

AGENDA

MIDDLESEX COUNTY ECONOMIC DEVELOPMENT AUTHORITY Boardroom of the Historic Courthouse, Saluda, Virginia

**Thursday, April 14th, 2022
9:30 A.M.**

1. Call to Order, Attendance and Quorum Count
2. Approval of the agenda
3. Approval of Minutes – Amendment to the January 20th minutes, Approval of the March 17th and April 4th minutes
4. Treasurer’s Report – Janet Riggs
5. Old business
 - a. Cook’s Corner
6. New Business
 - a. Consideration of a grant request- Cynthia Beverly, Game Changers
 - b. Discuss consultation with the BOS about economic development
 - c. Present Janet Riggs with certificate for service
7. Economic Development & Tourism, Holly Oliver
 - a. Virginia’s River Realm Updates
 - b. Lodging Tax Report
8. Executive Session:
 - a. The Authority to convene in Closed Session, pursuant to the Code of Virginia, Section 2.2-3711(A)(1), for the discussion of personnel matters regarding the Executive Director of Economic Development and Tourism and to include the discussion, consideration, or interviews of prospective candidates for said position.
9. Action to employ an Executive Director
10. Adjournment

Next Scheduled Meeting Date: Thursday, May 18th, 2022

Middlesex County Economic Development Authority Meeting
Historic Courthouse, 877 Puller Highway, Saluda
March 17, 2022
Minutes

Attendance:

Gordon White, Chair
Janet Riggs, Vice Chair/Treasurer
Celane Roden, Secretary
John Anzivino, Member
James Reed, Member
Bill Cawthorn, Member
Hallie Holmes, Member

Staff: Heather Lewis, EDA Attorney
Holly Oliver, Staff (electronic attendance)

Call to Order: The March 17, 2022 meeting of the Economic Development Authority of Middlesex County (“EDA”) was called to order by Chairman White at 9:30 in the Boardroom of the Historic Courthouse, Saluda, Virginia. A quorum was determined by attendance roll call.

Approval of Agenda: Chairman White requested three amendments to the agenda: First: Old Business be revised to: Marina discussion to include federal vocational education funding in the Carl D. Perkins Act; Second, New Business be amended to add: ARPA request from Cynthia Beverly representing Game Changers; and, Third, New Business be revised to include: a possible vote on the hiring of an Interim Executive Director following the closed session. Agenda with changes was adopted without objection.

Minutes: February meeting minutes were accepted without objection.

Financial Report: Mrs. Riggs presented the January and February financial report. January Balance: \$587,680.98, Income: \$387.93 (interest) and Expenses: \$10,947.01 (supplies, payroll and \$9000 to Arts in the Middle from the VA Commission for the Arts (\$4500) marched by EDA (\$4500) for the 2021 AIM Festival). February Balance: \$595,240.02, Income: \$7632.55 (Interest and \$7631.85 lodging tax), and Expenses: Operating \$2435 (travel, technology, office and payroll). The EDA for 2022-23 is under discussion with the county. Mrs. Riggs will report on the budget when the work is final.

OLD BUSINESS: Tractor Supply Company (TSC) Contract Update -

Mrs. Lewis provided an update on the current status of the Tractor Supply project/development. It has been determined that the current zoning for the proposed location of Tractor Supply will need to be amended from Village Community to General Business. The Developer, TSC, has applied for a change of zoning with the Planning Commission. The application is tentatively on the Agenda for the Planning Commission meeting on April 14. If EDA members plan to attend the meeting, no more than 2 members should sit together as this will not be an official EDA meeting. The Planning Commission will review the application and pass their recommendation to the BOS for a final decision. Mrs. Lewis explained the process could be prolonged before final determination on the zoning request. Title research on the property revealed no problems. Nonetheless, TSC has requested a Deed of Confirmation to clarify EDA will continue to own the property until completion of the zoning and other requirements for development. Despite an MOU between EDA and BOS clarifying EDA ownership, TSC requests a guarantee that the original deadline for EDA development or return of property to BOS does not become a problem. The EDA and BOS will both need to a vote to accept the Deed of Confirmation. In response to a question from Mr. Anzivino regarding the need to change the Comprehensive Plan, Mrs. Lewis stated an amendment to the Plan would not be required.

OLD BUSINESS: Marina Discussion Update -John Anzivino

Mr. Anzivino's comprehensive research on issues related to a possible Marine Industrial Park furthered the February discussion on this issue. His work included the importance of understanding (1) the history and current status of the industry in Middlesex; (2) the contributions an Industrial Park would make to the County; (3) the challenges currently facing the Boatbuilding and Maritime Industry in Middlesex; and, (4) successful existing Marine Industrial Parks in other parts of the country from which we could learn. One of the major challenges to the local marine industry is the lack of a strong vocational training for area students. Chairman White shared information on the Federal Carl D. Perkins Act that provides subsidies for vocational education. Pointing out area high school preference for college prep over vocational education, Chairman White suggested such subsidies could be useful in training maritime industry related skills. He also suggested potential employees might consult with the schools to determine if Perkins Act funds could be tapped locally. Ms. Holmes shared her observation from a recent meeting at MHS that schools have shown interest in expansion of vocational training. Mr. Anzivino's observation: a Maritime Industrial Park would make good economic sense - generating revenue with use of undeveloped land and existing facilities in a way that fits local history and economic culture. Mr. Cawthorn asked how we could get started. It was suggested exploration on

this issue will continue with the hiring of an Interim and then full time Executive Director and the appointment of a committee of select EDA members and representatives of the local marine industry.

OLD BUSINESS: VTC Grant Submission - Whitney Walton Law

Whitley Walton Law, Consultant, described two grant applications with VA Tourism Commission grants. Her marketing company prepared the two grants (total \$30,000) to support marketing activities for (1) boating and (2) camping in Middlesex County. VTC will announce the grant recipients on April 15.

NEW BUSINESS: ARPA Grant

Dee Morris - Big Oak Cafe

Ms. Morris was not at the meeting for her presentation.

Bill Powell - Museums of Middlesex

Mr. Powell presented a \$30,000 request for ARPA funds to support the Museums of Middlesex ability to tell the rich history of Middlesex through a strengthened website, blogs and digitalized historical documents. \$15,000 would be used to upgrade the web presentations and create blog capability. The remainder would be used to digitalize materials and present them and the upgraded web information on cell phones and tablets, and generally enhance their social media capacity.

Funding would include costs for a historical researcher and the goal of presenting our county's history to match the importance of the famed Triangle (Williamsburg, Yorktown and Jamestown.)

Cynthia Beverley - Game Changers

Ms. Beverley introduced Game Changers, a new non-profit organization created to promote equality, strengthen community unity, and organize a local Juneteenth celebration, following the first annual 2021 Juneteenth parade in Saluda. She requested EDAQ support of \$5,260 to cover the costs of planned 2022 Juneteenth celebrations: Friday night Motown Food and Dance Party at St. Clare Walker Middle School and a Saturday Community Family Juneteenth Festival at Middlesex High School. Chairman White pointed out that ARPA funds may not yet be available for this request but the request could be from other EDA funds. The Authority will consider the request and make a decision in the April meeting.

CLOSED SESSION: A motion was made by Mrs. Roden, seconded by Ms. Holmes, to convene in Closed Session, pursuant to the Code of Virginia, Section 2.2-3711(A)(1), for personnel matters and for the discussion, consideration, or interviews of prospective candidates for employment, specifically the hiring of the Executive Director of Economic Development and Tourism; and pursuant to the

Code of Virginia, Section 2.2-3711(A)(3) for the discussion or consideration of the disposition of publicly held real property, where discussion in an open meeting would adversely affect the bargaining position or negotiating strategy of the Authority. The motion passed unanimously by roll call vote.

The Authority convened in closed session.

RECONVENE PUBLIC MEETING: A motion was made by Mrs. Riggs, seconded by Mr. Anzivino, to certify to the best of members' knowledge, only public business matters lawfully exempted in the motion by which the Closed Session was called were considered or discussed in the closed session. The motion passed unanimously by roll call vote. The meeting resumed in open session.

ACTION TAKEN: A motion to retain Bill Whitley as the Interim Executive Director, in accordance with a proposal dated March 12, 2022, was made by Mr. Anzivino, seconded by Mr. Cawthorn, and passed unanimously by roll call vote.

ECONOMIC DEVELOPMENT AND TOURISM REPORT - Holly Oliver Virginia's River Realm - Ms. Oliver presented VRR Analytics for February and reported her work for the past month with VRR.

Lodging Tax: Ms. Oliver reported the February, 2022 Lodging Tax paid to the county: \$4,981.96. EDA receives 3/5 of this amount.

Broadband Update: Kevin Gentry
Mr. Gentry reported that the 4-county broadband expansion is underway, beginning with installation of cable in Ivy Shores and Red Hill. The next area for installation will be Stampers Bay. Problems are occurring with permitting so it is difficult to know when this project will be complete but a mid-year completion is hoped for. The second project laying 137.8 miles of fiber has not yet begun. The contract negotiation was last month. The Broadband Authority is meeting this afternoon at 5pm. The meeting is open to the public.

ADJOURNMENT: Mr. Cawthorn moved the meeting be adjourned, seconded by Mr. Reed. Passed without objection.

NEXT MEETING: Special meeting tentatively scheduled for April 4, 2022 at 9:30 a.m. to interview Executive Director applicants. Next Regular Meeting: April 21, 2022.

Respectfully submitted,

Celane Roden, Secretary

Approved, Gordon White, Chair

Middlesex County Economic Development Authority Meeting
Historic Courthouse, 877 Puller Highway, Saluda
April 4, 2022. Special Meeting
Minutes

Attendance:

Gordon White, Chair
Janet Riggs, Vice Chair/Treasurer
Celane Roden, Secretary
John Anzivino, Member
Bill Cawthorn, Member
Hallie Holmes, Member

Bill Whitley, EDA Director
Heather Lewis, Staff Attorney
Shanae Hammond, County Staff
Susan Trainor, County Staff

Welcome: The April 4 Special Meeting of the Economic Development Authority was called. to order by Chairman White at 9:30 in the Boardroom of the Historic Courthouse. *A quorum was determined by attendance roll call.*

Approval of Agenda: *The agenda was adopted without objection.*

Executive Session: Mr. Anzivino made a motion, seconded seconded by Mrs. Roden, to convene in Closed Session, pursuant to the Code of Virginia, Section 2.2-3711(A)(1), for the discussion of personnel matters and to include the discussion, consideration, or interviews of prospective Executive Director of Economic Development and Tourism candidates.

Motion passed by roll call vote, all members present voting yes..

convene Public Meeting: Mr. Cawthorn made a motion, seconded by Ms. Holmes, to certify that to the best of the members' knowledge, only public business matters lawfully exempted in the Motion by which the Closed Session was called were considered or discussed in the Closed Session. *The motion passed by roll call vote, all members present voting yes.*

Adjournment: Mrs. Roden made a motion, seconded by Mrs. Holmes, that the meeting be adjourned. *The motion passed unanimously, all members present voting yes.*

Next Meeting: April 21, 2022.

Respectfully submitted,

Celane Roden, Secretary

Approved, Gordon White, Chair

To: The Middlesex County Economic Development Authority

From: Bill Whitley, Interim Executive Director *WHL*

Subject: April 14th Agenda Items

Date: April 8, 2022

I wanted to give you some information concerning agenda items for your April 14th meeting:

1. You will see an amendment to your January 20th meeting minutes suggested by the county attorney that needs to be approved. Additionally, the minutes of the meetings of March 17th and the special meeting of April 4th are enclosed for your approval.
2. I have placed an update of the Tractor Supply issue under old business to bring everyone up to date on the action of the Board of Supervisors and to give you a chance to discuss this.
3. Under New Business, I have placed a decision on a grant request from Game Changers for the upcoming Juneteenth event. You will recall that Cynthia Beverly discussed this with you on March 17th and has completed the enclosed grant application for your decision at this meeting. Also under New Business, the Chairman has asked that you discuss the returning of the Cook's Corner property to the County by June 30th. Finally, the Chairman has requested that you discuss establishing requirements for the Authority to accept property in the future. These would include that the property be a minimum of five acres and properly zoned.
4. Holly Oliyer will review the Virginia River Realm and Lodging Tax reports with you.

If you have any questions concerning any of these items before the meeting, please let me know.

Note: Per review by Heather Lewis of the January minutes regarding the Authority discussion of the Tractor Supply contract Celane will make a motion to amend the minutes on this issue. The new language is below. The original language follows the new language for those who wish to compare the two reports.

Tractor Supply Contract

A motion to approve the Tractor Supply contract for the Cook's Corner property was made by Chairman White, seconded by Mr. Anzivino. A robust discussion followed.

Chairman White read the following statement:

As I see this contract, it is the best chance Middlesex County has had since I came here, 26 years ago, to attract an important new company which will pay significant taxes and hire a number of employees, on an equal basis, of course, from among our citizens. Looking around the Commonwealth of Virginia, I see signs elsewhere of citizens being forward-looking and those who are not. I am somewhat familiar with a tale of two localities that went in different directions over recent years. In Mecklenberg County, they accepted new businesses. In adjacent Brunswick County, they did not. In South Hill, the largest town in Mecklenberg County, things are thriving. New businesses have come in, employment is up. However, if you drive through Lawrenceville, the seat of Brunswick County, most of the storefronts are boarded up. The population is falling. It is sad. I hope Middlesex County does not go the way of Brunswick County. Since I moved here there have been two Dollar General stores built and a small shopping strip in Deltaville, anchored by an EVB Bank. That bank office has now closed. Two pizza restaurants there have come and gone. Eckhardt's, which was probably the best restaurant in Middlesex, has closed. Even Deagle's, once the prime boatyard in the county, where the *Miss Anne* and the *Sequoia* were rebuilt, has closed. Tractor Supply Company is a growing national retailer. Bringing them will show that Middlesex can attract a growing business. Accepting Tractor Supply will demonstrate that there is life in Middlesex and that it is receptive to new businesses. On the other hand, to reject it would send a message to both commercial real estate agents and businesses that Middlesex is not receptive to new businesses. The Board of Supervisors gave this property to the EDA for development in 2018 under a motion offered by Mr. Jessie and approved unanimously. The Supervisors subsequently gave the EDA \$100,000 to be used as a grant to encourage use of the site. As recently as last September, the Supervisors, again by unanimous vote, approved an MOU which cleared the way to, if necessary, demolish the derelict RCE building. Tractor Supply Company has examined alternative sites. They have told us, in no uncertain terms, that they are not interested in coming to Middlesex except at the Cook's Corner site.

The present contract has been negotiated until it appears to be acceptable to Tractor Supply Company and to us. I realize that there is opposition from a minority of the Board of Supervisors. But I believe a majority of both the Planning Commission and the Supervisors see Tractor Supply as a good business and a good neighbor which will enhance the Cook's Corner area. The issues which the opponents raise against Tractor Supply can rather easily be handled, along lines already discussed, and indeed, offered the EDA as recently as last summer. I hope that we can approve this contract.

Mr. Reed questioned the rapid movement forward on this issue, given concerns from the community regarding the location of the new business and best use for the property. He expressed concern that Tractor Supply was dictating the terms and location when the RCE building, and property, is of instrumental interest to many in the county. Others see it best used as a badly needed youth recreation park, fitness center for the elderly, and multiple uses for the expansive kitchen in the RCE building. The erection of a Skate Park should have raised concerns about a Tractor Supply store on the property. County Parks and Recreation has plans for a recreation area in front of the Skate Park. Mr. Reed feels the Authority needs to ensure the development of this property is good for the whole county. Once Tractor Supply moves in, it cannot be undone.

Ms. Holmes expressed her concern as well about the rapidity and secrecy of the Tractor Supply discussions and the loss of a recreation area badly needed for the County youth. She also pointed out concern in the community about the rapid commercialization of Cook's Corner. Ms. Roden suggested working with Tractor Supply for contractual agreement to be sensitive to, and respectful of, the nature of the youth recreation development behind their business.

Mr. Cawthorn pointed out this is a Board of Supervisors discussion. The Authority was given the property by the BOS with the charge and support from the Supervisors to secure a long-term lease or buyer for the property. With the Tractor Supply contract, the Authority has honored that charge. **Mr. Anzivino** pointed out the property is a commercial area with sewerage and water systems installed for economic development. Recreation is an extremely important issue, but it is a county issue, not an EDA issue. EDA has been planning for a commercial use for the past 4 years. The building is in extremely bad condition with no disability access, badly needed expensive repairs, and likely asbestos, and the Authority would be on the hook for the brokerage fee if the contract is not honored. **Ms. Riggs** was sympathetic to the need for a recreational area but stated it is too little too late for this contract to be abandoned. **Mr. Cawthorn** suggested it is time for a vote. **Ms. Riggs** called the question. **Ms. Roden** requested the motion be amended to require sensitivity to the youth activities on the adjacent property.

Chairman White agreed to amend his motion to approve the contract with the revision to require sensitivity to the youth activities on the adjacent property, seconded by Mr. Cawthorn. The amended motion was carried by the following roll call vote: Chairman White, yes; Mrs. Riggs, yes; Mrs. Roden, yes; Mr. Anzivino, yes; Mr. Cawthorn, yes; Ms. Holmes, no; Mr. Reed, no. Mrs. Lewis will draft the change in the contract. If Tractor Supply signs with the change, the issue moves onto the Special Use Permit process.

***FOR BOARD MEMBER REFERENCE IN CONSIDERATION OF AMENDMENTS;
Tractor Supply Minutes as approved in January meeting:***

Mr. White moved, seconded by Mr. Anzivino, to approve the Tractor Supply Co. purchase contract for the Cook's Corner property statement by Gordon White before the Middlesex EDA on Jan. 27, 2022. We are ready to vote on the Tractor Supply contract. As I see this contract, it is the best chance Middlesex County has had since I came here, 26 years ago, to attract an important new company which will pay significant taxes and hire a number of employees, on an equal basis, of course, from among our citizens.

Looking around the Commonwealth of Virginia, I see signs elsewhere of citizens being forward-looking and those who are not.

I am somewhat familiar with a tale of two localities that went in different directions over recent years. In Mecklenberg County, they accepted new businesses. In adjacent Brunswick County, they did not.

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On the other hand, to reject it would send a message to both commercial real estate agents and businesses that Middlesex is not receptive to new businesses. The Board of Supervisors gave this property to the EDA for development in 2018 under a motion offered by Mr. Jessie and approved unanimously. The Supervisors subsequently gave the EDA \$100,000 to be used as a grant to encourage use of the site. As recently as last September, the Supervisors, again by unanimous vote, approved an MOU which cleared the way to, if necessary, demolish the derelict RCE building.

Tractor Supply Company has examined alternative sites. They have told us, in no uncertain terms, that they are not interested in coming to Middlesex except at the Cook's Corner site. The present contract has been negotiated until it appears to be acceptable to Tractor Supply Company and to us. I realize that there is opposition from a minority of the Board of Supervisors. But I believe a majority of both the Planning Commission and the Supervisors see Tractor Supply as a good business and a good neighbor which will enhance the Cook's Corner area. The issues which the opponents raise against Tractor Supply can rather easily be handled, along lines already discussed, and indeed, offered the EDA as recently as last summer. I hope that we can approve this contract. The motion gave rise to much discussion on both sides of the motion. Mr. Reed questioned the rapid movement forward on this issue, given concerns from the community regarding the location of the new business and best use for the property. He expressed concern that Tractor Supply was dictating the terms and location when the RCE building, and property, is of instrumental interest to many in the county. Others see it best used as a badly needed youth recreation park, fitness center for the elderly, and multiple uses for the

expansive kitchen in the RCE building. The erection of a Skate Park should have raised concerns about a Tractor Supply store on the property. County Parks and Recreation has plans for a recreation area in front of the Skate Park. Mr. Reed feels the Authority needs to ensure the development of this property is good for the whole county. Once Tractor Supply moves in, it cannot be undone. Ms. Holmes expressed her concern as well about the rapidity and secrecy of the Tractor Supply discussions and the loss of a recreation area badly needed for the County youth. She also pointed out concern in the community about the rapid commercialization of Cook's Corner. Ms. Roden suggested working with Tractor Supply for contractual agreement to be sensitive to, and respectful of, the nature of the youth recreation development behind their business. Mr. Cawthorne pointed out this is a Board of Supervisors discussion. The Authority was given the property by the BOS with the charge and support from the Supervisors to secure a long-term lease or buyer for the property. With the Tractor Supply contract, the Authority has honored that charge. Mr. Anzivino pointed out the property is a commercial area with sewerage and water systems installed for economic development. Recreation is an extremely important issue, but it is a county issue, not an EDA issue. EDA has been planning for a commercial use for the past 4 years. The building is in extremely bad condition with no disability access, badly needed expensive repairs, and likely asbestos, and the Authority would be on the hook for the brokerage fee if the contract is not honored. Ms. Riggs was sympathetic to the need for a recreational area but stated it is too little too late for this contract to be abandoned. Mr. Cawthorne suggested it is time for a vote. Ms. Riggs called the question. Ms. Roden again suggested the contract be revisited and requested an amendment to the motion to include an addition to require sensitivity to the youth activities on the adjacent property. Chairman White accepted the change, and Mr. Cawthorne seconded the motion with the change. Motion passed with yeas from all but Mr. Reed and Ms. Holmes, both of whom voted nay. Mrs. Lewis will draft the change in the contract. If Tractor Supply signs with the change, the issue moves onto the Special Use Permit process.

MIDDLESEX ECONOMIC DEVELOPMENT AUTHORITY

Balance Sheet

March 31, 2022

Accounting Method: Cash

Assets

Current Assets

1000 Operating Account 6704

1001 Savings

1002 2997

1003 3000

1004 7221

1005 2991

Total 1001 Savings

1008 CD's

1010 30357651

1011 30357657

1012 30357660

1013 30357663

Total 1008 CD's

Total Current Assets

Noncurrent Assets

1800 Land

1600 Other Receivables - Long-term

1801 Middlesex Water Authority Loan

Total 1600 Other Receivables - Long-term

Total Noncurrent Assets

Total Assets

Liabilities

Current Liabilities

2110 Reserve for Cooks Corner Roof

2150 Due To Middlesex County

Total Current Liabilities

Net Assets

Unrestricted Net Assets

Net Income

Total Net Assets

Total Liabilities and Net Assets

MIDDLESEX ECONOMIC DEVELOPMENT AUTHORITY

Balance Sheet

March 31, 2022

Accounting Method: Cash

\$207,359.77

\$58,010.40

\$58,010.40

\$57,998.96

\$58,010.39

\$232,030.15

\$21,545.78

-

\$20,981.66

\$21,310.65

\$63,838.09

\$503,228.01

\$11,155.00

\$80,000.00

\$80,000.00

\$91,155.00

\$594,383.01

\$99,050.00

\$36,084.16

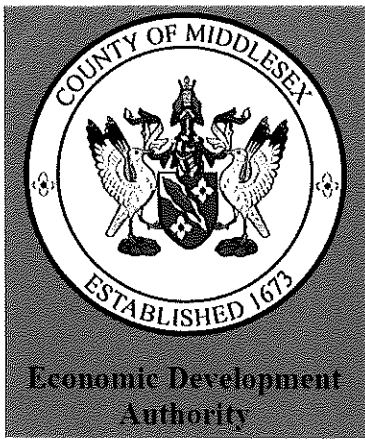
\$135,134.16

\$348,074.39

\$111,174.46

\$459,248.85

\$594,383.01



CONFIDENTIAL

County of Middlesex, Virginia
Economic Development Authority
Grant Application

1. APPLICANT Name: Game Changers of Middlesex, VA.

Home Address: P.O. Box 254

City/State Hartfield, VA Zip: 23071

Phone: 804-815-8426 Alternate Phone Number: _____

Email: We3.girls@yahoo.com Fax Number: _____

Social Security Number/Tax Identification Number: 88-1212413

2. ENTITY/ORGANIZATION Name: Game Changers of Middlesex, VA

Address: P.O. Box 254

City/State Hartfield, VA Zip 23071

Sole Proprietorship Partnership Corporation LLC

Profit Not-for-Profit

* A BUSINESS PLAN: (Please attach your plan including the following checklist items.)

- Executive Summary of Business (Mission, Management, Services, Industry, Market)
- History of Business
- Target Market
- Competition Analysis
- Sales and Marketing Plan
- Operational Plan
- Financial Plan (Complete attached financial reports)

* EMPLOYMENT/STAFFING:

_____ Number of Current Paid Employees

_____ Number of New Employees expected to be hired as a result of funding

5. ATTACH COPIES OF:

- ✓ Middlesex County Business License
- ✓ Current Liability Insurance Declaration Page
- Worker's Compensation Coverage

6. TAX REPORTING: Please submit all historical tax reports, showing one year by month. If you're a start-up business, please submit forecast reports.

X

- Meals Tax
- Sales Tax
- Lodging Tax
- Gross Receipts Tax
- Real Estate Tax

7. WHAT WILL THE GRANT BE USED FOR? Grant Amount Requested: \$ 5,300

Item: Motown Musical Cost: \$3,385 (see attached)

Item: Juneteenth festival Cost: \$1,875 (see attached)

Item: _____ Cost: _____

Are these funds to be used to "match" a potential State or other grant? Yes No

8. CURRENT INVESTMENT BY APPLICANT: \$ _____

Item: _____ Cost: _____ Funded by: _____

Item: _____ Cost: _____ Funded by: _____

Item: _____ Cost: _____ Funded by: _____

9. PERFORMANCE RESULTS: If there is a grant award, a Grant Acceptance Agreement will need to be signed and the report criteria reviewed. A final report will be required on the six month anniversary of the grant award date.

8. ACKNOWLEDGEMENTS:

- I have read and understand the program guidelines and criteria.
- All information furnished in support of this application to obtain a grant is true and complete to the best of my knowledge.
- The entity and its property are all current on local, state and federal taxes.
- I understand the final approval is within the sole discretion of the Economic Development Authority.
- Economic Development Authority has the right to request repayment of the grant funds due to failure of business within one year of grant award.
- Eligibility can be dependent on applicant's ability to thoroughly document plans, provide financial information and show entrepreneur's investment.
- Supporting documentation of invoices, checks and/or purchase orders will be required for payment of grant funds.
- I agree to the publicity of an EDA announcement of the grant award.
- Any public announcement of the grant will recognize the "Economic Development Authority of Middlesex County."

Game Changers Cynthia Beverley
Applicant Signature (President) Date 4/5/2022

Please return completed application and supporting documentation to:
B.L. Whitely Michelle Brown, Economic Development and Tourism Coordinator
County of Middlesex, Virginia, P.O. Box 428, Saluda, VA 23149
Phone: (804) 654-1363 Email: m.brown@co.middlesex.va.us
W. Whitely