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, June 12, 2026.

1. **CALL TO ORDER**
    a. Mr. Rowley, Chair, called the meeting to order at 9:22 AM, emphasizing the necessity for all members and staff to declare any conflicts of interest with the agenda items.

A quorum was present and accounted for.

Members

Jack Rowley, Chair
Marlon Wilson, Vice Chair [departed 10:48 AM]
Jeff Roosa, Secretary [absent]
Dave Burton, Treasurer [absent]
Frank Porcelli
Daryl Weedeman [arrived 9:39 AM]
Janette Holland

ED/EDA Staff Present

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

Also Present

Tom Scott (Virginia Innovation Crossroads)
Nancy Pattillo (Cyber Bytes Foundation)
Kristin Maxson (member of the public)

2. APPROVAL OF MINUTES

a. May 15, 2026, Regular Meeting Minutes: Mr. Rowley asked if anyone had any changes, additions or corrections to the May 15, 2026, minutes. There were no changes presented. Mr. Wilson made a motion to approve the minutes. Mr. Porcelli seconded. The motion passed unanimously. **APPROVED 4-0**

3. TREASURERS REPORT

a. May Financials: Ms. Kasten reviewed the summary of the EDA's accounts. She reported that all bills had been paid, noting that they were normal except for the Healing Station expense of $10,000 which related to an approved CBO grant. Mr. Rowley informed Ms. Kasten that there would be a large deposit in the EDA's account around June 16, 2026, due to the Mary Washington Healthcare (MWHC) bond refinancing that had moved forward after the last meeting. Ms. Barber informed the Board that the wiring instructions had been communicated and that VA Mint was also aware of the incoming transfer. Mr. Wilson made a motion to approve the Treasurer's Report and Ms. Holland seconded. The motion passed unanimously. **APPROVED 4-0**

b. Testbed Account: Ms. Barber informed the Board that they had received a notice of their Testbed Account at Link Bank being dormant. She went on to say that they had received a second notice with the option to request the account be removed from dormant status. Mr. Rowley and the other members agreed that the best course of action would be to remove the dormant status from the account.

4. PUBLIC PRESENTATIONS

a. Tom Scott, Virginia Innovations Crossroads Alliance: Mr. Rowley introduced Mr. Scott as the new President at Virginia's Innovation Crossroads (VIC) Alliance. Mr. Scott began his presentation by discussing the organization's name change, formerly the Fredericksburg Regional Alliance (FRA). He highlighted that the change was the result of feedback concluding the region had a fractured identity. He explained that a lot of time, money, and effort went into rebranding the VIC Alliance. He explained his background in the private and public sectors and highlighted that his background gave him an advantage in the economic development industry. Mr. Scott assured the Board that though the name had changed, the mission was the same: to connect, support, and elevate their regional partners. He informed the Board that the VIC Alliance was one of seventeen regional groups in Virginia. Mr. Scott stated that they were working to market the logistic and technology corridor between Richmond and D.C. He emphasized the need for the region to have a strong identity separate from the Northern Virginia label.

   Mr. Scott explained that VIC was structured as a 501(c)(6), receiving funding from both private and public sectors, allowing them to move projects along faster. He emphasized that their strategies work to expand into the industrial and corporate tax base, noting the need for diversification in a tax base. Mr. Scott discussed VIC's six key strategies to include lead generation through marketing, business retention and expansion, site identification, University partnerships, research studies, and collaborative relationships. He explained that VIC was working closely with economic development departments throughout the region in business retention and expansion. He noted that VIC had met with 30 corporate prospects in 2026 so far. Mr. Scott discussed the GO Virginia site identification grant that they received, which would begin on August 1, 2026. He highlighted VIC's partnership with Mary Washington and Germanna in workforce development training. He emphasized the importance of using market intelligence through their research studies and maintaining strong regional relationships. He also discussed maintaining a good relationship with State leadership, noting that his experience working at the State level would be beneficial to him in his role. He expressed interest in collaborating with the EDA and keeping communication lines open.

Mr. Rowley explained that the Testbed had been turned over to VIC and he expressed his concern that Stafford would lose the benefits of the Testbed. Mr. Scott stated that he was looking forward to seeing the Testbed site later that day and hearing ideas of how to utilize it. He and the Board discussed a potential collaboration with the Fredericksburg Regional Military Affairs Council (MAC). Ms. Barber clarified that the facility is being used by the Stafford County Utilities Department and that there was no testbed equipment remaining there. Mr. Rowley reiterated his concern about losing the technology attraction and emphasized the need for a plan for the Testbed. Mr. Scott explained that he likes to utilize both top-down and bottom-up approaches, attracting new large investors and helping a small business start from the ground up. Mr. Rowley noted that the EDA would like to support VIC.

Mr. Weedeman recalled attending an ACES Luncheon where Mr. Scott had said that the region would no longer be considered a pass-through and he asked Mr. Scott what his plans were to make that happen. Mr. Scott explained that his goal was to work with government staff to increase the speed of government to align with the speed of business. Mr. Wilson agreed and asked about VIC's corporate targets. Mr. Scott discussed their four primary targets: Aerospace and Defense, Technology, Engineering, and Life Sciences. Mr. Wilson asked how the organization handles any conflicts of interest between private and public interests. Mr. Scott stated that their monthly luncheon provides a great opportunity for both private and public investors to collaborate. He confirmed that their investors did not change their target industries, VIC and their investors mutually benefit from their collaborations.

Mr. Scott noted that he was open to input from the EDA and would appreciate any collaboration they had to offer. He asked the EDA and Department to communicate any way VIC could support and serve them better. Mr. Wilson and Mr. Rowley reciprocated, asking Mr. Scott to reach out if there were any projects in the future that the EDA could support.

b. Members of the Public: Ms. Maxson introduced herself to the Board and began listing her concerns. She noted her concern with Mr. Rowley highlighting the disparity between the financial information publicly available from Fredericksburg's EDA and Stafford's EDA. She discussed Fredericksburg Technology being listed as a Stafford business when the address, 306 Frederick Street, Fredericksburg, Virginia 22401, is not located in Stafford. Ms. Maxson stated that she had found that Stafford County had eliminated the tax rate for manufacturing operations to attract businesses and asked if that was true. She explained that tax rates for the public had increased significantly since 2023 and noted that manufacturing was typically a private interest. She moved on to note that the EDA's agenda packet skipped from Item 4B to 7A with only a blank page separating them. She highlighted that there was no data presented in the EDA's Aging Detail Report on page 19 of the agenda packet. Finally, Ms. Maxson expressed her concern that the public would be unaware of changes in a published agenda packet because there were no time stamps on the document. The Board thanked Ms. Maxson for her time.

   Ms. Pattillo introduced herself to the Board as the Executive Director of Cyber Bytes and thanked Mr. Porcelli and Ms. Wimbush for visiting their facility. She explained what Cyber Bytes offered as a technology solution center and stated that she would be happy to answer any questions related to their Community-Based Organization Grant Application. Mr. Porcelli briefly discussed his thoughts on his visit to their facility. The Board thanked Ms. Pattillo for her time.

c. Stafford EDA Marketing & Events Report: Ms. Browne reported on the success of the Business Appreciation Reception. She stated that 191 people were in attendance. She noted that although they had picked the date early on, there were a few competing events such as Fredericksburg's EDA's Business Appreciation Reception and Germanna's Graduation Ceremony, which could have affected turnout numbers. She commended Ms. Wimbush for her efforts in advertising the event through her business retention and expansion meetings.

   Ms. Browne reported that the event was under budget due to all the previous year's sponsors returning. This allowed them to use leftover giveaways and branded materials, saving a lot of money. Ms. Browne noted that the University of Mary Washington Stafford Campus venue required them to use their caterer, Sodexo, which was a little more costly than other caterers may have been. She highlighted Elevate Design and Events' donation of the photobooth. She thanked all the sponsors including Stafford Printing, Matern Staffing, Stack Infrastructure, Hirschler, and Germanna. Ms. Browne went on to discuss the Community Testimonials, highlighting the overwhelming gratitude for the event. Mr. Rowley commended the event and appreciated all the testimonials.

   Ms. Browne reported that they had a 143% increase in award nominations. She informed that EDA that Glamour Beauty & Brows Enterprise did a feel-good post on social media after they won the Business of the Year Award. She highlighted the other awardees to include the Bill Carroll Foundation, Hilldrup, and SimVentions. Ms. Browne reviewed the Legacy Business Program and noted that two businesses were able to attend and receive their Legacy awards that night. She finally asked the Board to check out the post-event press release with the QR-code on her presentation. Mr. Rowley commended Ms. Browne's execution of the event. Ms. Browne noted that she would be sending the invoices for the event soon.

Mr. Porcelli asked if she had any considerations regarding next year's venue with attendance numbers rising. Ms. Browne stated that the options were limited but Riverside would be able to hold up to 400 attendees. Mr. Weedeman considered using a venue outside of Stafford. Ms. Browne explained that she would like to keep the event in Stafford if possible. Ms. Holland recommended SCPS as a resource for event venues. Ms. Holland and Mr. Rowley praised Hartwood High School for their venue space. Ms. Barber asked to consider what their policy on wine and beer might be. Ms. Browne noted that she would reach out to her SCPS contact to get more information.

Ms. Browne moved on to discuss the next Beer and Business event which would be held at Barely Naked on August 5, 2026. The event sponsor would be Germanna and Ms. Browne noted that over 60 people had preregistered. She stated that the November Beer and Business event would be held at Laudenbach Brewing. She noted that she was still looking for a sponsor and asked the Board to send any prospect sponsors her way via email. Ms. Browne reported that the February 2027 Beer and Business, at 6 Bears & A Goat, would likely be sponsored by Express Technologies.

Ms. Browne updated the Board on her Economic Development Summit efforts. The Summit would be held on November 18, 2026, at the Holiday Inn Conference Center from 8 AM – 12 PM. She informed the Board that she reached out to Chris Lloyd and she was getting in contact with Governor Abigail Spanberger's office to see if she could attend to speak. She stated that Ross Berlin with Fourth Economy, the department's strategic planning company, would be speaking. Ms. Browne explained that they would host a couple panels as well, one on the importance of the speed of business and the other on business resources such as the EDA's bond fees, loans, and new County incentives. Mr. Weedeman commented on the speed of business and suggested a notification system for those processes to keep businesses engaged. Ms. Browne noted that the County was working on speeding the processes up for businesses and that they have already seen some improvements.

d. Stafford County Economic Development Report:

   i. Bond Fee Proposal Update: Ms. Barber recalled Mike Graff's suggestions to the Board about going forward with updating the website to list the EDA's bond fee schedule. She stated that she would present a comparison with surrounding EDAs at the next meeting for the Board to consider when deciding what they would like to publish on the website. She also noted that she would have a draft bond application for the Board's consideration.

Ms. Barber, on behalf of Mr. Roosa, asked if anyone would like to join him on the Strategic Plan Committee. Mr. Weedeman volunteered. Ms. Barber informed the Board that their elections would be held at next month's meeting. She reminded the Board that the members could discuss the election with only one EDA member rather than a larger email or group conversation. She also reminded the EDA that Ms. Browne's contract would be brought to the Board at the next meeting, with an amendment that would likely include her work on the Economic Development Summit.

Ms. Barber discussed how the Department would be using the results of GO Virginia's site assessment grant to determine the best sites to use when applying for the Virginia Business Ready Sites Program (VBRSP). The program offers significant funds to improve select sites and would put Stafford on the map since they had not received the grant in the past. She noted that the EDA would act as the applicant for the VBRSP.

5. SECRETARY'S REPORT

Mr. Roosa was absent, so there was no Secretary's Report.

6. CHAIRMAN'S REPORT

Mr. Rowley reported that the audit by PB Mares would increase from $14,500 to $15,000 and the Board would be hearing this and would consider a vote on that at the next meeting. He expressed that he was happy with the MWHC bond, noting that it had gone to the Board of Supervisors and passed with Dr. Pamela Yeung casting the only "No," vote. He discussed his conversation with her and expressed his disappointment with her vote. He also noted that one other Board member had recused herself from the vote due to being employed by Mary Washington Healthcare. Mr. Wilson complimented Mr. Rowley for reaching out to Dr. Yeung.

7. COMMITTEE AND WORKING GROUP REPORTS

a. Loan Committee (Jack R., Janette H. Staff support- Liz)
   i. Loan Report: Ms. Barber reported that all active loans had been paid on time.

   ii. Next Level Mosaic Default: Ms. Brunette reported that the defendants had been properly served; however, the defendants Next Level Mosaic, LLC and Patrick M. Hudson failed to respond within the allotted time. Mr. Bather had filed a document, but it was not proper and was not a responsive pleading. She noted that he filed a motion for extension of time. She stated that the motion would likely be approved by the judge. Ms. Brunette's colleague that is handling the case's recommendation was to move forward with Default Judgement for Mr. Hudson and Next Level Mosaic LLC. Ms. Barber expanded, saying that Mr. Bather, representing himself, felt deceived by his business partners and did not think he owed the amount asked for. She stated that it was more likely that the EDA would be able to collect from Mr. Hudson. Mr. Rowley explained that in some of the correspondence he had read, it seemed that Mr. Bather wanted to negotiate with the EDA. He noted that the EDA would hear from anyone but would like to receive the balance due. Mr. Porcelli motioned to move forward with Default Judgement against defendants Next Level Mosaic, LLC and Patrick M. Hudson at this time and obtain judgment for the full amount sued. Mr. Wilson seconded. The motion passed unanimously. **APPROVED 5-0**

b. Business Resources Committee (Daryl W., Dave B., Staff support- Savannah)

i. Community-Based Organization (CBO) Grant Applications:

a. Cyber Bytes Foundation: Mr. Weedeman summarized the application, stating that Cyber Bytes Foundation was asking for $20,000 over a two-year period for their AI Mobile Unit. He praised the application for its timeline and how well it aligned with the EDA's goals. He considered that there was no budget breakdown, that it was a multiregional program, not Stafford specific, and the advisory board had not been formed yet. Mr. Weedeman recommended the approval of the application be contingent on receiving more information from the applicant.

Mr. Porcelli confirmed that the application was an amended application and noted his concern with the original application being a lack of mapping regarding job creation in Stafford County. He explained that the amended application did a better job at this, pointing to Phase 3 of their program which would deliver AI workshops to Stafford businesses. He commented that after meeting with Cyber Bytes staff and viewing their facility, he agreed that it would be a good investment. Ms. Wimbush explained that during their site visit she had asked what their plan after the program's completion would be and was told that the equipment would be donated to the University of Mary Washington for their AI Program. Ms. Pattillo confirmed, adding that they would also continue programmatic support. She informed the Board that GO Virginia had a policy in which the equipment used must be conveyed to a State-funded organization after project completion. Mr. Porcelli recalled the Board's conversation with Dr. Rao and concluded that this program would go far in supporting the University of Mary Washington's AI Program and indirectly promote growth for Stafford businesses. Mr. Rowley asked if SCPS have signed on to be a part of this program. Ms. Wimbush confirmed that Cyber Bytes Foundation had a relationship with SCPS and would be working with the Pathways program. She then confirmed that SCPS's Pathways program offers CompTIA certificates. Mr. Rowley expressed his approval of the project, especially with SCPS being on board.

Mr. Weedeman reiterated that the project aligned well and would pose low risk for the EDA. Ms. Barber added that it aligned with the

Department's Strategic Plan as well. Mr. Wilson highlighted the application's focus on workforce development and commended it for focusing on Stafford. Mr. Porcelli discussed the impact AI would have on the workforce, emphasizing the need to grow with technology. He stated that the program would help keep Stafford ahead of losing jobs due to AI.

Ms. Holland asked if there was an agenda/schedule for the program available. Mr. Porcelli and Mr. Wilson discussed what they knew to be offered, CompTIA certificates being one of them. Mr. Wilson pointed to the listed topics in their application. Ms. Holland discussed her interest in the training agenda.

Mr. Porcelli motioned to approve the application, subject to receiving additional information. Mr. Wilson seconded. Mr. Weedeman clarified that they were looking for more information on the applicant's budget, Stafford-specific commitment in workforce development, definition of their advisory board, and criteria for success and job creation. Ms. Barber confirmed that should the motion be approved, the check would be held until the requested information was received. Mr. Rowley asked if the grant of $20,000 was to be paid up front. Ms. Barber clarified that the application requested $10,000 for year one and $10,000 for year two. With no further discussion, Mr. Rowley called for a vote and the motion passed unanimously. **APPROVED 5-0**

c. Research Committee (Marlon W., Jack R.): Mr. Rowley did not have anything to report.

d. Technology Committee (Jeff R., Frank P.): Mr. Porcelli discussed his and Mr. Roosa's meeting with Dr. Rao. Dr. Rao had proposed the Hackathon event take place during the Spring 2027 semester. Mr. Porcelli explained that the event would be a local partnership and could result in new jobs for the County. He mentioned that the Technology Committee would follow up with Dr. Rao in the upcoming Fall semester. He discussed potential sponsors to include Cyber Bytes and SimVentions. Mr. Rowley mentioned that Ms. Browne could work to get sponsors for the event. The Board briefly discussed prize options.

8. <u>OLD BUSINESS</u>

a. MWHC Refinance Bond Update: Ms. Barber reiterated that the MWHC Refinance Bond had been approved by the Board of Supervisors. She reported that they had received all signatures to move forward as of that day and it would close on June 16, 2026. She noted that the wire payment to the EDA would be sent around June 16, 2026, once the deal had closed.

9. NEW BUSINESS

a. VA Corp Directors & Officers Insurance Policy Renewal: Mr. Rowley reviewed the renewal of the EDA's insurance policy, noting that it had been reviewed in detail the previous year. He stated that the price to renew would be $1,448. Mr. Weedeman motioned to renew the EDA's insurance policy with VA Corp. Mr. Porcelli seconded. The motion passed unanimously. **APPROVED 4-0**

10. ATTORNEY'S REPORT

Ms. Brunette did not have anything to report.

11. CLOSED SESSION

Due to Ms. Barber's time constraint, the Board did not go into Closed Session. Ms. Barber stated that there were no time sensitive items to discuss and she would bring her updates to the next EDA meeting.

12. ADJOURNMENT

Ms. Holland made a motion to adjourn the meeting, Mr. Porcelli seconded. The motion passed unanimously. **APPROVED 4-0**

Meeting adjourned at 10:56 AM.

Respectfully submitted,

Frank Porcelli,

EDA Secretary