**November 13, 2023** 

The fifth Commission meeting of FY2024 was held in person at the FCEDA office, 8300 Boone Boulevard, Suite 450, Tysons, Virginia. Some staff members and guests joined via zoom, shown below. Joining the meeting were:

# **COMMISSIONERS:**

James Quigley, Chairman Rick Wagner, Vice Chairman Ron Johnson, Secretary – via Zoom Pallabi Saboo, Assistant Secretary Jermaine Johnson, Commissioner Nominee Cathy Lange Steve Partridge

# **STAFF**:

Victor Hoskins, President and CEO	Yoselin Penas, International Business Investment Manager - Europe
Mike Batt, Vice President, Talent Program	Andrew Sanchez, National Business Investment Manager – Software, Data Analytics, and Cloud Computing
Donna Hurwitt, Vice President, Operations	Karen Smaw, Director, Diversity, Investment, and Entrepreneurship
David Kelley, Director, National Business Investment	Andrew Taherzadeh, Assistant Director, Marketing/Communications
Jatinder Kaur-Khosla, Director, International Business Investment, via Zoom	Stephen Tarditi, Director, Market Intelligence
Cheryl Martelli, Executive Administrative Assistant	Sandra White, Director, Operations and Human Resources, via Zoom
Anna Nissinen, Vice President, Communications	

# **LEGAL COUNSEL:**

Michael Graff, Esq., McGuireWoods, via Zoom

# **GUESTS:**

n/a

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#### I. Welcome

For the Zoom participants, Mr. Taherzadeh provided direction about the videoconferencing venue and how comments and inquiries will be addressed. 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, <a href="martelli@fceda.org">cmartelli@fceda.org</a>.

# II. Call to Order

Chairman Quigley called the meeting to order at 6:00 p.m. Those present were Chairman Quigley, Vice Chairman Wagner, Commissioners Ron Johnson, via Zoom, Jermaine Johnson, Lange, Saboo and Partridge. Commissioners Haynesworth and Mitchell were absent. He stated the matters for the evening will be discussed in open session. In observance of the Virtual Attendance Policy, Chair Quigley confirmed that Commissioner Ron Johnson was feeling under the weather. It was duly noted that Commissioner Johnson joined virtually from his home in Fairfax County.

# III. Approval of Minutes

Chairman Quigley called for a motion to approve the minutes of the October 9, 2023, Commission meeting. Commissioner Lange moved to approve the minutes. Vice Chair Wagner seconded the motion. Counsel Graff stated anyone that was not at the last meeting, can abstain from the roll call for the vote. He called the roll; the motion passed unanimously.

# IV. Expenditures Report

Chairman Quigley gave the Treasurer's Report. He stated that the report covers 33% of fiscal year 2024 and 31 percent of the annual budget has been expended. The line item for Legal Services has been almost fully expended due to one-time fees associated with lease negotiations for new office space. Other operating funds will be reallocated to cover these costs. An offer has been accepted for the National Business Investment Manager for Life Sciences, Quantum Computing and Capital Attraction after the unanticipated resignation of Leowil Villanueva who accepted a job that was in-theworks prior to his onboarding at the FCEDA. The new team member will come on board in November along with the new manager for the India market, as previously announced.

# V. FY23 Financial Audit

Ms. Hurwitt, Vice President of Operations, stated that this item was postponed from last month. The final report was delayed due to two new accounting standards. Ms. Hurwitt stated that the Commissioners were being asked to approve report with a vote. There were no negative findings in the report. Commissioner Partridge moved to approve the report. Commissioner Lange seconded the motion. Counsel Graff called the roll; the motion passed unanimously.

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# VI. Chairman's Report

Chair Quigley stated that the new FBI headquarters location selection announcement by the U.S. General Services Administration (GSA) was that they would be moving to Greenbelt. Due to the backlash from the Director of the FBI and Virginia officials, there may be more to come. Further developments will be monitored.

Chair Quigley stated that the one-on-one meetings with individual county Supervisors, two Commissioners for each visit, President Hoskins and Mr. Iams, Executive Vice President, will soon commence. The results of these meetings will be shared with all the Commissioners and with the County Executive. It has been an important annual process since early in the previous Chair, Ms. Cathy Lange's tenure.

# VII. President's Report

President Hoskins gave the floor to Director Karen Smaw to present an update on the Fairfax Founders' Fund.

Ms. Smaw reviewed that the purpose of the Founders' Fund was to provide grants of up to \$50,000 to early-stage Fairfax County-based startups that are on a high-growth trajectory. From an original roster of 40 applicant companies, 12 companies were chosen to pitch to the advisory panel, and ultimately 5 companies have been selected for the \$50,000 grant award. Ms. Smaw shared how these companies would be utilizing their grant funding:

- 3D Orthobiologic Solutions (3DOS) Herndon
- BloomCatch Centreville
- Anapact Alexandria
- Healp Fairfax Station
- NearStar Fusion Chantilly

Ms. Smaw shared her appreciation to the visions of County Executive Hill and Chairman McKay for the Founders Fund program. She acknowledged the tremendous efforts of Ms. Rebecca Moudry and Ms. Eta Natapetian from the County's Department of Economic Initiatives were critical in making these grants available to these recipients.

International Business Investment Manager, Yoselin Pena, presented a recap of her recent marketing trip to Berlin and Munich, Germany with President Hoskins, which included a tour of the Volkswagen factory in Wolfsburg where it employs 70,000 employees. They attended and met with companies at Air Tech, which had over 4,000 attendees from 11 countries. Their event at the German Embassy had 36 registered companies and attendance by the EDA provided invaluable credibility.

Vice President Mike Batt then gave a talent update and discussed Fairfax County job postings; companies' engagement with Fairfax County schools k-12. In the last quarter there have been 1,800

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hires reported by Veteran services, 5,300 in the past year. Dates were provided for upcoming talent program events.

Ms. Anna Nissinen gave an update on marketing and communications. She shared that year-to-date, earned media is at \$600 million, more than half of the \$1 billion goals for FY24. She reported on Site Selection magazine's huge profile that included an interview with President Hoskins on the area stating that huge growth is taking place in Fairfax County. She shared that the Handelsblatt piece on Quantum Computing went to 10 million subscribers; progress is happening in Germany. She reported on "Notable Public Announcements," one of which was Qualtrics opening their state-of-the-art office in Reston.

President Hoskins presented his recent special meetings of interest and speaking engagement updates. Updates included recent awards he's been honored with receiving: The 2023 Virginia 500 Power List, Washington Business Journal's Power 100 List, and Washingtonian Tech Titans 2023 for being an innovative leader in DC's tech scene (full presentation attached).

# VIII. Adjournment

There being no further business and no objections, Chairman Quigley adjourned the meeting by consent at 7:23 pm.

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James Quigley	Ronald Johnson
Chairman	Secretary