

Economic Development Authority of Fluvanna County
July 8, 2024

Attendance:

Joshua Bower (a)
Brittany Grey (p)
Jeffrey Potter (p)

Valerie Palamountain (p)
Rudy Garcia (p)

Charlotte Gregory (p)
Raghvendra Singh (p)

County Staff:
Jennifer Schmack (p)

Tim Hodge, Board of Supervisors

P - Present A - Absent

I. Meeting was called to order at 5:05 pm.

Grey, who did not have childcare, in Palmyra, VA, requested to participate by phone. Motion by Potter. Seconded by Singh. Motion was unanimously approved 5-0.

III. Election of Officers

Chair: Garcia was nominated by Singh, seconded by Potter. Vote was approved 6-0.

Vice Chair: Bower was nominated by Palamountain, seconded by Potter. Vote was approved 6-0.

Secretary: Grey was nominated by Singh, seconded by Potter. Palamountain was nominated by Palamountain, seconded by Grey. Vote was Palamountain 6-0.

Treasurer: Grey was nominated by Potter, seconded by Singh. Vote was approved 6-0.

II. Approval of Consent Agenda

Motion to approve the Consent Agenda was made by Palamountain. Seconded by Gregory..
Unanimously approved 6-0.

IV. Presentation - Dan Fellows, SBDC Fork Union Advisory

MBA George Mason; 40 years in business. Started as the SBDC Fork Union Business Advisor in February. Created a small business work group, met with agribusiness leaders. Meeting scheduled in August with business owners. Office is in the Fork Union Community Center with hours on Tuesday and Thursday. Challenges are some businesses are reticent to talk with him. His time is free to the business community. All conversations between Dan and the business community are confidential. Loretta Morgan will have a pop-up vendor fair on Saturday, which he will attend. His background was in sales and marketing in telecommunications. His position is grant-funded. Goals are to increase the number of new business clients for the SBDC; one start-up, three have started to date; \$250,000 in business investment. If goals are met, the grant will be renewed for the next two years.

IV. Reports

A. Schmack gave the County report for May and June:

1. Visits to existing business - May: 12; June: 8
2. Partner Agencies, Networking Events, Conferences Attended - May: 21; June: 23
3. Other - May: 24; June: 12
4. Prospects/Real Estate inquiries - May 5;; June: 3

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5. Commercial Kitchen inquiries - May: 0; June: 0
6. Small Business Referrals - May: 2; June: 1

Fluvanna's designation as a Destination Marketing Organization. Grant was received from Virginia Tourism Corporation for Find Fluvanna marketing campaign. Marketing leverage grant was \$13,000 for Find Fluvanna, Fall in Love Campaign.

Virginia Department of Agriculture Consumer Services Governor's Agriculture and Forestry Industries Development Infrastructure Grant Program - Seller Pollination Co. awarded \$26,000 mobile honey processing facility.

Fluvanna Farm Producers Survey to understand the issues and concerns facing the farming community and finding ways to help solve them.

Groovin' at the Grove on Saturdays.

SBDC representative on July 16.

Fork Union Revitalization discussion will be on August 6 at the Fork Union Community Center. This is the first of four discussions.

- B. Chair's Report:
1. No report.

IV. Unfinished Business

- A. None.

V. New Business

- A. Chair will be calling in for the August meeting.

VI. Public Comments

No public comments.

VII. Adjournment

Motion made by Potter. Seconded by Singh. Approved 6-0. The meeting adjourned at 5:56 pm. The next meeting is August 12, 2024.

Respectfully submitted,

Valerie Palamountain

Valerie Palamountain, Secretary