

RE-APPROVED (UNSIGNED) 1/12/23
FAIRFAX COUNTY ECONOMIC
DEVELOPMENT AUTHORITY
COMMISSION MEETING
November 14, 2022

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

COMMISSIONERS:

Cathy Lange, Chairman	Linnie Haynesworth
James Quigley, Vice Chairman	Pallabi Saboo
Ronald Johnson, Secretary	Joe Vidulich

STAFF:

Victor Hoskins, President and CEO	Sharon Reed, Communications 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	Andrew Taherzadeh, Assistant Director, Communications
Jatinder Kaur Khosla, Director, International Business Investment	Stephen Tarditi, Director, Market Intelligence
Cheryl Martelli, Executive Administrative Assistant	Roderick Williams, Manager, Talent Program
Anna Nissinen, Vice President, Communications	Sandra White, Director, Operations and Human Resources
Juhi Naithani, Assistant Director, International Business Investment	
Andrew Post, Operations Specialist	

LEGAL COUNSEL

Michael Graff, Esq., McGuireWoods

GUESTS

Aaron Jones, DCI	Eta Nahapetian, Fairfax County
Ali Maniglia	Rebecca Moudry

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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 6:01 p.m. Those present were Chairman Lange, Vice Chairman Quigley, Commissioners Haynesworth, Johnson, Saboo, and Vidulich.

III. Approval of Minutes

Chairman Lange called for a motion to approve the minutes of the October 10, 2022, Commission meeting. Commissioner Saboo made the motion. Vice Chairman Quigley moved to approve the minutes. Counsel Graff took the roll call for the vote. Commissioners Haynesworth and Vidulich abstained. The motion passed unanimously.

IV. Expenditures Report

In Commissioner Partridge's absence, Chairman Lange gave the Treasurer's Report. She stated that the report represents four months (33%) of fiscal year 2023 and 27% of the budget has been expended. The Operating Budget increased by \$365,627 due to the transfer of funds from the IRB fee fund. These funds have been allocated to Marketing Communications per the Commission action at the June 27, 2022 meeting.

V. The Fairfax Founders Fund

Mr. Iams introduced Ms. Eta Nahapetian, Smart Community Innovation Manager, Department of Economic Initiatives, who was joined by the Department Director, Ms. Rebecca Moudry. Ms. Moudry intended to give some introductory comments, however, was having technical difficulties with accessing the zoom.

The Fairfax County Board of Supervisors authorized \$1,000,000 from the County's Economic Opportunity Reserve Fund to create this grant and technical assistance for startup firms in emerging technology industries in the County. The Fund is being established to assist early-stage businesses within the County and to connect grantees with technical assistance and other area partnerships to bolster startups in the County. The FCEDA have been asked to assist in the establishment and implementation of the Fairfax Founders Fund. The funding amount will be awards of \$50,000 and the amount of the Fund is \$1,000,000.

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The Memorandum of Understanding between Fairfax County and the Fairfax County Economic Development Authority specifies the requirements to establish, implement and administer the Fairfax Founders Fund. Ms. Nahapetian discussed the MOU components. Ms. Moudry provided additional comments to the Commission regarding the Fund.

There were technical difficulties that occurred during the Founders' Fund presentation. Commissioner Vidulich made a motion to recess the meeting from 6:21 pm for five minutes so the issues could be resolved. The meeting resumed at 6:26 pm. Chairman Lange called the meeting to order at that time.

The Commissioners previously received a copy of the Resolution. Counsel Graff summarized the Memorandum of Understanding and stated that it would need the approval of the Commission. Commissioner Vidulich moved to approve the Resolution. Commissioner Haynesworth seconded the motion. Counsel Graff took the roll call for the vote. The motion passed unanimously (full presentation attached).

VI. Slate of Officers

The Governance Committee has discussed a list of potential officers to serve two-year terms beginning in January, 2023. The criteria are tenured board leaders with good attendance and new board leaders to bring continuity and fresh perspectives to the board. Contained in the Bylaws is a provision to nominate an Assistant Secretary to share in the duties.

Chairman Lange stated that the nomination for Treasurer is Commissioner Vidulich. She inquired if there were other nominations for Treasurer. Hearing none, Counsel Graff called the roll for the vote. Commissioner Vidulich abstained. The motion was passed.

The Governance Committee nominated Commissioner Johnson for role of Secretary. She inquired if there any other nominations for Treasurer. Hearing none, Commissioner Vidulich seconded the nomination/motion. Counsel Graff called the roll for the vote. Commissioner Johnson abstained. The motion was passed.

The Governance Committee nominated Commissioner Saboo for role of Assistant Secretary. She inquired if there were any other nominations for Assistant Secretary. Hearing none, Commissioner Vidulich moved the nomination. Counsel Graff called the roll for the vote. The motion was passed.

The Governance Committee nominated Commissioner Wagner for role of Vice Chair. Chairman Lange inquired if there were any other nominations for Vice Chair. Hearing none, Commissioner Johnson moved the nomination. Counsel Graff called the roll for the vote. The motion was passed.

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Chairman Lange stated that Commissioner Wagner said he would accept if he was nominated Vice Chair.

The Governance Committee nominated Vice Chair Quigley for role of Chairman. Chairman Lange inquired if there were any other nominations for Chairman. Hearing none, Commissioner Vidulich moved the nomination. Counsel Graff called the roll for the vote. Vice Chair Quigley abstained. The motion was passed.

VII. Chairman’s Report

Chairman Lange gave an update on which one-on-one Supervisor meetings had been scheduled to date. She stated that a one-page document entitled, “FY2022 Accomplishments” will be circulated to the Commissioners for these meetings. The Strategic Planning session will be held on Thursday, January 13, 2023 at the Elevate meeting space in The Watermark Hotel from 8:30 am to 12:30 pm, with breakfast at beginning at 7:30 am in the restaurant below the Elevate meeting space.

VIII. President’s Report

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

Talent Program: Mr. Batt reported on the **Think Big for Kids** Program and EDA’s participation. It is a national non-profit dedicated to breaking the cycle of poverty by helping middle and high school students with career exploration, mentorships and scholarship programs for job readiness and placement. Mr. Batt stated that there is a search for advisory board members from a diverse set of companies and dedicated volunteers is on-going. He’s engaging with impressive companies who have expressed an interest. On Thursday, December 1, there is a reception and information session taking place at Morton’s in Reston from 5:00 pm to 7:00 pm. Think Big for Kids partners with the Fairfax County Public Schools, the Boys and Girls Clubs, and like organizations.

In October and November, there were three more career fairs reaching 600 connections, including working with the Northern Virginia Economic Development Alliance for the Women in Technology career fair at the Tysons Hyatt recently. For the Talent website, Mr. Batt reported that in the first four months of FY23, the site has already had 70% of the total hits for FY21 (full presentation attached).

Communications Update:

Ms. Nissinen stated that there have been 378 media placements with a reach of 889.2 million for the month of October. She reported on the media placements and highlighted that Northern Virginia is

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being celebrated as the choice location for HQs by *Business Facilities Magazine*. Additionally, *Site Selection Magazine* named Virginia as the #1 state for business climate, unseating Georgia from that spot. Georgia held the #1 spot for eight years. She reported the sheer number of announcements in Virginia was key.

IX. Closed Session

Chairman Lange called for a motion at 7:14 p.m. to convene in closed session pursuant to Virginia Code Section 2.2-3711(A)(1) for the discussion or consideration of employee salaries. A motion was made by Commissioner Johnson. Vice Chair Quigley 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.

Regarding the closed session discussion, a motion was made by Vice Chair Quigley that effective January 1, 2023, an increase in the EDA President's salary of 10% will be made and to award the President the IRS maximum allowable deferred compensation for 2023 promptly, after the IRS announces that figure. Commissioner Haynesworth seconded the motion. Mr. Graff took the roll call for the vote. The motion passed unanimously.

On behalf of the Commission, Chairman Lange expressed to President Hoskins their appreciation of his leadership and the great work he has done for the organization, the county, the region, and the state. She also stated that he has the full support of the board

X. Adjournment

There being no further business and no objections, Chairman Lange adjourned the meeting by consent at 7:44 pm.

Cathy Lange
Chairman

Ronald Johnson
Secretary