

**APPROVED (UNSIGNED) 1/12/23**  
**FAIRFAX COUNTY ECONOMIC**  
**DEVELOPMENT AUTHORITY**  
**ANNUAL STRATEGIC PLANNING COMMISSION MEETING**  
**December 12, 2022**

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

**COMMISSIONERS:**

Cathy Lange, Chairman	Pallabi Saboo
James Quigley, Vice Chairman	Rick Wagner
Ronald Johnson, Secretary	Joe Vidulich
Steven Partridge, Treasurer	

**STAFF:**

Victor Hoskins, President and CEO	Theresa Rhodes, Business Research Analyst
Mike Batt, Vice President, Talent Program	Anne Rosenblum, National Business Investment Manager – Technology and Capital Attraction
Alex Iams, Executive Vice President	Owen Rousselle, Business Research Analyst
Donna Hurwitt, Vice President, Operations David Kelley	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	Spencer Woods, National Business Investment Manager, Digital Media, and Mobility Services
Sharon Reed, Communications Manager	Christy Youk, International Business Investment Manager - Asia

**LEGAL COUNSEL**

Michael Graff, Esq., McGuireWoods

**GUESTS**

Dr. Anirban Basu, Sage Policy Group, Inc.,  
 Ali Maniglia, DCI

Eta Nahapetian, Fairfax County

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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](mailto: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 Johnson, Partridge, Saboo, Vidulich, and Wagner.

**III. Approval of Minutes**

Chairman Lange called for a motion to approve the minutes of the November 14, 2022, Commission meeting. Commissioner Vidulich made the motion. Commissioner Johnson moved to approve the minutes. Counsel Graff took the roll call for the vote for the Commissioners in attendance at the meeting (Chairman Lange, Vice Chairman Quigley, Commissioner Johnson, Saboo, and Vidulich.) 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 five months (42%) of fiscal year 2023 and 33% of the budget has been expended. Due to the start of a new short-term lease, rent has been waived for October through January. These funds have been reallocated to digital advertising campaigns.

**V. Dr. Anirban Basu, Chairman & CEO of Sage Policy Group, Inc.**

Chairman Lange introduced Dr. Anirban Basu. He is the Chairman & CEO of Sage Policy Group, Inc., an economic and policy consulting firm headquartered in Baltimore, Maryland with an office in Orlando, Florida. The firm provides strategic analytical services to energy suppliers, law firms, medical systems, government agencies, and real estate developers among others.

In 2014, Maryland Governor Larry Hogan appointed him Chair of the Maryland Economic Development Commission (2014-2021). He serves as Chairman of the Baltimore County Economic Advisory Committee. He is also the Chief Economist to Associated Builders and Contractors, the Chief Economist of the Maryland Bankers Association, and Chief Economic Advisor to the Construction Financial Management Association. He serves or has served similar functions for Visit Baltimore, Maryland Realtors, and Marcum, LLP.

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He has lectured at Johns Hopkins University, most recently in Global Strategy, and has also taught international economics, urban economics, micro- and macroeconomics at Hopkins. His radio show can be heard weekdays on 88.1FM, WYPR, Baltimore.

Dr. Basu discussed the factors affecting current inflation in depth, including the U.S. Consumer Price Index, U. S. money supply, U.S. supplier disruptions and supplier delays, U.S. GDPs, the labor market, the housing market, and manufacturing. Chairman Lange inquired when recovery could be expected that will make a difference in Fairfax County. He stated that: “Fairfax County is an amazing success story and has enormous promise going forward. It needs more people available to work and to accomplish that, it needs more housing in diverse price points. Current housing policy enables very exclusive zoning and that constrains growth. The county is a victim of its own success. People are looking for cheaper alternatives.” Vice Chair Quigley inquired what solutions does Dr. Basu see for the work-from-home drain on the commercial tax base, which is depleting revenue for the police, schoolteachers, etc. He commented that cities are currently flush with cash, which they will spend on infrastructure, however, after that, people will start seeing a re-assessed commercial tax base. Hotels won’t hold their value, office buildings won’t be worth as much, and shopping centers will need to be redeveloped. Turning office buildings into apartment buildings is one example. If that commercial tax base declines in value, there will be more pressure on the residential base. Dr. Basu stated that finding methods to keep the commercial side going to attract more people is necessary. If tax rates go up and it drives people out, that puts even more pressure on the folks that are left (full presentation attached).

## **VI. Chairman’s Report**

Chairman Lange reported that the annual Board of Supervisor one-on-one have been set. The annual strategic planning Commission retreat is scheduled for Thursday, January 12th from 8:30 am to 12:30 pm at the Watermark Hotel at the Perch. The focus will be on adjusting strategic direction in uncertain economic times. She reviewed the agenda - guest speakers and topics.

## **VII. President’s Report**

President Hoskins reported on his recent speaking events, special meetings, and interviews for the past month. He highlighted a bus tour he participated in the day of the Commission meeting with nine city councilmen from the District of Columbia. Others in attendance were Mr. Ray Ritchie from Boston Properties, Matt Kelly from JBG Smith, and Brian Kenner from Amazon. The tour took them around northern Virginia highlighting huge changes over the past decade and a half. President Hoskins stated that the tour will compel the participants to move ahead and create a platform for them to prosper.

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Mr. Iams reported on his activities throughout the month, including the inaugural Quantum World Congress conference, organized by ConnectedDMV, established to grow quantum computing science and the quantum industry. It took place at the Ronald Reagan Building in Washington, DC for three days - November 29 to December 1, 2022. It offered the EDA and partners in Virginia, Washington, DC, and Maryland an opportunity to highlight the regions resources and assets related to the industry. Mr. Iams stated that though this is the conference’s first year, it attracted 700+ attendees and provided 90 expert speakers. The EDA and this region are “planting their flag as one of the places in the world where quantum computing can grow the strongest and the fastest.”

**Talent Program:** Mr. Batt reported on three key areas the Talent Program is focusing on:

- 1) has joined Fairfax County Public Schools Superintendent, Dr. Michelle Reid’s alignment team and her core strategic planning team working with grades K-12. Also, the recent “Think Big for Kids” launch, took place established to motivate students and prepare them for various industries and career opportunities through mentorships, scholarships, etc.
- 2) In higher ed – the Talent Program is connected with over 100 universities across the country to help students launch their careers in Fairfax County. Mr. Batt attended the Annandale Campus Advisory Board of the Northern Virginia Community College recently.
- 3) working with the Northern Virginia Regional Commission to engage transitional military service members with the business community (full presentation attached).

**Communications Update:**

Ms. Nissinen stated the earned media value for November was the highest it has been in approximately the past ten years at \$145 million. Approximately two thirds of that came from the Silverline opening that took place on November 15, 2022. The Quantum World Congress was very well-represented internationally and went viral online. Ms. Naithani’s recent trip to India received much media coverage, she was all over the media there with positive post-trip headlines. Smart Roof, adding about 400+ jobs and square feet was a very large announcement getting trade coverage and national media attention.

**VIII. Adjournment**

There being no further business and no objections, Chairman Lange adjourned the meeting by consent at 7:34 pm.

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Cathy Lange  
Chairman

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Ronald Johnson  
Secretary