

**A G E N D A**  
**JAMES CITY COUNTY ECONOMIC DEVELOPMENT AUTHORITY**  
**REGULAR MEETING**  
**September 15, 2020**  
**4:00 PM**

---

**A. CALL TO ORDER**

1. The meeting will be held electronically pursuant to the Continuity of Government Ordinance adopted by the Board of Supervisors on April 14, 2020. The meeting will have a live audio broadcast accessible through Zoom. Citizen comments may be submitted via email to EDA Secretary Christopher Johnson at Christopher.Johnson@jamecitycountyva.gov.
2. Join Zoom Meeting

**B. ROLL CALL**

1. Electronic Meeting Resolution

**C. APPROVAL OF MINUTES**

1. Minutes for Approval - August 18, 2020

**D. FINANCIAL REPORTS**

1. Financial Reports for Approval - August 2020

**E. CLOSED SESSION**

1. Closed Session in accordance with the Code of Virginia for the purposes of: 1) discussion concerning a prospective business or industry or the expansion of an existing business or industry where no previous announcement has been made of the interest in locating or expanding its facilities in the community pursuant to Virginia Code Section 2.2-3711(A)(5); 2) the investment of public funds to incentivize relocating or expanding companies where competition or bargaining is involved where, if made public initially, the financial interest of the Authority and the County would be adversely affected pursuant to Virginia Code Section 2.2-3711(A)(6); 3) discussion or consideration of the disposition of publicly held real property located at 8925 Columbia Drive, where discussion in an open meeting would adversely affect the bargaining position or negotiating strategy of the Authority pursuant to Virginia Code Section 2.2-3711(A)(3); 4) discussion or consideration of proprietary information related to economic development, voluntarily provided by private business pursuant to a promise of confidentiality from the Authority and used for business development and retention pursuant to Virginia Code Section 2.2-3711(A)(39); and 5) consultation with legal counsel retained by the Authority regarding specific legal matters related to agreements and property owned by the Authority requiring the provision of legal advice by such counsel pursuant to Virginia Code Section 2.2-3711(A)(8).
2. Closed Session Certification

**F. NEW BUSINESS**

**G. OLD BUSINESS**

1. Celebration of Business Event Discussion

**H. LIAISON REPORTS**

**I. DIRECTOR'S REPORT**

1. Director's Report - September

**J. UPCOMING DATES OF INTEREST**

**K. ADJOURNMENT**

**ITEM SUMMARY**

DATE: 9/15/2020

TO: The Economic Development Authority

FROM: Christopher Johnson- EDA Secretary

SUBJECT: Join Zoom Meeting

---

Join Zoom Meeting

<https://us02web.zoom.us/j/81038108857>

Meeting ID: 810 3810 8857

Dial in audio (choose any):

+1 646 558 8656  
+1 301 715 8592  
+1 312 626 6799  
+1 669 900 9128  
+1 253 215 8782  
+1 346 248 7799

Meeting ID: 810 3810 8857

**REVIEWERS:**

Department	Reviewer	Action	Date
Economic Development Authority	Sipes, Kate	Approved	9/8/2020 - 2:41 PM

**ITEM SUMMARY**

DATE: 9/15/2020

TO: The Economic Development Authority

FROM: Christopher Johnson- EDA Secretary

SUBJECT: Electronic Meeting Resolution

---

**ATTACHMENTS:**

	Description	Type
	Electronic Meeting Resolution	Resolution

**REVIEWERS:**

Department	Reviewer	Action	Date
Economic Development Authority	Sipes, Kate	Approved	9/8/2020 - 2:41 PM

## RESOLUTION

### ECONOMIC DEVELOPMENT AUTHORITY ELECTRONIC MEETING HELD SEPTEMBER 15, 2020

WHEREAS, on March 24, 2020 the James City County Board of Supervisors (the “Board”) adopted an emergency Ordinance to ensure the continuity of government in response to the coronavirus pandemic negatively affecting the health, safety, and welfare of the citizens of James City County (the “County”); and

WHEREAS, on April 14, 2020, the Board readopted the continuity of government Ordinance (the “Ordinance”), which, under certain circumstances, permits the Board and its subordinate boards, committees, and commissions to conduct regularly scheduled, special, or emergency meetings solely by electronic or telephonic means without a quorum of members physically present (a “Virtual Meeting”); and

WHEREAS, the James City County Economic Development Authority is a subordinate board appointed by the Board and is therefore eligible to conduct a Virtual Meeting; and

WHEREAS, the James City County Economic Development Authority desires to conduct a Virtual Meeting on September 15, 2020 at which time those items listed on the agenda attached hereto (the “Agenda”) will be considered; and

WHEREAS, each of the members of the James City County Economic Development Authority have reviewed each the items listed on the Agenda and have determined that consideration of each is necessary to ensure the continuation of the essential functions of the government during the emergency described in the Ordinance.

NOW, THEREFORE, BE IT RESOLVED that the Economic Development Authority of James City County, Virginia, hereby finds and declares that immediate consideration of each of the items set forth in the Agenda is necessary to ensure the continuation of essential functions of the government during the emergency declared by the Board and further described in the Ordinance.

\_\_\_\_\_  
Vince Campana  
EDA Chairman

ATTEST:

\_\_\_\_\_  
Christopher Johnson  
EDA Secretary

	VOTES		
	<u>AYE</u>	<u>NAY</u>	<u>ABSTAIN</u>
CAMPANA	_____	_____	_____
MEREDITH	_____	_____	_____
NICE	_____	_____	_____
STANKO	_____	_____	_____
STOCKTON	_____	_____	_____
TINGLE	_____	_____	_____
TURNER	_____	_____	_____

Adopted by the Economic Development Authority of James City County, Virginia, this  
15th day of September, 2020.

**ITEM SUMMARY**

DATE: 9/15/2020

TO: The Economic Development Authority

FROM: Christopher Johnson- EDA Secretary

SUBJECT: Minutes for Approval - August 18, 2020

---

**ATTACHMENTS:**

	Description	Type
	Minutes for Adoption	Minutes

**REVIEWERS:**

Department	Reviewer	Action	Date
Economic Development Authority	Sipes, Kate	Approved	9/8/2020 - 2:42 PM

**MINUTES**  
**JAMES CITY COUNTY ECONOMIC DEVELOPMENT AUTHORITY**  
**REGULAR MEETING**

**August 18, 2020**  
**4:00 PM**

---

**THE MEETING WAS HELD ELECTRONICALLY PURSUANT TO THE CONTINUITY OF  
GOVERNMENT ORDINANCE ADOPTED ON APRIL 14, 2020, BY THE BOARD OF  
SUPERVISORS OF JAMES CITY COUNTY, VIRGINIA.**

**THE MEETING WAS CONDUCTED VIA ZOOM WITH PUBLIC ACCESS PROVIDED  
THROUGH INTERNET AUDIO AND VIDEO, AS WELL AS TELEPHONIC AUDIO.  
COMMENTS ON AGENDA ITEMS WERE ACCEPTED BY EMAIL SUBMISSION TO THE  
ECONOMIC DEVELOPMENT AUTHORITY (EDA) SECRETARY.**

**A. CALL TO ORDER**

Mr. Campana called the meeting to order at 4:01 p.m.

**B. ROLL CALL**

Vince Campana, Chair  
Lynn Meredith  
Brandon Nice  
Joe Stanko  
Carlton Stockton - arrived 4:03 p.m.  
Tom Tingle, Vice Chair

Absent

William Turner

Also Attending:

Christopher Johnson, EDA Secretary  
Jeff Wiggins, EDA Fiscal Agent  
Adam Kinsman, County Attorney  
Kate Sipes, Assistant Director, Economic Development  
Laura Messer, Tourism and Marketing Coordinator, Economic Development

**C. CONTINUATION OF THE ESSENTIAL FUNCTIONS OF GOVERNMENT**

Resolution Adoption - EDA Electronic Meeting, August 18, 2020

A motion to Approve the Resolution was made by Tom Tingle; motion Passed.

AYES: 5 NAYS: 0 ABSTAIN: 0 ABSENT: 2

Ayes: Campana, Meredith, Nice, Stanko, Tingle

Absent: Stockton, Turner

Mr. Johnson referred to the resolution in the Agenda Packet addressing the fact that the meeting was being held in an electronic format pursuant to the Continuity of Government Ordinance adopted by the Board of Supervisors, due to social distancing guidelines issued in response to the COVID-19 outbreak.

Mr. Tingle requested a Closed Session be added to the Agenda. Mr. Tingle noted the subject was Real Estate Holdings Committee matters and the Committee wished to update the EDA on matters previously discussed.

Mr. Campana noted a Closed Session would be held after consideration of the monthly financial reports.

**D. APPROVAL OF MINUTES**

Minutes Adoption - July 21, 2020

A motion to Approve was made by Lynn Meredith; motion Passed.

AYES: 6 NAYS: 0 ABSTAIN: 0 ABSENT: 1

Ayes: Campana, Meredith, Nice, Stanko, Stockton, Tingle

Absent: Turner

**E. FINANCIAL REPORTS**

July 2020 Financial Reports

A motion to Approve was made by Carlton Stockton; motion Passed.

AYES: 6 NAYS: 0 ABSTAIN: 0 ABSENT: 1

Ayes: Campana, Meredith, Nice, Stanko, Stockton, Tingle

Absent: Turner

Mr. Wiggins presented the revenue and expense reports for July 2020 and noted cash available, as of July 31, 2020, was approximately \$572,000.

**F. CLOSED SESSION**

Enter Closed Session

A motion to enter Closed Session was made by Lynn Meredith; motion Passed.

AYES: 5 NAYS: 0 ABSTAIN: 1 ABSENT: 1

Ayes: Meredith, Nice, Stanko, Stockton, Tingle

Abstain: Campana

Absent: Turner

Mr. Campana noted the next item on the agenda was the Closed Session.

Mr. Johnson reminded the EDA of Mr. Campana's conflict of interest regarding the property at 8925 Columbia Drive.

Mr. Campana confirmed with Mr. Tingle the discussion involved matters that created a conflict of interest for himself and left the meeting upon Mr. Tingle providing such confirmation.

Members of the press in attendance also left the meeting for the Closed Session discussion.

Mr. Tingle, as Vice Chair of the EDA, consulted with Mr. Kinsman and led the EDA into Closed Session in accordance with the Code of Virginia for the purposes of: 1) discussion concerning a prospective business or industry or the expansion of an existing business or industry where no previous announcement has been made of the interest in locating or expanding its facilities in the community pursuant to Virginia Code Section 2.2-3711(A)(5); 2) the investment of public funds to incentivize relocating or expanding companies where competition or bargaining is involved where, if made public initially, the financial interest of the Authority and the County would be adversely affected pursuant to Virginia Code Section 2.2-3711(A)(6); 3) discussion or consideration of the disposition of publicly held real property located at 8925 Columbia Drive, where discussion in an open meeting would adversely affect the bargaining position or negotiating strategy of the Authority pursuant to Virginia Code Section 2.2-3711(A)(3); 4) discussion or consideration of proprietary information related to economic development, voluntarily provided by private business pursuant to a promise of confidentiality from the Authority and used for business development and retention pursuant to Virginia Code Section 2.2-3711(A)(39); and 5) consultation with legal counsel retained by the Authority regarding specific legal matters related to agreements and property owned by the Authority requiring the provision of legal advice by such counsel pursuant to Virginia Code Section 2.2-3711(A)(8).

Mr. Campana and the press were readmitted to the EDA meeting.

#### Certify Closed Session

A motion to certify the Closed Session was made by Lynn Meredith; motion Passed.

AYES: 5 NAYS: 0 ABSTAIN: 1 ABSENT: 1

Ayes: Meredith, Nice, Stanko, Stockton, Tingle

Abstain: Campana

Absent: Turner

#### Authorization to Negotiate Sales Agreement

A motion to Authorize staff to negotiate a Sales Agreement on a portion of property at 8925 Columbia Drive was made by Brandon Nice; motion Passed.

AYES: 5 NAYS: 0 ABSTAIN: 1 ABSENT: 1

Ayes: Meredith, Nice, Stanko, Stockton, Tingle

Abstain: Campana

Absent: Turner

Mr. Tingle requested action as a result of EDA discussion in Closed Session. Upon such action being taken, Mr. Campana presided over the remainder of the meeting.



## **G. NEW BUSINESS**

There were no New Business items on the Agenda.

## **H. OLD BUSINESS**

Ms. Sipes reminded the EDA Directors of the discussion held at the July EDA meeting regarding the Annual Celebration of Business event. Ms. Sipes outlined a proposal for the 2020 event that included a virtual event with a Keynote speaker, ideally from the state, followed by a Question and Answer session and finally a presentation of awards. Ms. Sipes noted the event should be no longer than 45 minutes to an hour, and that staff had confirmed Zoom could accommodate up to 300 participants, which exceeded the number usually in attendance for this event. Ms. Sipes also noted that staff was looking at dates in the late October-Thanksgiving timeframe, with an event start time at 4:00 p.m.

Mr. Johnson outlined proposals for awards, which included multiple awards being given in 2020, a departure from the single prestigious award typically given at the annual event. Mr. Johnson noted the EDA Directors and Board of Supervisors (BOS) have voted from a list of nominees in the past; this year staff was recommending EDA Directors and BOS nominate businesses that have demonstrated innovation and resiliency and all businesses nominated would be recognized.

Mr. Stanko suggested the community be given the opportunity to nominate businesses, as well.

Ms. Meredith offered to assist staff with event planning.

## **I. LIAISON REPORTS**

Mr. Campana asked if any of the EDA Directors had a Liaison report to offer.

Mr. Tingle noted the GO Virginia Region 5 Board approved a grant application submitted by the Greater Williamsburg Partnership (GWP) for an update to the regional target sector analysis. Mr. Tingle noted this was the first GO Virginia grant application from GWP and the grant was awarded for the full request of \$36,000.

## **J. DIRECTOR'S REPORT**

Mr. Johnson referred to the report in the Agenda Packet and offered to answer any questions.

## **K. UPCOMING DATES OF INTEREST**

Mr. Johnson noted all anticipated events had been canceled or postponed indefinitely due to COVID-19.

## **L. ADJOURNMENT**

Adjourn until September 15, 2020

A motion to Adjourn was made by Lynn Meredith; motion Passed.

AYES: 6 NAYS: 0 ABSTAIN: 0 ABSENT: 1

Ayes: Campana, Meredith, Nice, Stanko, Stockton, Tingle

Absent: Turner

At approximately 4:53 p.m., Mr. Campana adjourned the Authority.

---

Christopher Johnson, Secretary  
Economic Development Authority

---

Vince Campana, Chair  
Economic Development Authority

**ITEM SUMMARY**

DATE: 9/15/2020

TO: The Economic Development Authority

FROM: Christopher Johnson- EDA Secretary

SUBJECT: Financial Reports for Approval - August 2020

---

**ATTACHMENTS:**

	Description	Type
☐	Expenditure Report	Staff Report
☐	Revenue Report	Staff Report

**REVIEWERS:**

Department	Reviewer	Action	Date
Economic Development Authority	Sipes, Kate	Approved	9/8/2020 - 2:42 PM

**JAMES CITY COUNTY**  
**EXPENDITURES- ALL FUNDS**

**James City County**

04-Sep-20

jccExp: Year ( 2021 ) Period ( 2 )

Ledger ID	Ledger Description	TOTAL BUDGET	MTD EXPENSES	ENCUMBRANCES	YTD EXPENSES	BALANCE	ACTUAL %
<b>(021) EDA</b>							
<b>(259) EDA Operating</b>							
021-259-0200	ADVERTISING	\$500.00	\$0.00	\$0.00	\$0.00	\$500.00	0.00%
021-259-0205	PROMOTION	\$45,701.00	\$0.00	\$0.00	\$6,700.90	\$39,000.10	14.66%
021-259-0220	TRAVEL AND TRAINING	\$1,000.00	\$0.00	\$0.00	\$0.00	\$1,000.00	0.00%
021-259-0222	LOCAL TRAVEL	\$500.00	\$0.00	\$0.00	\$0.00	\$500.00	0.00%
021-259-0235	ANNUAL AUDIT	\$10,726.00	\$3,000.00	\$7,581.00	\$3,000.00	\$145.00	98.65%
021-259-0319	OFFICE SUPPLIES	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00	0.00%
021-259-0710	LEGAL SERVICES	\$6,000.00	\$500.00	\$0.00	\$1,000.00	\$5,000.00	16.67%
021-259-5900	REGIONAL ECON DEVEL SUPPORT	\$34,500.00	\$0.00	\$0.00	\$0.00	\$34,500.00	0.00%
021-259-5902	VA HIGH SPEED RAIL	\$1,000.00	\$0.00	\$0.00	\$0.00	\$1,000.00	0.00%
021-259-5903	JAMES RIVER COMMERCE CTR-OPS	\$21,575.00	\$0.00	\$9,775.00	\$257.96	\$11,542.04	46.50%
021-259-5904	MAINLAND FARM OPER EXPENSES	\$100.00	\$0.00	\$0.00	\$0.00	\$100.00	0.00%
021-259-5915	MARINA PROPERTY	\$101.00	\$0.00	\$0.00	\$0.00	\$101.00	0.00%
<b>Subtotal (259) EDA Operating:</b>		<b>\$121,903.00</b>	<b>\$3,500.00</b>	<b>\$17,356.00</b>	<b>\$10,958.86</b>	<b>\$93,588.14</b>	<b>23.23%</b>

**JAMES CITY COUNTY**  
**EXPENDITURES- ALL FUNDS**

**James City County**

04-Sep-20

jccExp: Year ( 2021 ) Period ( 2 )

Ledger ID	Ledger Description	TOTAL BUDGET	MTD EXPENSES	ENCUMBRANCES	YTD EXPENSES	BALANCE	ACTUAL %
	Subtotal (021) EDA:	\$121,903.00	\$3,500.00	\$17,356.00	\$10,958.86	\$93,588.14	23.23%

**JAMES CITY COUNTY  
REVENUE- ALL FUNDS**

04-Sep-20

**James City County**

jccRev: Year ( 2021 ) Period ( 2 )

Ledger ID	Ledger Description	Revised Budget	MTD Realized	YTD Realized	Unrealized	Actual %
<b><u>(021) EDA</u></b>						
<b><u>(305) Use of Money &amp; Prop</u></b>						
021-305-3511	INTEREST REVENUE	\$3,500.00	\$360.88	\$709.60	\$2,790.40	20.27%
	<b>Subtotal (305) Use of Money &amp; Prop:</b>	\$3,500.00	\$360.88	\$709.60	\$2,790.40	20.27%
<b><u>(308) Charges for Services</u></b>						
021-308-3400	LEASE INCOME	\$14,725.00	\$0.00	\$0.00	\$14,725.00	0.00%
	<b>Subtotal (308) Charges for Services:</b>	\$14,725.00	\$0.00	\$0.00	\$14,725.00	0.00%
<b><u>(309) Miscellaneous</u></b>						
021-309-3972	BOND FEE REVENUE	\$15,000.00	\$0.00	\$0.00	\$15,000.00	0.00%
021-309-5915	MARINA PROPERTY	\$49,173.00	\$0.00	\$0.00	\$49,173.00	0.00%
	<b>Subtotal (309) Miscellaneous:</b>	\$64,173.00	\$0.00	\$0.00	\$64,173.00	0.00%
<b><u>(398) Carryforwards</u></b>						
021-398-3705	CARRYFORWARD ENCUMBRANCES	\$9,775.00	\$0.00	\$0.00	\$9,775.00	0.00%
	<b>Subtotal (398) Carryforwards:</b>	\$9,775.00	\$0.00	\$0.00	\$9,775.00	0.00%
<b><u>(399) Fund Balance</u></b>						
021-399-3100	FUND BALANCE	\$29,730.00	\$0.00	\$0.00	\$29,730.00	0.00%
	<b>Subtotal (399) Fund Balance:</b>	\$29,730.00	\$0.00	\$0.00	\$29,730.00	0.00%
	<b>Subtotal (021) EDA:</b>	\$121,903.00	\$360.88	\$709.60	\$121,193.40	0.58%

**ITEM SUMMARY**

DATE: 9/15/2020

TO: The Economic Development Authority

FROM: Christopher Johnson- EDA Secretary

SUBJECT: Closed Session Certification

---

**ATTACHMENTS:**

	Description	Type
	Closed Session Certification	Resolution

**REVIEWERS:**

Department	Reviewer	Action	Date
Economic Development Authority	Sipes, Kate	Approved	9/8/2020 - 2:42 PM

## RESOLUTION

### CERTIFICATION OF CLOSED MEETING

WHEREAS, on September 15, 2020 the Economic Development Authority of James City County, Virginia, (the "Authority") convened an electronic meeting pursuant to the Continuity of Government ordinance adopted by the James City County Board of Supervisors on April 14, 2020; and

WHEREAS, at such electronic meeting, the Authority convened a closed meeting pursuant to an affirmative recorded vote and in accordance with the provisions of the Virginia Freedom of Information Act; and

WHEREAS, Section 2.2-3712 of the Code of Virginia requires a certification by the Authority that such closed meeting was conducted in conformity with Virginia law.

NOW, THEREFORE, BE IT RESOLVED that the Authority hereby certifies that, to the best of each member's knowledge: i) only public business matters lawfully exempted from open meeting requirements by Virginia law were discussed in the closed meeting to which this certification resolution applies; and ii) only such public business matters were heard, discussed, or considered by the Authority as were identified in the motion, including: (1) discussion concerning a prospective business or industry or the expansion of an existing business or industry where no previous announcement has been made of the interest in locating or expanding its facilities in the community pursuant to Va. Code Section 2.2-3711(A)(5); and (2) the investment of public funds to incentivize relocating or expanding companies where competition or bargaining is involved where, if made public initially, the financial interest of the Authority and the County would be adversely affected pursuant to Va. Code Section 2.2-3711(A)(6); and (3) discussion or consideration of the disposition of publicly held real property located at 8295 Columbia Drive, where discussion in an open meeting would adversely affect the bargaining position or negotiating strategy of the Authority pursuant to Va. Code Section 2.2-3711(A)(3); and (4) discussion or consideration of proprietary information related to economic development, voluntarily provided by private business pursuant to a promise of confidentiality from the Authority and used for business development and retention pursuant to Va. Code Section 2.2-3711(A)(39); and (5) consultation with legal counsel retained by the Authority regarding specific legal matters related to agreements and property owned by the Authority requiring the provision of legal advice by such counsel pursuant to Va. Code Section 2.2-3711(A)(8).

The undersigned hereby certifies that the above resolution was duly adopted by the Directors of the Economic Development Authority of James City County, Virginia, at an electronic meeting duly called and held on September 15, 2020 and that such resolution is in full force and effect on the date hereof.

\_\_\_\_\_  
Vince Campana  
Chairman, Economic Development Authority

	<u>AYE</u>	<u>NAY</u>	<u>ABSTAIN</u>
CAMPANA	_____	_____	_____
MEREDITH	_____	_____	_____



ATTEST:

\_\_\_\_\_  
Christopher Johnson  
Secretary to the EDA

NICE  
STANKO  
STOCKTON  
TINGLE  
TURNER

_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

Adopted by the Economic Development Authority of James City County, Virginia, this 15th day of September, 2020.

**ITEM SUMMARY**

DATE: 9/15/2020

TO: The Economic Development Authority

FROM: Christopher Johnson- EDA Secretary

SUBJECT: Director's Report - September 2020

---

**ATTACHMENTS:**

	Description	Type
	Director's Report - September	Staff Report

**REVIEWERS:**

Department	Reviewer	Action	Date
Economic Development Authority	Sipes, Kate	Approved	9/8/2020 - 2:43 PM

## MEMORANDUM

DATE: September 15, 2020

TO: The Economic Development Authority

FROM: Christopher Johnson, Director of Economic Development

SUBJECT: Director's Report, August-September 2020

---

Staff continues to support the Board of Supervisors' allocation to the Greater Williamsburg Small Business Relief Fund. The allocation will directly support County small businesses. More than 125 applications have been received and 93 have been approved and funded. Staff continues to promote this allocation through digital media.

Staff participated in the groundbreaking ceremony for The Maine of Williamsburg, a privately-owned event venue on Monticello Avenue near the intersection with Route 5. The Maine was the first tourism business to apply for incentives for the Tourism Zone which provides Business, Professional, and Occupational License Tax and Business Personal Property Tax grants through the Economic Development Authority.

Staff participated in purchasing interviews for the consultant selection for the Target Sector Study Update. The Greater Williamsburg Partnership secured funding for the Target Sector Update through a GO Virginia grant. Chmura Economics & Analytics LLC, based out of Richmond, was awarded the project. The consultant plans on engaging regional stakeholders in a series of focus group sessions to validate secondary data analysis, provide additional outlook into the region, and develop preliminary opportunities and recommendations.

Staff met with a commercial real estate agent with Cushman & Wakefield Thalhimer to review current market conditions and answer questions about available properties and on-going projects.

Staff coordinated with a local business to provide a holiday ornament for the Governor's Mansion.

Staff continues to engage in meetings with prospects for the James River Commerce Center.

### **Regional Events/Initiatives:**

- Staff has participated in multiple conference calls regarding COVID-19 including:
  - COVID-19 Business Recovery Forum call
  - Monthly Virginia Tourism Corporation call
  - Weekly Greater Williamsburg Partnership call
  - Weekly Virginia Economic Development Association call that includes updates from the Virginia Economic Development Partnership and the Small Business Association.
- Staff participated in a video shoot as part of the marketing campaign for the Dominion Energy Skiffes Creek mitigation. This marketing campaign will launch in spring 2021.
- Staff coordinated this year's virtual Manufacturing Day.

### **News:**

- The Sipping Flea opened in the Colonial Towne Plaza.
- The Maine of Williamsburg held a groundbreaking ceremony.
- Busch Gardens Williamsburg announced a new September event called The Taste of Busch Gardens.