

King George County Economic Development Authority
Meeting Minutes
August 11, 2022, 5:00PM

1. Call to Order:

Meeting was called to order by Beckey Gallamore, Chairman.

Present: Beckey Gallamore, Ian Fox, Guy Booth, Sandra Wimberley, Rick Pabst.

Absent: Delaine Richards, Richard Parker

Also present: Nick Minor, Director of Economic Development & Tourism, Kim Wilson, Economic Development Specialist and Roan Grapes.

2. Public Comment:

There was no public comment.

3. Approval of July 2022 Meeting Minutes:

Chair asks for changes or corrections. There were no changes or corrections.

Motion to accept the minutes was made by Rick Pabst.

Motion seconded by Sandra Wimberley.

Ayes – 5, Nays – 0, Motion carried.

4. Reports of Members:

Guy Booth – no report.

Ian Fox – no report.

Sandra Wimberley – no report.

Rick Pabst – no report.

Beckey Gallamore – no report.

5. Introduction: Sands Anderson

a. Andrew McRoberts

b. Christopher Mackenzie

Sands Andersons is law firm that is familiar with the county and Mr. McRoberts has worked with several past county attorneys. Mr. Mackenzie has extensive background in real estate. Each gentleman introduced himself and his experience.

The EDA will use Sands Anderson for real estate closures and special needs.

6. Presentations: Placer.ai – Location Intelligence and Foot traffic Data

Jeremy O' Neil from Placer.ai gave presentation on type of data the company collects, how it is collected using geofencing and how it can be used by local governments or businesses. They are working with 300 other municipalities. They can track shopping patterns, traffic patterns, locals vs. tourists and other information.

EDA members commented on how analytics presented were extensive and impressive.

Question was raised about personal privacy.

He responded that no personal information is collected. It is general based on cell phone pings. They use the US Census and partnerships with certain apps. Cell phone

users have the ability to opt out twice. Question about how this works? Would have an assigned customer service rep that can work with the EDA.

After the conclusion of the presentation Nick Minor reported that the cost of this service is in the \$21,000 range for 1 year. Discussion among members regarding information collected, possible uses, who in the county might benefit from this information and need for additional estimates from other companies. Nick Minor will take to the TAC and will investigate other possible companies.

7. Discussion Items:

a. Bay Workforce Development Career Fair

Nick Minor reports that the EDA contribution to Bay Workforce has benefit of a career fair targeted for King George for small business and possibly will be held in late September or early October. May also use this as opportunity for social services. It is for job openings and job seekers. Bay Workforce will help with the advertising.

Discussion included who is targeted and possible locations UMW Dahlgren, Library, Citizens Center, or the high school.

8. Action Items: Riot Pitch Night Sponsorship

Nick Minor explained what the event was and requested EDA to be a sponsor at the \$500.00 level.

Motion made by Rick Pabst to fund \$500 sponsorship for the Pitch Night event.

Motion was seconded by Ian Fox.

Ayes – 5, Nay – 0 Motion carried.

Becky Gallamore volunteers to take the judge position.

9. Old Business:

a. Shared space at UMW Dahlgren

Nick Minor reported on no issues for community use, expected cost and potential programming and uses. See agenda notes. Questions raised regarding subletting the space to the government and possible use by individuals in the community. May want to meet with UMW and NSWC to pursue more information.

Becky Gallamore wants to encourage committees to meet and work on projects or initiatives.

Nick Minor reported that microloan paperwork will be sent to Sands Anderson for review. Will be maintained by staff. Having C&F do it would not be beneficial to small businesses.

Rick Pabst noted that the EDA needs to look at new Industrial Park. Discussion around the possibility of a site on 301 and other properties along route 3. Waiting on study to determine buildable acres. Potentially looking at light industrial.

More discussion among the group regarding the EDA grants. Nick Minor wants to set a definite limit and more specific limits on what grant will be used for. Once that is done can be advertised.

10. Adjourn:

There being no further business.

Rick Pabst made motion to adjourn until the September 8, 2022, meeting.

Guy Booth seconded the motion.

Ayes – 5, Nays – 0

Motion carried.

Minutes submitted by Roan Grapes, Administrative Assistant

Minutes approved: _____ 9-8-2022 _____