report and to the best of my knowledge and belief, it is true, correct, and complete.

Company: _____

Submitted By: _____
Signature of Official

Name: _____
Print Name

Title: _____

Date: _____

Please return to:
Director, Stafford County Economic Development & Tourism
1300 Courthouse Road, Stafford VA 22554

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9D

LOCAL LEVEL TAX INCENTIVE GRANT

AGREEMENT

This **LOCAL LEVEL TAX INCENTIVE GRANT AGREEMENT** (“Agreement”) is made and entered this ____ day of _____, 2026, by and among the **BOARD OF SUPERVISORS OF STAFFORD COUNTY, VIRGINIA**, governing body of Stafford County, Virginia, a political subdivision of the Commonwealth of Virginia (the “County”), the **ECONOMIC DEVELOPMENT AUTHORITY OF STAFFORD COUNTY, VIRGINIA**, a political subdivision of the Commonwealth of Virginia (the “EDA”), and **RARE HOSPITALITY INTERNATIONAL, INC.**, a Georgia corporation, doing business and authorized to transact business in the Commonwealth of Virginia (the “Company”).

WITNESSETH:

WHEREAS, Company intends to lease and subsequently develop real property located in Stafford County, Virginia identified as Tax Map Parcel No. 29-80 (“Property”), which is anticipated to provide approximately 35 New Jobs associated with a LongHorn Steakhouse (the “Restaurant”), thereby making a significant Capital Investment, and creating and Maintaining a significant number of jobs, and other benefits to the citizens of Stafford County; and

WHEREAS, the lease of the Property and construction, equipment and operation of the Restaurant on the Property will entail a capital expenditure by the Company of approximately \$3,000,000; and

WHEREAS, in support of the Company’s development project, and to induce the Company to make the capital investment in Stafford County, create New Jobs, and draw visitors to the Restaurant located in Stafford County, the County and EDA wish to offer a certain economic development incentive grant to the Company in the amount of up to \$250,000; and

WHEREAS, the County is willing to appropriate and provide funds to the EDA, in support of a meals tax incentive grant, with the expectation that the EDA will provide the funds to Company, provided that Company meets certain performance criteria relating to its investment and creation of jobs in Stafford County; and

WHEREAS, the County and the EDA hereby find that the grant to Company meets a public purpose by diversifying Stafford County’s tax base, creating jobs, assisting in the retention and expansion of restaurants to Stafford County, and enhancing the quality of life for the residents of Stafford County; and

WHEREAS, the EDA is authorized by the Industrial Development and Revenue and Bond Act, contained in Chapter 49, Title 15.2 of Virginia Code, to perform the activities contemplated in this Agreement; and

WHEREAS, the County, the EDA, and Company desire to set forth their understanding and agreement as to the payout of the incentive grant and the obligations of Company to lease and develop the Property and create jobs in Stafford County.

NOW, THEREFORE, in consideration of the foregoing, the mutual benefits, promises, and undertakings of the parties to this Agreement, and other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the parties agree as follows:

Section 1. Definitions.

For the purposes of this Agreement, the following terms shall have the following definitions:

“Annual Progress Report” means each annual progress report to be submitted by Company in accordance with Section 4. Annual Progress Report includes the final Annual Progress Report described in Section 4(b), but does not include any interim progress report that may be requested by the County or the EDA in accordance with Section 4(c).

“Base Tax” means \$0.00 of meals taxes.

“Board” means the Stafford County Board of Supervisors.

“Capital Investment” means a capital expenditure by Company in taxable real property, taxable tangible personal property, or both, at the Property. Capital expenditures may include the purchase of the Property, the costs associated with building the Restaurant, and the purchase and/or lease of taxable restaurant equipment, furniture, and fixtures.

“Capital Investment Target” means Company’s obligation under Section 2.1(b) of this Agreement to make or cause to be made and retained a Capital Investment of at least \$3,000,000 as of the Performance Start Date.

“Certificate of Occupancy” means any permanent document issued by the Stafford County certifying that the building(s) on the Property is/are in a condition suitable for occupancy.

“Department” means the Stafford County Department of Economic Development and Tourism.

“Force Majeure” means any delay due to any moratorium on the issuance of governmental approvals, extreme unpredictable weather, fires, earthquakes, explosions, wars, riots, mob violence, area-wide strikes, union labor disputes or other union work stoppages, freight embargoes or inability to obtain basic materials or supplies by reason of shortages which generally affect the region in which the building(s) on the Property is located or which are national in scope, condemnation, acts of terrorism, acts of God, or, without limiting the foregoing, any cause not within the control of the party whose performance is interfered with, and which, by the exercise of reasonable diligence, the party cannot prevent.

“Maintain” means that the New Jobs will continue without material interruption from the date of creation through the Performance Date (as defined below in Section 3.1(a)). Positions for the New Jobs will be treated as maintained during periods in which such positions are not filled due to (i) temporary reductions in employment levels (so long as there is active recruitment for open positions), (ii) strikes, and (iii) other temporary work stoppages.

“New Job” or “New Jobs” means new permanent full-time employment at the Restaurant, or any combination of part-time jobs at the Restaurant that over the course of one (1) year average at least thirty-five (35) hours per week. As of the date of this Agreement, there are no jobs at the Restaurant.

“Performance Start Date” means: December 31, 2027, subject to extension in the event of any Force Majeure event. Notwithstanding the above, in no event shall the Performance Start Date be extended for longer than one year. Except as otherwise provided herein, the Performance Start Date may not be extended.

“Virginia Code” means the Code of Virginia of 1950, as amended.

Section 2. Performance Commitments.

2.1 Performance Commitments. In return for the Meals Tax Incentives Grant set forth in Section 3 of this Agreement, Company shall meet or exceed the following performance commitments (“Performance Commitments”) related to the number of New Jobs created and the Capital Investment made at the Property:

- (a) Company shall lease the Property, or a portion of the Property for the Restaurant, as evidenced by a lease, either recorded in the land records of Stafford County, Virginia or by providing a copy of the lease to the Department, by the Performance Start Date.
- (b) Company shall develop, construct, equip, and operate the Restaurant on the Property as evidenced by a Certificate of Occupancy for the Restaurant, and make a Capital Investment of at least \$3,000,000.00 in the Restaurant by the Performance Start Date.
- (c) Company shall create thirty-five (35) New Jobs at the Restaurant by the Performance Start Date and Maintain said New Jobs as required by this Agreement (the “New Jobs Target”).

Section 3. Meals Tax Incentive Grant.

3.1 To induce Company to make the Performance Commitments, the EDA agrees to provide Company with the following incentive grant (“Meals Tax Incentive Grant”) in an amount not to exceed \$250,000.00 over a three-year period, subject to appropriation of sufficient funds by the County, to be disbursed in installments as provided in Section 3.1(b), below.

- (a) **Meals Tax Incentive Grant.** Company will provide notice and evidence reasonably satisfactory to the County and EDA that it has (1) leased the Property, or a portion of the Property for the Restaurant, as required by Section 2.1(a) above, (2) received a Certificate of Occupancy for the Restaurant and (3) met its New Jobs Target in Year One by the Performance Start Date, and subsequently each year thereafter as set forth in Section 2.1 (c) on the anniversary of the Performance Start Date (each referred to as “Performance Date”).

Beginning 12 months following the Performance Start Date, Company shall provide notice and evidence reasonably satisfactory to the County and EDA that it has met and Maintained the New Jobs Target in the subsequent year. The New Jobs must meet the conditions detailed herein. Such evidence will be subject to verification by the County and the EDA by not later than thirty (30) days following delivery of the notice referenced herein to the County and EDA. Upon determination by the County and EDA that Company has met its New Jobs Target for that year, and upon payment of all taxes due to the County, the County agrees to provide a meals tax rebate in accordance with the following schedule:

<u>Grant Period</u>	<u>Disbursement</u>
Year One	35% of meals taxes due above the Base Tax in 2028
Year Two	35% of meals taxes due above the Base Tax in 2029
Year Three	35% of meals taxes due above the Base Tax in 2030

The County will disburse the percentage of tax due above the Base Tax to the EDA to be paid to Company in accordance with Section 3.1(b). Such payments will be made by the County and EDA so long as Company is not in breach of any term of this Agreement and this Agreement is not otherwise terminated.

- (b) **Meals Tax Incentive Grant Disbursement.** Meals Tax Incentive Grant funds will be disbursed annually following the previous grant year to account for taxes paid in the previous calendar year. As an example, in Year One, after Company has provided verification deemed sufficient to the County in its reasonable discretion that the Performance Commitments have been met for said year, Company will remit to the County all meals taxes due related to the Restaurant to the County in 2028. Upon verification that Company has continued to meet and Maintain its New Jobs Target for the applicable year, then within thirty (30) days, thirty-five (35%) of the meals taxes remitted above the Base Tax will be distributed to the EDA. Within thirty (30) days of receipt of the funds from the County by the EDA, the EDA will disburse the funds to Company. This disbursement procedure will repeat for the remainder of the three-year period in accordance with the schedule set forth in Section 3.1(a) and will be measured with respect to the applicable Performance Date.

3.2 Partial Disbursement: If it is determined that Company has not reached or maintained, as applicable, any of the Performance Commitments by the Performance Start Date or applicable Performance Date, the County reserves the right to disburse to EDA, and EDA the right to disburse

to Company, the portion of Meals Tax Incentive Grant funds that correlate with the percentage of New Jobs created and Maintained.

3.3 *Payment of Taxes:* The Meals Tax Incentive Grant funds will be paid as set forth herein only if Company is current on all taxes and fees it owes the County for any reason. If Company is in default on any payment owed to the County or any provision of this Agreement, the EDA is not required to disburse any Meals Tax Incentive Grant funds until such amounts are paid to the County, or the default is otherwise cured to the satisfaction of the County and EDA. The Meals Tax Incentive Grant funds are subject to the repayment obligations as described below in Section 6.

3.4 *Funds Subject to Board Appropriation:* The County's obligation to disburse the Meals Tax Incentive Grant funds to the EDA in the amounts set forth pursuant to this Agreement is not a general obligation of the County, is payable solely from payments of meals tax remitted by Company and received by the County, and is subject to and dependent on payment of said tax, and appropriations being made from time-to-time of said tax payments by the Board for such purpose. The future tax revenue payments herein do not constitute a debt or pledge of the full faith and credit of the County. The EDA's Meals Tax Incentive Grant disbursement obligations provided under this Section 3 are solely conditioned upon the Board providing the necessary funding as described herein and all other conditions of this Agreement being satisfied.

Section 4. Reporting.

(a) *Annual Progress Reports:* Company shall provide, at no expense to the County or EDA, in the form attached hereto as Exhibit A, an Annual Progress Report by the Performance Start Date and applicable subsequent Performance Date providing detailed verification reasonably satisfactory to the County and the EDA of the Performance Commitments during the applicable year. The Annual Progress Report shall be signed by an authorized representative of Company. Review and approval of the Annual Progress Report is required prior to the disbursement of any Meals Tax Incentive Grant funds by the County and EDA. The Department will conduct its review of the Annual Progress Report at least thirty (30) days prior to any Meals Tax Incentive Grant funds payment made pursuant to this Agreement. If, in the sole discretion of the Department, additional information is required to substantiate compliance with this section or this Agreement, Company shall provide such documentation within ninety (90) days written notice.

(b) *Final Annual Progress Report:* Company shall provide, at no expense to the County or EDA, in the form attached hereto as Exhibit B, a Final Progress Report providing detailed verification reasonably satisfactory to the County and the EDA of achievement of the Performance Commitments. The Final Progress Report shall be provided to the EDA and County within ninety (90) days of the expiration of this Agreement.

(c) *Interim Progress Reports:* Company shall provide an Interim Progress Report at such other times as the County or the EDA may require, but on not more than a quarterly basis each year.

Section 5. Verification of Target.

(a) *Verification of Capital Investment Target:* Company shall provide to the County and EDA tax or other financial information, including, but not limited to, paid receipts for capital expenditures as reasonably requested to verify the Capital Investment. Such information shall be marked and considered confidential and proprietary and shall be used by the County and EDA solely for verifying satisfaction of the Capital Investment Target. If the County or EDA require additional documentation or consent from Company to access such information, Company shall promptly provide, at no expense to the County or EDA, such additional documentation or consent requested by the County or EDA.

In addition to the verification data described above, in the sole discretion of the County or the EDA, the County or the EDA may require such other documentation, including, but not limited to, invoices and audits, as may be reasonably required to verify the Capital Investment.

(b) *Verification of New Jobs Target:* New Jobs shall be documented annually by Company's submission of an attestation of the number of New Jobs at the Restaurant, which shall include the number of Jobs and a list of employee numbers and corresponding number of hours worked by each worker for the relevant year. In addition to such attestation, if deemed necessary by the County, the Company shall provide Federal Form 941 and corresponding restaurant data submitted to the Commonwealth of Virginia to substantiate the number of New Jobs. All forms shall be marked and considered confidential and proprietary and shall be used by the County and EDA solely for verifying satisfaction of the New Jobs Target.

In addition to the verification data described above, in the sole discretion of the County or the EDA, the County or the EDA may require such other documentation as may reasonably be required to properly verify the New Jobs. Company also hereby authorizes the County's Commissioner of Revenue to disclose to the Department the meals tax generated from the Restaurant during the Performance Periods covered by this agreement to calculate incentive payments, as well as to disclose whether all tax liabilities have been satisfied.

Section 6. Disbursement and Repayment Obligation.

(a) *Failure to meet minimum performance measures:* At a minimum, Company must meet the Performance Commitments, as applicable. Should Company fail to meet or maintain any of Performance Commitments by the Performance Start Date or applicable Performance Date, then (1) the County and EDA reserve the right to withhold, whether in whole or in part, the disbursement of Meals Tax Incentive Grant funds to Company, and (2) Company shall repay to the EDA all of the Meals Tax Incentive Grant funds previously disbursed under this Agreement.

(b) *Determination of Inability to Comply:* If, following the occurrence of an Impairing Event (as defined below), the County or EDA shall determine at any time prior to the Performance Start Date or Performance Date, as applicable that Company is unable or unwilling to meet the terms of this Agreement, Company must repay to the County all of the Meals Tax Incentive Grant funds previously disbursed to Company pursuant to this Agreement. Such a determination will be based on the following circumstances (each such circumstance, an "Impairing Event"): the filing by or on behalf of Company under Chapters 7, 11, or 13 of the U.S. Bankruptcy Code, the

liquidation of Company pursuant to an insolvency proceeding, an abandonment of the Property by either Company, or other similar significant event that reasonably demonstrates that Company will be unable or is unwilling to satisfy the terms of this Agreement.

(c) *Repayment:* Company shall be liable for any repayment of all or a portion of the Meals Tax Incentive Grant funds, as described in this Section 6. ***Such repayment shall be due to the EDA within sixty (60) days of demand by the County or EDA.*** Any moneys repaid to the EDA by Company pursuant to this Agreement shall be repaid by the EDA to the County within thirty (30) days of the EDA's receipt of such funds. The EDA shall not have any responsibility for the repayment of any sums payable by Company hereunder unless said sums have been received by the EDA.

(d) *Failure to Repay:* If any repayment due pursuant to this Section 6 is not made when due, the County or EDA may pursue legal action to collect the amount due and, if the County or EDA prevail in such legal action, Company shall be liable to pay interest which shall accrue at the rate of 6% per annum from the time such payments become due pursuant to this Agreement, plus attorney's fees.

Section 7. Term.

This Agreement is effective as of the date all Parties have signed the Agreement and shall extend for a term of six (6) years if not sooner terminated as provided herein.

Section 8. Notices.

Formal notices and communications between the Parties shall be given either by (i) personal service, (ii) delivery by a reputable document delivery service that provides a receipt showing date and time of delivery, (iii) mailing utilizing a certified or first class mail postage prepaid service of the United States Postal Service that provides a receipt showing date and time of delivery, or (iv) delivery by facsimile or electronic mail (email) with transmittal confirmation and confirmation of delivery, addressed as noted below. Notices and communications personally delivered or delivered by document delivery service shall be deemed delivered upon receipt. Notices and communications mailed shall be deemed delivered on the second business day following deposit in the United States mail. Notices and communications delivered by facsimile or email shall be deemed delivered the next business day, not less than 24 hours, following the date of transmittal and confirmation of delivery to the intended recipient. Such written notices and communications shall be addressed to:

if to Company to:
Rare Hospitality International, Inc.
ATTN: Marty Wilson

Physical Address:
1000 Company Center Drive
Orlando, Florida 32837

Email: MBWilson@Darden.com

if to the County, to:

Stafford County, Virginia
ATTN: COUNTY ADMINISTRATOR

Physical Address:
1300 Courthouse Road, 3rd Floor
Stafford, Virginia 22554
By U.S.P.S.:
P.O. Box 339
Stafford, Virginia 22555

Email: bashton@staffordcountyva.gov

with a copy to:

Stafford County, Virginia
ATTN: COUNTY ATTORNEY

Physical Address:
1300 Courthouse Road, 3rd Floor
Stafford, Virginia 22554
By U.S.P.S.:
P.O. Box 339
Stafford, Virginia 22555

Email: rmccleendon@staffordcountyva.gov

if to the EDA, to:

Stafford County Economic Development
Authority
ATTN: CHAIRMAN

Physical Address:
1300 Courthouse Road, 3rd Floor
Stafford, Virginia 22554
By U.S.P.S.:
P.O. Box 339
Stafford, Virginia 22555

Email: econdev@staffordcountyva.gov

with a copy to:

Stafford County Economic Development
Authority
c/o Stafford County Office of Economic
Development
ATTN: DIRECTOR OF ECONOMIC
DEVELOPMENT

Physical Address:
1300 Courthouse Road, 3rd Floor
Stafford, Virginia 22554
By U.S.P.S.:
P.O. Box 339
Stafford, Virginia 22555

Email: lbarber@staffordcountyva.gov

Section 9. Miscellaneous.

(a) *Entire Agreement; Amendments:* Approval of this Agreement by the Board is provided pursuant to Resolution R26-40, approved on _____. This Agreement constitutes the entire agreement among the parties hereto and may not be amended or modified, except in writing, approved by the Board and signed by all Parties. This Agreement shall be binding upon and inure to the benefit of the parties hereto. Company may not assign its rights and obligations under this Agreement without the prior written consent of the County and the EDA. An assignment shall include, but not be limited to, withdrawal or change, whether voluntary, involuntary or by operation of law, of partners or members owning either entity as of the date of this Agreement, of a controlling or majority interest; any merger, dissolution or reorganization of either entity; and sale or transfer of the controlling majority interest in either entity as of the date of this Agreement, shall be deemed a voluntary assignment and require approval by the Board and signature of all the parties pursuant to this Section.

(b) *Governing Law; Venue:* The validity and interpretation of this Agreement and the legal relations of the Parties to it shall be governed by the laws of the Commonwealth of Virginia, without regard to its Conflict of Laws provisions. Any claim or suit under this Agreement shall be brought in the courts of Stafford County, Virginia.

(c) *Counterparts:* This Agreement may be executed in one or more counterparts, each of which shall be an original, and all of which together shall be one and the same instrument.

(d) *Severability:* If any provision of this Agreement is determined to be unenforceable, invalid or illegal, then the enforceability, validity and legality of the remaining provisions will not in any way be affected or impaired, and such provision will be deemed to be restated to reflect the original intentions of the parties as nearly as possible in accordance with applicable law.

(e) *Attorney's Fees:* Except as provided in Section 6(d), attorney's fees shall be paid by the party incurring such fees.

(f) *Force Majeure.* Notwithstanding anything to the contrary, but subject to the last sentence of this paragraph (f), neither party shall be liable or responsible to the other party, nor be deemed to have defaulted under or breached this Agreement, for any failure or delay in fulfilling or performing any term of this Agreement when and to the extent such failure or delay is caused by Force Majeure. The performance of obligations in this Agreement and each deadline referenced therein, including but not limited to the Performance Date, shall be extended to the extent caused by Force Majeure, but not for longer than one year.

(g) *Mutual Assistance.* The County, the EDA, and Company will do the things commercially reasonable, necessary or appropriate to carry out the terms and provisions of this Agreement, and to aid and assist each other in carrying out such terms and provisions in order to put each other in the same economic condition contemplated by this Agreement regardless of changes in public policy, the law or taxes or assessments affecting the Property.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement as of the date first written above.

**BOARD OF SUPERVISORS OF
STAFFORD COUNTY, VIRGINIA**

By _____
William H. Ashton, II
County Administrator

Date: _____

**STAFFORD COUNTY ECONOMIC
DEVELOPMENT AUTHORITY**

By _____
Jack Rowley
Chairman

Date: _____

**RARE HOSPITALITY
INTERNATIONAL, INC.**

By A. Simmons
Name: Angela Simmons
Title: President

Date: 1/26/26

Exhibit A

ANNUAL PROGRESS REPORT

PROJECT SUMMARY:

Project	
Location	
Amount of Grant (Incentive) for Reporting Period	
Performance Reporting Period	
Performance Date	

PROJECT PERFORMANCE:

Performance Measurement	Target	As of _____	% Complete
New Jobs ¹			
Average Wage for New Jobs			N/A
Capital Investment (provide breakdown below) ²			

¹ Data will be verified using Virginia Employment Commission records.

² Data will be verified with locality records.

Capital Investment Breakdown	Amount
Land	\$
Land Improvements	
New Construction or Expansion	
Renovation or Building Up-fit	
Production Machinery and Tools	
Furniture, Fixtures and Equipment	
Other	
Total	\$

COMMENTS:

Discuss project status, including the current level of new jobs and capital investment, progress on targets, changes or likely changes in project's nature that may impact achievement of targets, and other information relevant to project performance. If the project is not on track to meet targets, please provide an explanation.

TO BE CERTIFIED BY AN OFFICER OF THE COMPANY:

I certify that I have examined this report and to the best of my knowledge and belief, it is true, correct, and complete.

Company: _____

Submitted By: _____
Signature of Official

Name: _____
Print Name

Title: _____

Date: _____

Please return to:
Director, Stafford County Economic Development & Tourism
1300 Courthouse Road, Stafford VA 22554

Exhibit B

FINAL PROGRESS REPORT

PROJECT SUMMARY:

Project	
Location	
Amount of Grant (Incentive) for Reporting Period	
Performance Reporting Period	
Performance Date	

PROJECT PERFORMANCE:

Performance Measurement	Target	As of _____	% Complete
New Jobs¹			
Average Wage for New Jobs			N/A
Capital Investment (provide breakdown below) ²			

¹ Data will be verified using Virginia Employment Commission records.

² Data will be verified with locality records.

Capital Investment Breakdown	Amount
Land	\$
Land Improvements	
New Construction or Expansion	
Renovation or Building Up-fit	
Production Machinery and Tools	
Furniture, Fixtures and Equipment	
Other	
Total	\$

Goal	
Actual	

COMMENTS:

Discuss Project status or the importance of the Project to the locality and region.

TO BE CERTIFIED BY AN OFFICER OF THE COMPANY:

I certify that I have examined this report and to the best of my knowledge and belief, it is true, correct, and complete.

Company: _____

Submitted By: _____
Signature of Official

Name: _____
Print Name

Title: _____

Date: _____

Please return to:

Director, Stafford County Economic Development & Tourism
1300 Courthouse Road, Stafford VA 22554