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, February 20, 2026.

1. **CALL TO ORDER**
    a. Mr. Rowley, Chair, called the meeting to order at 9:00 AM, emphasizing the necessity for all members and staff to declare any conflicts of interest with the agenda items. No conflicts were stated.

A quorum was present and accounted for.

Members

Jack Rowley, Chair
Marlon Wilson, Vice Chair
Jeff Roosa, Secretary
Frank Porcelli [virtual]
Dave Burton
Daryl Weedeman (absent)
Janette Holland (absent)

ED/EDA Staff Present

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

Also Present

Meghann Cotter (Micah Ministries)

2. APPROVAL OF MINUTES

Mr. Rowley asked if anyone had any changes, additions or corrections to the January 16, 2026, minutes. Mr. Roosa asked that the meeting minutes be amended to correct the spelling of Ms. Logan Brunette's name on pages 5, 10, 11, and 12. Mr. Roosa made a motion to approve the minutes as amended; Mr. Burton seconded. Motion passed unanimously. **APPROVED 5-0**

3. TREASURERS REPORT

a. January Financials: Ms. Kasten reported that January was a relatively normal month. The EDA had $174,914.69 total cash as of January 31st. She noted the $10,000 transfer between the EDA's money market accounts 0071 and 2143. Mr. Rowley asked if the overdue bill to Brolin Creative had been settled. Ms. Kasten explained that they had missed the original check request coming through but it had since been paid. Mr. Roosa motioned to approve the January Financials. Mr. Burton seconded and the motion passed unanimously. **APPROVED 5-0**

4. PUBLIC COMMENTS

a. Micah Ministries: Mr. Rowley noted that since Micah Ministries' request was so large, he and Mr. Weedemen thought it would be best to have them present to the whole board. Ms. Cotter introduced herself and explained that the request was for $100,000 to support the construction of the Jeremiah Community. The project's goal was to address homelessness in the Fredericksburg region, to include the counties of Stafford, Spotsylvania, Caroline, King George, and the city of Fredericksburg. She explained that the Jeremiah Community would be on 31-acres of land and consist of 50 units, with plans to have a total of 159 units, and a community center located off Fall Hill Avenue in Fredericksburg. The requested $100,000 grant would go toward constructing the first 50 units, the community center, and operating costs.

   Ms. Cotter reported that 189 people in the Fredericksburg region are unhoused, 22 of those being in Stafford. She noted that many unhoused people have disabilities and do what they need to survive. She detailed that it costs around $35,000 for a government body to arrest and hospitalize unhoused individuals. Whereas it would only cost about $12,000 to house and support them. Ms. Cotter discussed the impact unhoused people have on business districts, noting that complaints go up, perceptions of safety change, and aesthetic concerns arise. She mentioned that undeveloped areas can turn into campsites and cost local governments a lot of money. Ms. Cotter highlighted that the solution was to innovate housing to meet the needs of the unhoused. She went on to say that this solution provided good talking points: it would meet the issue with compassion, save tax-payer dollars, and promote tourism. Ms. Cotter reiterated what the grant would go toward and noted that the project would address the whole unhoused population in Stafford. She mentioned that the site plan would be filed that day and her hope was that construction would start sometime in 2026. She explained the impact Micah Ministries had in other communities. Ms. Cotter reiterated that the unhoused have no support system and the Jeremiah Community hopes to provide the support they need. She explained that Micah Ministries has raised over half of their goal for Phase One and noted that outside support would go a long way to getting more funding from the private sector.

Mr. Roosa asked if Ms. Cotter had presented to the EDA before and she confirmed. Mr. Burton asked if the city of Fredericksburg had committed $2 million to Phase One or to the whole project. Ms. Cotter explained that the city of Fredericksburg committed the money to the whole project to get it started. Mr. Burton noted that he saw the regional benefit and asked if there would be any opportunity for Stafford businesses to get involved with the construction of the Community. Ms. Cotter said she would love to have Stafford businesses participate and she would like a good understanding of what businesses Stafford had.

Mr. Roosa asked how the state has participated in homelessness prevention. Ms. Cotter explained that the state participates through funding Virginia Housing and noted that there would be more opportunities to get funding through the state later down the road. She highlighted that the bulk of the funding would be received through the private sector in the beginning. Mr. Roosa asked if there would be training programs through the private sector. Ms. Cotter explained the intent was to use the community center for training purposes. She noted that the commercial kitchen and laundry room would offer training opportunities for community members. Mr. Wilson asked how the private sector had responded so far. Ms. Cotter described the positive response they had received. Mr. Wilson asked how much one unit would cost to construct and Ms. Cotter stated one unit would cost between $60,000 and $80,000 to build. Mr. Wilson said that the effort was important, especially considering rising populations. Ms. Cotter was thanked for her presentation.

b. Stafford EDA Marketing & Events Report: Ms. Browne reminded the board members that the Beer and Business event would be taking place that Thursday at Full Distance Brewing and noted the sponsor would be Topside Federal Credit Union. She highlighted the record-breaking registration numbers with 109 people registered so far. She asked that Mr. Rowley be the moderator and he confirmed he would be.

Ms. Browne discussed the Business Appreciation Reception which would be held on Thursday, May 14th. She reported that 29 businesses, with a few more in her drafts, had been submitted for awards and applications were still open. She also noted that there were 131 people registered for the event so far.

i. EDA Board Member Online Presence/Social Media: Ms. Browne thanked Mr. Roosa for encouraging the EDA's social media engagement. Ms. Browne explained that while some EDAs have their own social media, she believed it would be best to keep the Department's and the EDA's social media together. She explained that doing so would maintain the EDA's current audience. She went on to walk the members through linking their LinkedIn accounts to the County's page. She showed them where to go to update their profiles to list their work as EDA members on their pages.

   Mr. Rowley asked what the purpose of updating and linking their LinkedIn accounts to the County's page was. Ms. Browne explained that it would increase the EDA's online presence by connecting more people through the member's current online connections. Ms. Wimbush explained that a member's connections could help bring in more Business, Retention, & Expansion visits to the Department. Mr. Roosa provided the example of sharing EDA posts to his HOA Facebook group. Mr. Wilson asked if the EDA would have an Instagram and Ms. Browne explained that with the format of the platform, it may not make sense to have one, but she would investigate it. Mr. Porcelli mentioned he had linked his LinkedIn profile to the Department's page and confirmed that he should link it to the County's page instead.

c. Stafford County Economic Development Report: Mr. Rowley discussed the sale of the old Anne E. Moncure Elementary School property and the new grocery store making the newspaper. He mentioned how much information was in the Strategic Plan that Ms. Barber had sent prior to the meeting. Mr. Roosa noted that there were 6 areas listing the EDA as champions and 12 areas for EDA contribution as assigned in the Strategic Plan with other opportunities for the EDA to assist. Mr. Rowley asked the board members to come prepared with any questions they may have about the Strategic Plan for the next meeting. Mr. Roosa asked that the board members also come to the next meeting with ideas on how the current committees could be leveraged for contribution to the Strategic Plan.

   Mr. Rowley brought up the Economic Development Summit and noted it would be held in the summer. He asked if the group had any suggestions for speakers. He suggested Hickey Global and explained a presentation he had seen of theirs connecting education and economic development. Mr. Rowley also suggested the new Germanna president, Dr. Tashika Griffith, as an option for a keynote speaker. Ms. Browne suggested that the

EDA should plan to have a strategy meeting to discuss the Economic Development Summit in greater detail. She then reminded the board members about their joint meeting with the Board of Supervisors, scheduled for May. Mr. Rowley expressed his desire for the Strategic Plan to be discussed before the scheduled joint meeting, noting that the joint meeting would likely be more of a discussion with the Board of Supervisors.

5. <u>SECRETARY'S REPORT</u>

Mr. Roosa stated that he had nothing to share.

6. <u>CHAIRMAN'S REPORT</u>

Mr. Rowley discussed his meeting with the Chairs of the Fredericksburg and Spotsylvania EDAs. He noted the disparity between what financial information the different localities sent out each month. He informed the board members that the new Chair of the Fredericksburg EDA was Meredith Schatz. He explained that she wanted to discuss supporting a new medical school at Mary Washington University. Mr. Rowley had since reached out to Mary Washington University but had not gotten a response.

a. Change to When Community-Based Grant Application Presentations are Required/Requested by EDA: Ms. Wimbush asked that a baseline for when applicants should expect to present verses not present be set. She emphasized the necessity to treat applicants equitably, highlighting potential public perception when making exceptions for applicants. She said that setting a minimum dollar amount for presentation would be appropriate. Mr. Roosa asked Ms. Brunette what the legal implications of setting a baseline would be. Ms. Brunette explained that either setting a dollar amount or deciding on a case-by-case basis would be appropriate. She emphasized that either way, the verbiage would have to be added to the grant application. Ms. Wimbush highlighted that having a baseline would be helpful when discussing grant applications with the applicants. Ms. Brunette deferred the decision to the EDA and noted that she agreed it may be helpful. She suggested allowing participants to request to present, which the EDA was within their rights to do. Mr. Rowley suggested a baseline of $50,000. Mr. Roosa expressed that he was not in favor of creating a baseline because presentations overextend the meetings, which was the reason the EDA began having presenters on a case-by-case basis. He noted that a motion was not needed at the time. Mr. Wilson disagreed and supported the idea of a threshold. Mr. Roosa argued that a threshold would only encourage applicants to ask for more money to meet the threshold to present. Ms. Browne noted that the established baseline was $5,000. Mr. Roosa reiterated that optics are in play and applicants could take advantage of the rule.

Mr. Wilson argued that presenting is not always to the applicant's advantage. Mr. Burton agreed, noting that the application itself should be strong. Mr. Wilson highlighted his point by exemplifying Ms. Cotter's presentation to the board over a year ago and compared it to her presentation in this meeting. Ms. Wimbush suggested that the topic be pushed to the next meeting so the Business Resources Committee could discuss and bring their suggestion on how to move forward. Mr. Rowley listed a few bigger grants the EDA had given in the past, to include a $300,000 grant for Germanna, expressing that the full EDA should be involved for grants or loans at a certain dollar amount.

7. <u>COMMITTEE AND WORKING GROUP REPORTS</u>

a. Loan Committee (Jack R., Janette H. Staff support- Liz)

i. Loan Statements: Mr. Lindsley noted that all loans were on time apart from Next Level Mosaic.

ii. Next Level Mosaic- Next Steps: Ms. Brunette reported that she had not yet received an update on Next Level Mosaic from Anastasia. Mr. Rowley asked to clarify the previous action taken. Mr. Lindsley noted that he could not clarify as he was unsure. Mr. Rowley explained that they had a personal guarantee from one of the partners and said that if it was paid, all was well. Mr. Rowley asked that Ms. Brunette include Ms. Barber on any further communications about the Next Level Mosaic updates.

Later in the meeting, Ms. Brunette received an update from Anastasia that Next Level Mosaic was over $100,000 in default. She asked if the board would like to move toward legal action. She noted that they were in default as of January 26th, but they had not received any more recent updates from the loan servicing company. Mr. Roosa asked what Next Level Mosaic's collateral was. Mr. Rowley explained that it was broken down real estate. He recalled that they had made their January payment but had missed their December payment. He asked that the decision be deferred to the next meeting. Mr. Rowley said that if they were to take legal action, it should be toward the partner who had given the personal guarantee and explained the situation leading up to that point to the group. Mr. Roosa motioned to defer any legal action discussions to the next meeting. Mr. Burton seconded. The motion passed unanimously. **APPROVED 5-0**

b. Business Resources Committee (Daryl W., Staff support- Savannah)
   i. Community-Based Organization (CBO) Grant Applications:
      a. Micah Ministries: Ms. Wimbush read the Committee's assessment and recommendation aloud. The assessment stated that the Micah Ministries project aligns with the SCEDA mission. The Committee's recommendation was to discuss and consider supporting the Jeremiah Community project with a grant less than the $100,000 requested.

         Mr. Rowley recused himself from the discussion due to his conflict of interest. Mr. Burton asked what the current financial position of the EDA was. He explained that the scope of impact would be larger than a small business, therefore, the $100,000 requested would be warranted if the EDA's balance sheet allowed. Mr. Roosa noted that the project is admirable, but Stafford had already contributed to the Fredericksburg Regional Alliance. He reminded the members that budget for implementing the Strategic Plan should be kept in mind. Mr. Roosa said that the asking amount was too much for a project that was not guaranteed. He expressed his willingness to learn more and hear the other members' opinions. Mr. Porcelli agreed.

         Mr. Wilson asked the members how much time they would need before deciding. Mr. Roosa mentioned he would like to learn more before voting and suggested an online vote. Mr. Burton asked the members to consider the percentage of contribution they had been requested. He noted the full project would cost $17 million and Micah Ministries was only asking for $100,000 from the EDA. He reiterated that the scope had the potential to be far reaching. Mr. Roosa asked what the return on investment would be for Stafford businesses. Mr. Burton highlighted the opportunity for Stafford businesses to participate in the construction of the Community and noted the overall community benefit.

         Mr. Wilson and Mr. Rowley asked the members to send any questions they had to Ms. Cotter. Ms. Wimbush asked that the members send their questions to her so she may compile them and contact Ms. Cotter. Mr. Roosa considered collaborating with other EDAs on the project. Mr. Burton asked if Ms. Cotter had requested funds from any other EDAs. She explained that she is very active with the Fredericksburg EDA and has not received anything from Spotsylvania's EDA. She clarified that Fredericksburg had provided $2 million.

Mr. Wilson motioned to push the EDA's decision to the next meeting to allow for time to receive more information. Mr. Roosa seconded. Mr. Rowley recused himself from the vote due to his conflict of interest. **APPROVED 4-0**

b. Virginia Black Chamber of Commerce: Ms. Wimbush read the Committee's assessment and recommendation aloud. The assessment concluded that the Virginia Black Chamber of Commerce's request for $25,000 exceeded all SCEDA grant objectives, supported the Stafford EDA's goals, and supported a large group of existing Stafford businesses. The assessment also stated that the EDA would like to understand how workforce retention would be measured and the framework for job creation in Stafford County. The Committee's recommendation was to approve the requested $25,000 grant.

   Mr. Roosa confirmed that the EDA had contributed to this same effort in the past. He asked if they had received reports on the return on investment for the last period and Mr. Burton confirmed that they had not. Mr. Burton noted that they were given the number of businesses that the Chamber had interacted with, however they would like to know more. Mr. Roosa agreed and asked if those businesses had shown any growth. Mr. Rowley recalled being impressed by their previous application. Ms. Wimbush confirmed that the previous two grants the Chamber had been given from the EDA were for $10,000. She noted that their request was an extension of the request for the Expanding Business Ecosystems accelerator program. Mr. Roosa suggested, in accordance with their previous grant, that the $25,000 should be split over two years.

   Mr. Roosa motioned to approve the request with the amendment that the loan of $25,000 be split over two years. Mr. Burton seconded and the motion passed unanimously. **APPROVED 5-0**

c. Cyber Bytes Foundation: Ms. Wimbush noted that the members had provided their questions for this application prior and the answers were provided in the agenda packet. Mr. Roosa noted that the County had a pipeline for students and expressed that he would prefer to support the County's efforts over an outside organization. Mr. Porcelli agreed that the effort still seemed to be duplicative. He also highlighted that there was no link between educating students on IT and job creation in the County.

Mr. Burton explained that he knew Cyber Bytes was a subsidiary of X Corp and he was aware of the work they had done but overall agreed with Mr. Roosa and Mr. Porcelli. Mr. Roosa mentioned that he had heard of X Corp's work before because of their prevalence in the IT industry. He added that students could decide to go to X Corp instead of their subsidiary, reiterating that it did not make sense to support from an EDA perspective. Mr. Burton reiterated that there was no guarantee that the supported population would stay in Stafford.

Ms. Brunette confirmed that there was no conflict-of-interest present. Mr. Roosa motioned to deny the application due to the effort being duplicative of the SCPS Career Pathways Program. Mr. Wilson seconded. The motion passed unanimously. **DENIED 5-0**

c. Research Committee (Marlon W., Jack R.)
   i. SCPS Career Pathways Recap: Mr. Rowley discussed the SCPS Career Pathways Tour with the members. He highlighted the Career and Technical Education program which included classes for carpentry and other trade skills. Mr. Wilson explained that the schools have covered everything and consistently do research on the job market. He recalled that Hartwood High School resembled some Houston, Texas high schools and noted that the school could be utilized for events to bring in revenue.

      Mr. Roosa explained that there were six pathways and the program was made under the three tenants of empower, enlist, and employ. He mentioned North Stafford High School's Air Force ROTC Program, explaining that each school had a different branch of the ROTC Program. He expressed gratitude for the opportunity to stay in tune with the schools. Mr. Wilson noted that he volunteered for the Business IT Program and encouraged other members to as well if interested. Mr. Burton expressed disappointment about missing the event and explained his absence. Mr. Roosa noted that he asked Ms. Barber to have the schools speak at the Business Appreciation event to ensure Stafford businesses know about the schools' pipeline program.

d. Technology Committee (Jeff R., Frank P.): Mr. Porcelli reported that he had met with Rob Hamlett of Sentinel Technologies who introduced him to Dr. Anand Rao, the Director of the Center for AI at the University of Mary Washington. He explained that their meeting consisted of Dr. Rao discussing the University's new program and how it would impact the growth of AI in businesses and future jobs in the County. He mentioned that Mr.

Roosa and himself would be meeting with them to discuss the program further on March 16th. Mr. Porcelli noted that he would like them to present to the EDA.

8. OLD BUSINESS

a. Incentive Agreement Expense Agreement with County: Ms. Brunette reported her research on the surrounding EDAs, noting that she only looked at Virginia EDAs due to Virginia's specific laws and codes surrounding them. She mentioned that Ms. Barber's team did a great job on the original report. Mr. Rowley commended Ms. Brunette's report and suggested that the EDA move forward with bond issuances or have Stafford County turn old, unused property over to the EDA to provide them with revenue. He explained he would like to start working toward having that discussion with Ms. Barber and the Board of Supervisors. He emphasized that commission from the Board of Supervisors would be helpful but understood that it would be a small commission. Mr. Roosa asked how many old, unused properties in Stafford there were. Mr. Rowley was unsure and asked that the EDD staff talk to Ms. Barber about a potential list of properties to be utilized for that purpose. Mr. Rowley explained that he would like the main goal to be using the properties for income but would also like to consider the Incentive Agreement Expense Agreement with the County. Ms. Wimbush emphasized that all questions about the Strategic Plan should be directed to Ms. Barber.

b. Rivers Region Entrepreneurial Ecosystem: Ms. Browne introduced the topic of the Rivers Region Entrepreneurial Ecosystem, reminding the board members that the request was for $30,000 to support the project. Mr. Rowley highlighted that the question of a return on investment for Stafford was not answered. He also noted that there would be value in the connection to community and suggested paying the requested $30,000 over two years or offer less funding to support. Mr. Porcelli recalled asking what other counties would be contributing to the project. Mr. Rowley pointed Mr. Porcelli to the packet on the second page where Mr. Purello listed the municipalities that have supported the effort to include the Fredericksburg Regional Alliance.

   Mr. Porcelli asked how the project would benefit the County. Mr. Rowley noted that the past funding was for the study period and explained that the requested $30,000 would take the project into its implementation phase. Ms. Browne added that the EDA contributed multiple times in previous years, often leading contribution efforts, highlighting the scale of the effort. Mr. Roosa asked if the effort would be supported by the Economic Development Department with events for businesses. Ms. Browne stated that she was sure that the Department would support. Mr. Burton highlighted that the Strategic Plan includes mention of strengthening regional partnerships and supporting regional development. He emphasized that the effort would strengthen Stafford businesses. Mr. Roosa agreed and mentioned that the EDA Board Members would have a part in about six areas in the Strategic Plan. Mr. Burton suggested supporting the grant as recommended and Mr. Roosa agreed the group should support the effort in continuity with their past actions by splitting the payment over two years. Mr. Roosa made a motion to support the Rivers Regional Entrepreneurial Ecosystem with the amendment that the grant would be split over two years. Mr. Burton seconded and the motion passed unanimously. **APPROVED 5-0**

9. **NEW BUSINESS**

a. Treasurer Election: Mr. Rowley noted that he put together a job description for the Treasurer role to familiarize Mr. Burton with the requirements. The rules for the election were clarified. Mr. Wilson nominated Mr. Burton to be Treasurer between February 20, 2026 to July 2026. Mr. Burton accepted the nomination. There was a final call for nominations, and the floor was closed for nominations after all members had agreed that there were no more nominations.

b. VA Mint Board Position for Treasurer: Mr. Rowley stated that Mr. Burton would be the EDA's representative to VA Mint. Mr. Wilson motioned for Mr. Burton to be the EDA's representative to VA Mint. Mr. Roosa seconded and the motion passed unanimously. **APPROVED 5-0**

c. BUILD Grant Letter of Support- Roadway Improvements to the Centreport Parkway Corridor: Mr. Lindsley explained the background noting that he had been working with the Department of Transportation. He highlighted that the key metric was economic impact, what has happened and what will happen economically if things were to move forward. He asked that Mr. Rowley sign the Letter of Support. Mr. Roosa asked if all the board members' signatures were needed and Mr. Lindsley explained that with the deadline being imminent, Mr. Rowley's signature alone would do.

d. Performance Agreement with Olive Garden & the County: Mr. Lindsley explained that the Performance Agreement was a part of negotiations for a rebate for Olive Garden to come to the County and would need to be signed by Mr. Rowley. Mr. Burton asked if the maximum amount was $250,000 for each restaurant and Mr. Lindsley confirmed. Mr. Roosa motioned to approve the Agreement and have Mr. Rowley sign off and Mr. Wilson seconded. The motion passed unanimously. **APPROVED 5-0**

e. Performance Agreement with LongHorn & the County: Mr. Lindsley explained that, like the Olive Garden Agreement, the Agreement with LongHorn would need to be signed by Mr. Rowley. Mr. Roosa motioned to approve the Agreement and have Mr. Rowley sign off and Mr. Burton seconded. The motion passed unanimously. **APPROVED 5-0**

10. <u>ATTORNEY'S REPORT</u>

Ms. Brunette did not have anything to report.

11. <u>CLOSED SESSION</u>

Mr. Burton made a motion to enter closed session. Motion passed unanimously. **APPROVED 5-0**

Ms. Brunette, 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. Motion passed unanimously. **APPROVED 5-0**

12. <u>ADJOURNMENT</u>

Mr. Roosa made a motion to adjourn the meeting, Mr. Burton seconded. The motion passed unanimously **APPROVED 5-0**

Meeting adjourned at 11:34 AM.

Respectfully submitted,

Jeff Roosa,

EDA Secretary