



**MINUTES OF THE MEETING OF THE  
MARY BALL WASHINGTON REGIONAL COUNCIL**

**INTERVIEW PANEL**

February 10, 2020

Rappahannock Community College  
Glenns, Virginia

**MEMBERS PRESENT AND VOTING:** Billy Beale, Chair; Stephanie Heinatz; Steve Goodall; Ann Lewis

**MEMBERS ABSENT:** None

**STAFF:** Kate Gibson, GWRC; Jennifer Morgan, GWRC; Neal Barber, Community Features

**OTHERS IN ATTENDANCE:** Jerry Davis, Northern Neck PDC; Lisa Hull, Northern Neck PDC; Jackie Davis, Bay Consortium Workforce Development Board; Dr. Shannon Kennedy, Rappahannock Community College; John Holden, Stafford County Department of Economic Development and Tourism; Theo Zotos, Stafford County Department of Economic Development and Tourism; Tom Snyder R!OT; Lewie Lawrence, Middle Peninsula PDC; Tom Swartzwelder, King and Queen County.

**CALL TO ORDER**

Mr. Beale called the meeting to order at 9:03 a.m.

**PUBLIC INVOLVEMENT**

None.

**PRESENTATION OF FREDERICKSBURG CYBER AND SMART TECH APPLICATION**

The Interview Panel met with Stafford County Department of Economic Development and Tourism, who presented on behalf of the project applicant, the Industrial Development Authority of Stafford County Virginia (dba Stafford Economic Development Authority) and developed a recommendation for the full Regional Council. Staff presented to the Interview Panel their comments and concerns on the project application and how the applicant improved their project from their previous presentation to the Council. Mr. Beale asked questions of the applicant about what the specifics that their project would complete. Mr. Beale asked the applicant if they would come back before the Executive Committee or Council six months into their project and present their findings thus far and clarify in their application that R!OT was a consultant to the applicant conducting the market analysis. The applicant was amenable. Ms. Lewis moved to make the following recommendation to the Regional Council:

- Recommend approval of the Fredericksburg Cyber and Smart Tech application with the contingency that the applicant presents to the Executive Committee or Council six months into their project and present their findings thus far and clarify in their application that R!OT was a consultant to the applicant conducting the market analysis.

Mr. Goodall seconded the motion. The motion passed unanimously.

**PRESENTATION OF THE NORTHERN NECK WORKFORCE TRAINING FEASIBILITY STUDY APPLICATION**

The Interview Panel met with the Northern Neck PDC, who presented on behalf of the project applicants, Northern Neck PDC, Rappahannock Community College, and the Bay Consortium Workforce Development Board. Staff presented to the Interview Panel their comments and concerns on the project application and how the applicant improved their project from their previous presentation to the Council. Ms. Lewis asked if classes would be held in the Middle Peninsula and the applicant said probably not. Mr. Beale asked how the site selection study would differ from the currently funded Northern Neck site characterization study and the applicant clarified that this characterization would be



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specific to training site and building requirements. Ms. Lewis moved to make the following recommendation to the Regional Council:

- Recommend approval of the Northern Neck Workforce Training Feasibility Study application.

Ms. Heinatz seconded the motion. The motion passed with Mr. Goodall abstaining.

**Presentation of the King and Queen Telework-Business Incubator Center**

The Interview Panel met with the Middle Peninsula PDC and King and Queen County. Staff presented to the Interview Panel their comments and concerns on the project application. The applicant stated that they wanted the Council to approve the project but defer referring the project to DHCD until the fall. Ms. Lewis asked the applicant what the sustainability of the project would be after GO Virginia funds were expended. Mr. Beale and Ms. Heinatz asked why not all localities in the Middle Peninsula PDC footprint supported this project. Mr. Beale asked the applicant if they knew how many jobs were created and maintained at the high paying level set by GO Virginia by the original Small Business Development Partnership. Mr. Goodall moved to make the following recommendation to the Regional Council:

- Recommend deferment of the King and Queen Telework-Business Incubator Center application with the applicant updating their project timeline to match construction timeline, share within the application examples of the previous Small Business Development Partnership program creating jobs at the higher wage level set by GO Virginia, and explain the sustainability beyond the grant funding.

Ms. Lewis seconded the motion. The motion passed unanimously.

**ADJOURNMENT**

Being no further business, the meeting was adjourned at 10:30 am.

Respectfully submitted,  
Jennifer Morgan, Economic Development Coordinator  
George Washington Regional Commission