

**ALBEMARLE COUNTY
ECONOMIC DEVELOPMENT AUTHORITY MINUTES
October 15, 2024
4:00 P.M.**

Directors present: Don Long, Chair; Jeff Morrill, Vice-Chair; John Mottola; David Storm, Stephen McNaughton (remote)

Directors absent: Andrea Johnson

Staff present: Emily Kilroy, Director of Economic Development; Jeanette Ark, Project Manager; Ruairi Vaughan; Richard DeLoria, Senior Assistant County Attorney; Jacob Sumner, Interim Chief Financial Officer; Andy Bowman, CFO for Policy & Partnerships; Bea LaPisto-Kirtley, Board of Supervisors Liaison to the EDA, Rivanna District

Staff absent: Ashley Perry Hernandorena, Business Development Manager (professional)

Guest presenters: Maureen Kelley, Director, Nelson County Economic Development and Tourism Office; Shannon Holland, Director GO Virginia Region 9, Matthew W.J. Brown, MWJ Brown Consulting

1. Call to Order and Establish Quorum

Chair Long called the meeting to order at 4:00 p.m.

2. Matters from the Public

Ms. Kilroy confirmed no speakers had signed up or raised their hands to speak.

3. Approval of Minutes

Motion to approve minutes from September 24, 2024 was made by Mr. Morrill and seconded by Mr. Mottola.

MOTION: The motion carried unanimously.

4. Financial Report

There was no update.

5. New Business

a. GO Virginia, Region 9 – Winery Scale Up Study

Ms. Kilroy introduced Maureen Kelley, Director of the Nelson County Economic Development and Tourism Office, Shannon Holland, Director of GO Virginia Region 9, and Mathew WJ. Brown, MWJ Brown Consulting.

Mr. Brown presented the GO Virginia Winery Scale Up Study for Region 9.

Mr. Long stated that Mr. McNaughton had requested to participate in the meeting remotely due to a personal reason.

Motion to allow Mr. McNaughton to participate in the meeting remotely was made by Mr. Long and seconded by [21:08].

MOTION: The motion carried unanimously.

Mr. Brown said that the region had the high potential to increase vineyard uses and yields, but for a financially stable wine market, they had to diversify the target audience and consider alternative distribution methods.

Mr. Storm expressed concerns about the difficulties they faced around marketing regional wine.

Mr. Brown noted that there were unique challenges to marketing the Virginia market, but the wide range of wine varieties produced in the region was a benefit. He said that they were beginning to organize around creating a Virginia wine coalition of regional stakeholders that would work to implement the recommendations and priorities identified in the study.

Ms. Kelley announced that they would report to the GO Virginia Council on October 29, and they would continue working on the plan through the end of the year. She said that the focus was now on implementation, and they were investigating several funding sources.

b. MOU DRAFT Albemarle County Board of Supervisors (Board) and Economic Development Authority (EDA)

Ms. Kilroy presented the draft MOU agreement. Mr. Long said that they had drafted a set of bullet points to present to the Board outlining their goals for the MOU. He said that they had synthesized the feedback they received from the County Executive's Office and from the joint meeting with the Board.

Mr. Long suggested that the EDA should be more aggressive in how it used its authorized powers to acquire and sell land. He said that the old MOU had implied a hesitance to allow the EDA to use its full power, and they wanted to make it clear that the Board was not restricting the EDA in using its powers in support of the strategic plan and Project ENABLE.

Mr. Long said that they planned to vote on the draft MOU at the next meeting.

c. Staff Report

Ms. Kilroy provided the staff report. She announced that they were hiring a new management analyst, and they had generated a great applicant pool. She said that the notice of intent to award was posted for the Strategic Planning process, and it will be posted for 10 days before they could formally issue the award. She noted that Mr. Long and Ms. LaPisto-Kirtley would serve as the liaisons for a stakeholder committee to provide feedback during the planning process, and they planned to bring updated items to the EDA at the regular meetings.

Ms. Kilroy announced that October was Wine Month, and the industry generated \$6.2 million in annual revenues for the County. She said that Afton Scientific was recognized at a recent governor's event due to a recent expansion. She announced that Virginia was recognized by CNBC as the top state for business, and the Virginia Economic Development Department was committed to keeping the state competitive.

Ms. Kilroy shared that a new institute was being created at UVA, The National Security Data and Policy Institute, which was supported by a \$20 million investment from the federal government for the first two years. She said that the institute would facilitate connections with the intelligence industry and direct and pull resources for research.

6. Unfinished Business

There was none.

7. Other Matters

There were none.

8. Adjourn

Chair Long adjourned the meeting at 5:07 p.m. The next meeting is November 19, 2024, in Room 241.

Teste: _____
Donald Long, Chairman

Approved: _____
Emily Kilroy, Assistant Secretary