

FAIRFAX COUNTY ECONOMIC DEVELOPMENT AUTHORITY
COMMISSION MEETING
April 10, 2023

The tenth Commission meeting of FY2023 was held in person at the FCEDA office, 8300 Boone Boulevard, Suite 450, Tysons, Virginia. Some staff members joined via zoom, shown below.

Joining the meeting were:

COMMISSIONERS:

Rick Wagner, Vice Chairman	Linnie Haynesworth
Ron Johnson, Secretary	Rocky Mitchell
Pallabi Saboo, Assistant Secretary	Steven Partridge

STAFF:

Victor Hoskins, President and CEO	Andrew Post, Operations Specialist, via Zoom
Mike Batt, Vice President, Talent Program	Sharon Reed, Communications Manager, via Zoom
John Blair, Assistant Director, National Business Investment Division	Anne Rosenblum, Manager, National Business Investment – Technology and Capital Attraction, via Zoom
Donna Hurwitt, Vice President, Operations	Owen Rouselle, Business Research Manager, via Zoom
Alex Iams, Executive Vice President	Sandra White, Director, Operations and Human Resources, via Zoom
Jatinder Kaur Khosla, Director, International Business Investment, via Zoom	Spencer Wood, National Business Investment - Digital Media and Mobility Services, via Zoom
Cheryl Martelli, Executive Administrative Assistant	Andrew Taherzadeh, Assistant Director, Communications, via Zoom
Cathy Riley, Senior Vice President, via Zoom	Stephen Tarditi, Director, Market Intelligence
Karen Smaw, Director, Diversity, Investment, and Entrepreneurship, via Zoom	

LEGAL COUNSEL

Michael Graff, Esq., McGuireWoods

GUESTS

Courtney Geduldig, Micron, via Zoom
 Elaine Kim, via Zoom
 Eta Nahapetian, Fairfax County
 Quinton Walsh, via Zoom

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I. Welcome

For the Zoom participants, Mr. Taherzadeh provided direction 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

Vice Chairman Wagner called the meeting to order at 6:04 p.m. Those present were Vice Chairman Wagner, Commissioners Haynesworth, Johnson, Mitchell, Partridge, and Saboo. Chairman Quigley, Commissioners Lange and Vidulich were absent.

III. Approval of Minutes

Vice Chairman Wagner called for a motion to approve the minutes of the February 13, 2023, Commission meeting. Commissioner Saboo moved to approve the minutes. Commissioner Partridge seconded the motion. Counsel Graff took the roll call for the vote. Commissioners Haynesworth, Johnson, and Mitchell abstained. The motion passed unanimously.

Vice Chairman Wagner called for a motion to approve the minutes of the March 13, 2023, Commission meeting. Commissioner Saboo moved to approve the minutes. Commissioner Mitchell seconded the motion. Counsel Graff took the roll call for the vote. The motion passed unanimously.

IV. Expenditures Report

In Commissioner Vidulich's absence, Vice Chairman Wagner gave the Treasurer's Report. He stated that the report represents ten months (75%) of fiscal year 2023. Expenditures were high in March, largely as a result of getting caught up with payments to the marketing communications agencies. As 4th quarter of the fiscal year begins, the team is working closely with managers to ensure a smooth close-out of the year. As noted last month, much travel is planned during the 4th quarter.

V. Guest Speaker

Commissioner Haynesworth introduced Ms. Geduldig. She is corporate vice president for government and public affairs at Micron Technology, Inc., a semiconductor industry leader in innovative memory and storage solutions. She joined the company in February 2022 and is responsible for global government affairs, external affairs, stakeholder engagement, issue management and public policy.

Prior to Micron, Ms. Geduldig was head of government and public affairs at Chime Financial, a technology startup company in San Francisco. Previously, she worked for nearly 10 years at S&P Global, most recently as executive vice president and chief public and government affairs officer, where she led global government relations, communications and media relations, corporate responsibility, brand marketing and corporate events. Prior to her role at S&P Global, she served as

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head of regulatory and federal affairs at the Financial Services Forum, chief financial counsel to Sen. Bob Corker, and deputy assistant secretary for the U.S. Treasury Department. She also co-authored the book "Where the Jobs Are: Entrepreneurship and the Soul of the American Economy." Ms. Geduldig is an independent director on the board of Reliability First and a member of the Maryland State Bar.

Vice Chair Wagner and Ms. Geduldig engaged in a fireside chat that began with Ms. Geduldig sharing highlights of her career journey, which began working in public service. She stressed that good character traits like humility, tenacity, and the importance of building relationships were instilled in her as a result. In discussing the impacts that onshoring, reshoring and friend shoring of jobs and manufacturing have had on her work at Micron and within the industry, she stated that the scale of manufacturing memory brings an enormous power of economic impact and creates an eco-system around it that is transformative for the supply chain. One project she discussed specifically will create more than 50,000 jobs, 7,000 of which are construction jobs. She talked about the difficulty of finding people in the public affairs/government affairs space that are trained to see the world globally but operate locally and how Micron is working hard to professionalize this skill set.

Ms. Geduldig stated that the key strengths of the region that were attractive to Micron were proximity to Washington, to policy makers, and to the intelligence communities. The strong support from state and local government and the powerful incentive packages, as well as workforce were all very important. The strong universities and community colleges were very important to Micron.

Vice Chairman Wagner asked Ms. Geduldig about her leadership style and what it takes to meet challenges or overcome adversity? She said she focuses on how she can make the interaction about what is important for the other person to achieve, which results in an endless ability to grow as a team, as a company, as a leader. They discussed thoughts on how to scale training or increase the talent pipeline to meet the current and future demand.

She discussed her perspective on how uniquely people have been affected by the pandemic in very different ways and how countries, such as China, are very different places. He inquired how economic development organizations like the FCEDA can innovate in the current environment. She used an example of how important it is to know the company in a targeted way and being strategic in the ways the organization can partner with the company, using all the tools in the toolbox to work with them.

VI. Vice Chairman's Report

Vice Chairman Wagner stated that Mr. James Schenck, President and CEO, PenFed, is the scheduled guest speaker for next month. The Board of Supervisors' FY24 budget hearings will take place on Tuesday, April 11, 2023, at 4:00 pm at the Government Center immediately following the Fairfax County Public Schools' presentation.

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VI. President's Report

President Hoskins reported briefly on his speaking events, special meetings, and interviews for the past several months. Due to a restructuring of the staff reporting activities since January, more time has been committed to guest speakers each month and staff activities are reported quarterly.

VII. Adjournment

There being no further business and no objections, Vice Chairman Wagner adjourned the meeting by consent at 7:04 pm.

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Rick Wagner

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Rick Wagner
Vice Chairman

DocuSigned by:

Ron Johnson

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Ronald Johnson
Secretary