

**ECONOMIC DEVELOPMENT AUTHORITY
HENRICO COUNTY, VIRGINIA**

To wit:

A regular meeting of the Board of Directors of the Economic Development Authority of Henrico County, Virginia was held at 6:30 p.m. on Thursday, February 20th, 2025 at the Henrico EDA offices at 4300 East Parham Road, Henrico, VA 23228.

DIRECTORS PRESENT

Edward S. Whitlock, III, Chair
Dennis J. Berman, Vice Chair
Sam Bagley, Treasurer
Suresh Soundararajan, Secretary
Robert W. Brown, Jr.
William A. Gordon
S. Floyd Mays, Jr.
Travis Pearson

DIRECTORS ABSENT

None

DIRECTORS PARTICIPATING ELECTRONICALLY

Susan W. Custer
Tyee D. Mallory

OTHERS PRESENT

Ryan Murphy, Deputy County Attorney
Sara Maynard, Assistant County Attorney
Anthony Romanello, Executive Director
Ashley Kubat, Director of Administration
Gray Montrose, Citizen

The Chair called the meeting to order at 6:30 p.m.

AUTHORIZATION OF ELECTRONIC PARTICIPATION

Mr. Whitlock announced that Susan Custer is unable to attend the meeting in person due to illness that prevents her physical attendance. Ms. Custer wishes to participate remotely from her residence in Henrico County. Tyee Mallory is unable to attend the meeting in person due to road conditions following recent inclement weather. Ms. Mallory wishes to participate remotely

from her residence in Henrico County. The Board has arranged for Ms. Custer and Ms. Mallory to be heard by all persons at this location, and a quorum is present at this location. Mr. Whitlock moved that the Board approve Ms. Custer and Ms. Mallory's electronic participation in the meeting. With a second by Mr. Pearson, the electronic participation was approved, with Messrs. Bagley, Berman, Brown, Gordon, Mays, Pearson, Soundararajan, and Whitlock all voting "aye."

APPROVAL OF MINUTES

Mr. Whitlock asked if there were any corrections or additions to the minutes for the January 16th, 2025 regular meeting. Hearing none, on a motion by Mr. Mays and seconded by Mr. Pearson, the January 16th, 2025 regular meeting minutes were approved, with Ms. Custer, Ms. Mallory, and Messrs. Bagley, Berman, Brown, Gordon, Mays, Pearson, Soundararajan, and Whitlock all voting "aye."

NOTICE OF PUBLIC HEARING ON PROPOSED TAX-EXEMPT BOND FINANCING

Mr. Romanello introduced Brittany Simmons, bond counsel attending remotely on behalf of Bon Secours Mercy Health Systems. Mr. Romanello stated that Bon Secours Mercy Health requested to issue up to \$600 million in industrial revenue bonds for healthcare infrastructure improvements in 12 Virginia localities, including Henrico, at the January meeting. This second public hearing is a joint undertaking with the Chesterfield County EDA and City of Franklin. The second public hearing is also necessary because the aggregate principal amount could be as high as \$600 million (the January advertisement stated that the aggregate principal amount would be capped at \$500 million). The notice and public hearing are required by, and satisfy, IRS regulations. The parties anticipate that bond documents will be reviewed at the March meeting and presented for approval before going to the Henrico Board of Supervisors for final approval by the governing body.

Mr. Whitlock opened the public hearing. Ms. Montrose identified herself as a resident of Varina Magisterial District in Henrico County and stated that she was attending to publicly comment on the bonds. Ms. Montrose stated she felt that the EDA did not advertise their meetings distinctly enough, presented a newspaper article regarding Bon Secours, and outlined her concerns with Bon Secours as an entity. Upon the conclusion of her comments, Mr. Whitlock asked if there was any other public comment. Hearing none, he closed the public hearing.

GLOBAL BUSINESS GATEWAY LEASE

Mr. Romanello stated that the Gather membership agreement would provide a location for the Global Business Gateway, which is scheduled to open in late March. The official ribbon-cutting and announcement are scheduled for mid-May. The EDA will be members of Gather West End for two years. The agreement terms are \$8,300 a month for one year for nine offices, with a total of twenty seats. Mr. Romanello recommended the agreement for approval. On a motion by Mr. Mays, seconded by Mr. Pearson, the Global Business Gateway agreement was approved, with Ms. Custer, Ms. Mallory, and Messrs. Bagley, Berman, Brown, Gordon, Mays, Pearson, Soundararajan, and Whitlock all voting "aye."

VIRGINIA SKYWIRE, LLC MASTER SERVICE AGREEMENT

Mr. Romanello introduced Mr. Larsen, who was present from a remote location. Mr. Romanello announced that Gather has agreed to host the DE-CIX infrastructure within their space in Innsbrook. The EDA is working to target selected companies to connect to the node, which would provide direct connectivity to the world. The terms of the service agreement for the EDA are to pay \$1,800 a month for 36 months. Mr. Romanello explained that the EDA would sign for the full term and amount and then as companies sign on, they will then absorb their share of the cost.

Mr. Pearson asked how many companies it would take to sign up for the EDA to break even on the investment. Mr. Larsen stated that the EDA is targeting five to ten companies. Mr. Berman asked about the difference between the proposed node and a regular connection. Mr. Larsen explained that the node functions essentially as a direct on-ramp to the global internet, significantly reducing latency. The reduction in latency is an asset to companies who frequently transfer large amounts of data.

Mr. Pearson asked if the node would be one-of-a-kind. Mr. Romanello replied that DE-CIX has around 40 exchanges globally, typically situated around major concentrations of business, such as the Dubai International Finance Center, but that this would be the first in Virginia. On a motion by Mr. Pearson, seconded by Mr. Berman, the Virginia Skywire, LCC master service agreement was approved, with Ms. Custer, Ms. Mallory, and Messrs. Bagley, Berman, Brown, Gordon, Mays, Pearson, Soundararajan, and Whitlock all voting "aye."

RESOLUTION – SIGNATORY AUTHORITY – PURCHASE AND SALE AGREEMENT FOR SALE AND PORTION OF WHITE OAK TECHNOLOGY PARK

Mr. Romanello informed the Board that the sale of 2.2 acres in White Oak Technology Park to Iron Mountain would be for \$133,822 an acre. The Virginia Department of General Services will receive \$269,000, the EDA \$10,300, and the EDA's VBRSP sub-fund will receive \$10,300 also. The EDA will also receive reimbursements for expenses since the last sale, totaling approximately \$8,200. Mr. Romanello stated that Mr. Murphy drafted the Purchase and Sale Agreement, and Mr. Romanello recommended the resolution for approval. On a motion by Mr. Mays, seconded by Mr. Bagley, the resolution was approved, with Ms. Custer, Ms. Mallory, and Messrs. Bagley, Berman, Brown, Gordon, Mays, Pearson, Soundararajan, and Whitlock all voting "aye."

COMMITTEE REPORTS

Finance: Mr. Bagley stated that the EDA currently has seven ladder Treasury bills earning between 4.22% - 5.24% interest. The money market account with Truist investments has a balance of \$646,512. The EDA has paid the Hillwood grant of \$11,832,766. The Virginia LGIP account has a balance of \$1,163,752 and the Truist checking account has a balance of \$396,234.

Marketing: Mr. Pearson stated that the slides displayed the many items the marketing team had been working on but specifically highlighted the Iron Mountain announcement and the *HenricoNow* featuring the Henrico Tomorrow program with a testimonial video.

Nominating: No report.

Personnel: No report.

Strategic Planning: Ms. Custer stated that the EDA completed a half-day workshop to review staff research and the EDA's current vs. future activities, tactics, and initiatives. The stakeholder interviews have been completed. The new plan is still on schedule to be fully in place for FY26. Mr. Romanello added that the EDA staff would be reaching out to reschedule the cancelled Strategic Planning Committee meeting.

TEAM REPORT

Mr. Romanello introduced Ms. Miller, who was participating remotely, to provide an update on the Henrico Tomorrow program. Ms. Miller stated that five submissions have been approved for the Office Reimagining Grant for architectural services. The approved companies

are Thalhimer, Virginia Banker's Association, Westmark building, St. Joseph's Villa, and Commonwealth Primary Care. The total amount of grants approved is \$109,700. One submission has been received so far for the Renovation Grant. The deadline for that program is March 15, 2025.

Mr. Romanello stated that the 2025 real estate assessment for White Oak Technology Park is \$2,255,029,300. QTS currently has a \$2 billion project underway. Project Tropical is investing over \$1 billion and Project Neptune is investing \$2.6 billion. Both have pending PODs with the County. Project Home Run's investment is \$5 billion, with an expected timeline of 2025-2034.

Mr. Larsen provided an update on the Kinsale agreement, stating that the agreement would be brought before the Board at the March meeting. The Kinsale agreement is for a 29-acre redevelopment project at Staples Mill and Broad Street. Phase 1 will include \$300 million in capital investment, a new headquarters, two apartment buildings, a limited-service hotel, and a parking deck. The EDA agreement will be for 15 years, with a grant amount of up to \$35 million. The agreement includes all taxes generated on the property, to exclude personal property, meals, and transient occupancy taxes.

Mr. Romanello congratulated Mr. Mays on his 30-year anniversary of serving on the EDA Board. Mr. Romanello presented him with a personal gift of appreciation, which Mr. Romanello had purchased with his own funds. Mr. Romanello thanked Mr. Mays for his support and work over the years. Mr. Mays stated that serving the EDA was a privilege and an honor.

OLD/NEW BUSINESS

Mr. Whitlock asked if there was any old business. Hearing none, Mr. Whitlock asked if there was any new business. Hearing none, Mr. Whitlock proceeded to the final item.

CLOSED SESSION

Mr. Whitlock moved that the Board go into a closed session for a briefing of the Board members pursuant to

1. Virginia Code Section 2.2-3711(A)(5), regarding the expansion of three existing businesses in Henrico County where no previous announcement has been made of the businesses' interest in expanding their facilities in the county, including timing, location, and the amount of investment proposed by the businesses; and

2. Virginia Code Section 2.2-3711(A)(5), regarding the location of a new business in Henrico County where no previous announcement has been made of the business's interest in locating its facilities in the county, including the nature of the business, timing, location, and the amount of investment proposed by the business.

With a second by Mr. Soundararajan, and with Ms. Custer, Ms. Mallory, and Messrs. Bagley, Berman, Brown, Gordon, Mays, Pearson, Soundararajan, and Whitlock all voting "aye," the Board entered closed session.

When the closed session discussion was completed, Mr. Whitlock moved that the Board exit the closed session and return to open session. Mr. Mays seconded the motion, and with Ms. Custer, Ms. Mallory, and Messrs. Bagley, Berman, Brown, Gordon, Mays, Pearson, Soundararajan, and Whitlock all voting "aye," the Board returned to open session. Then, after returning to open session, Mr. Whitlock read the following Certificate of Closed Meeting into the record:


WHEREAS, the Economic Development Authority of Henrico County, Virginia, has convened a closed meeting on this date pursuant to an affirmative recorded vote and in accordance with the provisions of the Virginia Freedom of Information Act; and

WHEREAS, Section 2.2-3712 of the Code of Virginia requires a certification by this Board that such closed meeting was conducted in conformity with Virginia law.

NOW, THEREFORE, BE IT RESOLVED that the Board certifies that, to the best of each member's knowledge, (i) only public business matters lawfully exempted from open meeting requirements by Virginia law were discussed in the closed meeting to which this certification resolution applies, and (ii) only such public business matters as were identified in the motion convening the closed meeting were heard, discussed, or considered by the Board.

Mr. Whitlock moved that the Board certify the closed meeting in accordance with the Certificate of Closed Meeting. Mr. Pearson seconded the motion, and with Ms. Custer, Ms. Mallory, and Messrs. Bagley, Berman, Brown, Gordon, Mays, Pearson, Soundararajan, and Whitlock all voting "aye," the Board certified the closed meeting.

There being no further business, the meeting adjourned at 7:17 p.m.



Suresh Soundararajan

Secretary