

**FAIRFAX COUNTY ECONOMIC
DEVELOPMENT AUTHORITY
COMMISSION MEETING
October 10, 2022**

The fourth Commission meeting of FY2023 was held via Zoom videoconferencing due to the COVID-19 pandemic. Joining the meeting were:

COMMISSIONERS:

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| Cathy Lange, Chairman | Rocky Mitchell |
| James Quigley, Vice Chairman | Steven Partridge |
| Ronald Johnson, Secretary | Pallabi Saboo |

STAFF:

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| Victor Hoskins, President and CEO | Theresa Rhodes, Business Research Manager |
| Mike Batt, Vice President, Talent Program | Cathy Riley, Senior Vice President |
| Alex Iams, Executive Vice President | Anne Rosenblum, National Business Investment Manager – Technology and Capital Attraction |
| Donna Hurwitt, Vice President, Operations | Owen Rouselle, Business Research Analyst |
| David Kelley, Director, National Business Investment | Karen Smaw, Director, Diversity Investment, and Entrepreneurship |
| Jatinder Kaur Khosla, Director, International Business Investment | Andrew Taherzadeh, Assistant Director, Communications |
| Cheryl Martelli, Executive Administrative Assistant | Roderick Williams, Manager, Talent Program |
| Anna Nissinen, Vice President, Communications | Sandra White, Director, Operations and Human Resources |
| Andrew Post, Operations Specialist | Spencer Woods, National Business Investment Manager – Digital Media and Mobility Services |

LEGAL COUNSEL

Michael Graff, Esq., McGuireWoods

GUESTS

Aaron Jones, DCI
Caren Merrick, Secretary of Commerce and Trade,
Commonwealth of Virginia

Eta Nahapetian, Fairfax County

**FAIRFAX COUNTY ECONOMIC
DEVELOPMENT AUTHORITY
COMMISSION MEETING
October 10, 2022**

I. Welcome

Mr. Taherzadeh provided direction to the Commission, the presenters, and guests about the videoconferencing venue and addressing comments and inquiries. He stated that it was a public meeting and anyone from the public wishing to submit a question, or a comment could do so via email addressed to Ms. Cheryl Martelli, cmartelli@fceda.org.

II. Call to Order

Chairman Lange called the meeting to order at 6:02 p.m. Those present were Chairman Lange, Vice Chairman Quigley, Commissioners Johnson, Mitchell, Partridge, and Saboo.

III. Expenditures Report

Commissioner Partridge gave the Treasurer's Report. He stated that the report represents three months (25%) of fiscal year 2023 and 21% of the budget has been expended. Operating expenses include a \$100,000 sponsorship for planning, development, and implementation of the Connected DMV World Congress.

Commissioner Mitchell joined the meeting at 6:15 pm. Commissioner Johnson joined the meeting at 6:19 pm. There were technical difficulties related to Zoom.

IV. Guest Speaker – Ms. Caren Merrick, Secretary of Trade and Commerce, Commonwealth of Virginia

Chairman Lange introduced Ms. Caren Merrick, Secretary of Commerce and Trade. As her bio states, she is dedicated to developing and growing an economy that works for all Virginians. She is an entrepreneur, board director, advisor and executive with over 25 years of experience launching new companies, reinventing companies, leading business improvement transformation, and overseeing change management. She and one of the companies she co-founded were highlighted among the 10 Start-Ups that Changed Washington by the Washington Business Journal. Secretary Merrick co-founded and was instrumental in growing Fairfax, Virginia-based webMethods, Inc. from a basement start-up to a global company of 1,100 people and \$200m+ in revenue. She has served as a board director of public and private growth companies with combined assets of \$12B and revenue of \$3B across a variety of sectors. Most recently, Secretary Merrick was founding CEO of The Virginia Ready Initiative (or VA Ready.) VA Ready is a dynamic, business led partnership formed in response to the economic hardships created by COVID-19 and now helping over 3,500 Virginians rapidly reskill for in-demand jobs.

Vice Chairman Quigley welcomed Secretary Merrick and congratulated her on co-founding a tech startup which was not just a federal-contracting company. He shared that WebMethods played an

**FAIRFAX COUNTY ECONOMIC
DEVELOPMENT AUTHORITY
COMMISSION MEETING
October 10, 2022**

important role in diversifying the economy in Fairfax County. WebMethods was sold to Software AG for nearly \$600 million.

Vice Chairman Quigley and Ms. Merrick engaged in a fireside chat forum. He asked how her experience in the private sector has helped shape her role as Secretary of Trade and Commerce. She stated that the Governor's goal is to help grow jobs, businesses, and Virginia's population and to employ 400,000 more Virginians and increase the number of startups by 10,000. There are currently 95,000 more Virginians employed since inauguration day. Additionally, the Governor has been successful at cutting the budget by nearly \$2 billion. Her goal is to help start, grow, and relocate businesses in Virginia.

Vice Chairman Quigley stated there are 130,000 open positions in the region and asked Secretary Merrick how she sees the talent issue and getting qualified people into those positions in the region?

Secretary Merrick said we have a lot of strengths in northern Virginia - best educated region and strong core competitiveness. She stated that her department has been digging into the data asking why is Virginia's participation in the workforce the lowest than it has ever been in history. It is slower to recover from covid, slower than North Carolina, South Carolina, Georgia, Texas, and Florida. Northern Virginia is losing people. She discussed programs implemented to retain college alumni and veterans. She also discussed ways to work with employers regarding hiring requirements.

Secretary Merrick stated that the topic of more accessible and affordable housing is on the Governor's 2nd year agenda. She discussed organizing and consolidating the workforce programs throughout the state of Virginia (full presentation attached).

V. Approval of Minutes

Chairman Lange called for a motion to approve the minutes of the September 12, 2022, Commission meeting. Vice Chairman Quigley moved to approve the minutes. Commissioner Saboo seconded the motion. Counsel Graff took the roll call for the vote. The motion passed unanimously.

VI. Operations Update

Ms. Hurwitt stated that the final FY22 Financial Audit Report had previously been distributed to the Commissioners. It was a clean audit regarding the financial statement, as well as the compliance reports. They are prepared by the county finance staff. There was a new government standard re leases.

**FAIRFAX COUNTY ECONOMIC
DEVELOPMENT AUTHORITY
COMMISSION MEETING
October 10, 2022**

Commissioner Johnson inquired if there are any material differences between the draft audit and the final report being voted on this evening. Ms. Hurwitt said there were none. Chairman Lange requested a motion to approve the audit, as presented. Commissioner Partridge made a motion to approve the audit. Commissioner Johnson seconded the motion. Counsel Graff took the roll call for the vote. The motion passed unanimously.

Ms. Hurwitt stated that she is asking for the Commissioners' approval of the FY24 budget the EDA is submitting to the County. A copy of the FY24 budget had previously been distributed to the Commissioners. There is no increase in the personnel budget.

Chairman Lange requested a motion to approve the budget. Commissioner Saboo moved to approve. Commissioner Johnson seconded the motion.

Commissioner Mitchell inquired why there was no request for an increase in the budget. Some discussion was had among the Commissioners. Counsel Graff took the roll call for the vote. The motion passed unanimously.

Vice Chairman Quigley left the virtual meeting at 7:00 pm.

VII. Chairman's Report

Chairman Lange distributed the list of which Commissioners would meet with which Fairfax County Supervisors for the annual one-on-one meetings. The purpose is to discuss their goals for the year. Ms. Martelli will reach out to coordinate schedules to set up these meetings. A Save the Date meeting notice has been sent to all Commissioners for the January 12, 2023, annual strategic planning session. The agenda is currently being drafted and should be completed in a few weeks.

Commissioner Mitchell asked if it is anticipated to be an in-person meeting and Chairman Lange responded that it is to be determined.

VIII. President's Report

President Hoskins reported on his recent speaking events, special meetings, and interviews for the past month.

He reported that he is hosting a "Return to the Office" lunch on Thursday, October 12. In attendance will be the staff, Supervisor Lusk, and his chief of staff. A discussion on the book, "Paradigms: The Business of Discovering the Future" by Joel Arthur Barker, is taking place with staff on Friday, October 13.

**FAIRFAX COUNTY ECONOMIC
DEVELOPMENT AUTHORITY
COMMISSION MEETING
October 10, 2022**

Communications Update: Ms. Nissinen reported there was over \$40 million in September in earned media value as a result of several business development activities, as well as travel. There were a couple of company announcements, Pangiam and Enabled Intelligence, Inc., and a trip to Seoul, Korea by EDA's International Business Investment team. There has been some very good regional and local coverage on the career fair that was held last month at the army museum.

Ms. Nissinen stated that the entire FY21 goal of \$80 million has already been achieved-to-date this year for earned media.

IX. Closed Session

Chairman Lange called for a motion at 8:08 p.m. to convene in closed session pursuant to Virginia Code Section 2.2-3711(A)(39) for the discussion or consideration of information subject to the exclusion in subdivision 3 of Virginia Code Section 2.2-3705.6 related to economic development. A motion was made by Commissioner Saboo. Commissioner Partridge seconded the motion. Counsel Graff took the roll call for the vote. The motion passed unanimously.

Chairman Lange called for a motion to reconvene in open session at 8:02 p.m. and to certify that only public business matters exempt from open meeting requirements identified in the motion by which the EDA entered the closed session were discussed in the closed session. A motion was made by Commissioner Saboo. Commissioner Johnson seconded the motion. Mr. Graff took the roll call for the vote. The motion passed unanimously.

X. Adjournment

There being no further business and no objections, Chairman Lange adjourned the meeting by consent at 8:02 pm.

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Cathy Lange

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Cathy Lange
Chairman

DocuSigned by:

Ron Johnson

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Ronald Johnson
Secretary