

AT A REGULAR MEETING OF THE GLOUCESTER COUNTY BOARD OF SUPERVISORS, HELD ON TUESDAY, JANUARY 21, 2025, AT 6:00 P.M., IN THE COLONIAL COURTHOUSE AT 6504 MAIN STREET, GLOUCESTER, VIRGINIA ON A MOTION MADE BY _____, AND SECONDED BY _____, THE FOLLOWING RESOLUTION WAS ADOPTED BY THE FOLLOWING VOTE:

Phillip N. Bazzani, ___;
 Ashley C. Chriscoe, ___;
 Kenneth W. Gibson, ___;
 Christopher A. Hutson, ___;
 Michael A. Nicosia, ___;
 Robert J. Orth, ___;
 Kevin M. Smith, ___;

A RESOLUTION MAKING ADDITIONAL APPROPRIATIONS FOR FY 2025

WHEREAS, Gloucester County Board of Supervisors finds it necessary to provide additional appropriations to the Economic Development Authority for fiscal year 2025;

NOW, THEREFORE, BE IT RESOLVED by the Board of Supervisors of Gloucester County, Virginia that the following appropriations be, and the same hereby are, made for fiscal year 2025 for the following function:

<u>Account Description</u>	<u>Revenue</u>	<u>Expenses</u>
General Fund		
Economic Development-Small Business Incentives		\$30,000
Unassigned Fund Balance	\$30,000	
Total	\$30,000	\$30,000

A Copy Teste:

 Carol E. Steele, County Administrator



GLOUCESTER COUNTY
Economic Development
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January 21, 2025

Memorandum To: Gloucester County Board of Supervisors
From: Al Ramsay, Chairman of Gloucester County EDA
Reference: Request for Joint BOS/EDA Incentive Program Funding

Thank you for the opportunity to be considered for continued funding support by the Gloucester County Board of Supervisors for the County's incentive program for small businesses. We are requesting a matching amount of \$30,000 to continue the momentum that this program has created in our community.

The Gloucester County Economic Development Authority announced this new program on July 1, 2016, and the response has been overwhelming from both new and expanding businesses. To date in FY25, we have had 27 grants in the amount of \$57,039 with a private investment of \$2,198,500. The beginning balance starting on July 1, 2024, was \$66,600. The uncommitted balance as of January 10, 2025, was \$9,561.

Project Description:

The matching grant program was developed to assist in the recruitment of new small businesses, the expansion of existing businesses and the retention of our existing businesses. The program assists in buying down the start-up costs for new and expanding businesses.

There are 4 different incentives in this program:

1. Property Improvement – interior improvements that cannot be removed should the tenant leave. This is a matching grant used to reimburse up to 50% of the interior buildouts not to exceed \$10,000 per grant.
2. Façade Improvement – exterior improvements that give the businesses better curb appeal to attract customers. This is a matching grant used to reimburse up to 50% of exterior improvements not to exceed \$4,000 per grant.
3. Advertising grant – 25% of advertising costs per quarter, not to exceed \$500 per quarter to help with advertising costs.
4. E-Commerce – a matching grant for web site design and development, not to exceed \$500 per business and \$1,000 for minority and women owned businesses.

It is estimated that 70% of the Country's job creation comes from small businesses. Job retention is just as important as new job creation. The small investment we are requesting for this program will assist in

creating new jobs, increase sales and food tax revenue and hopefully real property and machinery and tools for the County. It confirms our commitment to economic development in a pro-business environment here in Gloucester.

This program continues to be a success in terms of new and existing businesses in Gloucester. The program benefits all parties, the new business owner, the property owner, the County and its residents. With your support we can continue to grow our businesses community, fill our vacant buildings and increase our tax base.

Thank you in advance for your consideration of this request.





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Small Business Incentive Program Funding Policy

The purpose of the Small Business Incentive Program funding policy is to ensure that the Gloucester County Economic Development Authority (EDA) has the resources it needs to support economic development efforts in Gloucester County. Funds in the Small Business Incentive Program line item account may only be used for the express purpose of incentivizing the recruitment and growth of small businesses to and within Gloucester County.

Through adoption of this policy, the EDA Board of Directors sets a target operating balance range between \$50,000 and \$100,000 for the Small Business Incentive Program line item account. The EDA Board of Directors shall strive to maintain such a balance in efforts to help ensure that funds are available to support business incentive grant awards as needed and expeditiously. In the event the balance drops below the target operating balance range, the Chairman of the EDA Board of Directors will submit a written request to the Gloucester County Board of Supervisors soliciting a contribution to the EDA Small Business Incentive Program totaling 50% of the amount required to bring the Small Business Incentive Program line item account balance up to the \$50,000 to \$100,000 range. The EDA Board of Directors will make transfers into the Small Business Incentive Program line item account, in amounts at least equal to those contributions received from the Gloucester County Board of Supervisors.

This policy in no way establishes a required minimum balance for the Small Business Incentive Program line item account, rather sets a target lower limit, at which the EDA should consider the infusion of additional funds to help maintain flexibility of the EDA to support business incentive activities.

Incentive	Number	New/Existing	Private Investment	Grants Awarded
Property Improvement	3	2-New/1-Expansion	\$ 1,922,375	\$ 30,000
Façade Improvement	5	3-New/2-Existing	\$ 207,077	\$ 14,396
Co-Op Advertising	17	Existing	\$ 48,040	\$ 7,143
E-Commerce	1	1-New	\$ 1,008	\$ 500
Special Incentive	1	York & Main	\$ 20,000	\$ 5,000
Total	27		\$ 2,198,500	\$ 57,039
		Beginning Balance:	\$ 66,600	
		Total FY25 Funding	\$ 66,600	
		Funds Committed:	\$ 57,039	
		Uncommitted Balance:	\$ 9,561	
Note: The Uncommitted Balance of \$6,600 from FY24 was rolled over to the FY25 Incentive Program.				
		There was \$60,000 approved for FY25 by the BOS and EDA and was requested in early July 2024 to replenish the program. (\$30,000 each)		