

1. No Agenda

There is no agenda available for this meeting. Please review the minutes.

2. Meeting Materials

Documents:

[03-31-2025 LA EDA REPORT TO BOS 1.DOCX](#)

[04-10-2025 DIRECT REPORT.DOCX](#)

[EDA BOS CRRHFH PRESENTAION 03-2025.PDF](#)

March 31 , 2025

Action Taken

03/11: EDA Chair Lisa Andrews and Executive Director Woodie Walker presented EDA's Strategic Plan to BOS, and requested BOS to approved resolution endorsing EDA as a Virginia Tourism Corp. Destination Management Organization (DMO).

Action Requested

Approve EDA budget as presented to Board of Supervisors on 3/11/25

To be requested: EDA will seek short-term rental tourism occupancy tax revenue received to underwrite tourism marketing campaign with grant support from VTC

2025 Tourism Marketing Campaign U pdate

3/ 12: EDA submitted application to VTC for \$20,000 matching grant to fund marketing campaign

3/25: VTC formally approved EDA's [DMO application](#), enabling EDA to apply for VTC grants.

3/25: Through Essex County Planning & Zoning, EDA solicited the county's owners of Short-Term Rentals (STRs) to ask if they want to participate in the 2025 marketing campaign.

3/25: Town of Tappahannock staff published EDA blog on [Rotary Poor House Park](#) written by Exec. Director Walker

3/27: Walker and Andrews attended regional tourism meeting at Menokin organized by EDA

3/31: Walker reviewed GIS resources regarding public access to water and trails with county staff.

Strategic Action Plan

The EDA is coordinating with National Park Service staff regarding the Chesapeake Gateways Technical Assistance Program. No monetary grants are made through this process. However, we could receive free assistance for assessment and design of enhanced public access for paddling from Ferry Landing on Piscataway Creek, the Browne Tract boardwalk, and the Deshazo Tract on Piscataway Creek at Gordons Mill Road (Route 691). Application deadline is May 1. NPS selects projects by June 30. Projects run July 1, 2025 - Aug. 30, 2026.

Business Retention & Expansion Outreach

3/12: Walker and board members Victor Burrell and Bill Croxton, along with Virginia Economic Development Partnership (VEDP) representative Annie Conte, met with Tidewater Lumber, O'Malley Lumber, and South Paw Forest Products. EDA and VEDP followed-up with each and reached out to Pallet Machinery.

3/18: Walker, Burrell and Croxton toured the FDP facility with VEDP and a real estate broker from Richmond. EDA plans to conduct business outreach visit dates semi-monthly on Wednesdays, beginning April 16.

Industrial Development

- Sarah Oldaker from Go Virginia Region 6 is the guest speaker at the May 1 EDA meeting.
- EDA board member Bill Croxton is contacting Tappahannock-Essex County Airport Authority to learn if they have plans for developing the county-owned property adjacent to the airport. EDA views this as a prime location for industrial development.
- VEDP is compiling a list of prospects that searched their site for LaGrange IP.

Potential guest speakers for our monthly meetings:

- UMW Small Business Development Center Director Susan Ball.
- Tappahannock-Essex County Airport Authority.
- Jean White, Workforce Development at RCC.

**ESSEX COUNTY EDA
EXECUTIVE DIRECTOR'S REPORT**

April 10, 2025

Action Taken

3/31: Submitted monthly report to Essex County Board of Supervisors (BOS).

03/11: Accompanied Chair Lisa Andrews to BOS work session and regular session. Presented slide deck on Strategic Plan. BOS approved resolution endorsing EDA as a Virginia Tourism Corp. Destination Management Organization (DMO).

3/14: Registered for Go Virginia Region 6 Summit (April 22).

3/24: Registered for Go Virginia Region 6 Application Information Session (May 7).

Action Requested

None

2025 Marketing Campaign Update

3/25: VTC approved our [DMO application](#).

3/25: Met with local Chesapeake Gateways Community committee regarding grant opportunities.

3/25: Essex County Planning & Zoning provided EDA contact information to our Short-Term Rentals (STRs). STRs are asked to contact the EDA, if they want to participate in our marketing campaign.

3/25: Town of Tappahannock staff published our blog on [Rotary Pool House Park](#).

3/27: Accompanied Chair Andrews to regional tourism meeting at Menokin.

3/31: Reviewed GIS resources re: public access to water and trails with county staff.

4/1: Met with Laura Messer, VTC regional liaison.

4/8: Met with Chair Andrews and Consociate Media re: marketing proposal.

Strategic Action Plan

I am coordinating with NPS staff regarding the Chesapeake Gateways Technical Assistance Program. No monetary grants are made through this process. However, we could receive free assistance for assessment and design of enhanced public access at Ferry Landing on Piscataway Creek, the Browne Tract boardwalk, and the Deshazo Tract on Piscataway Creek at Gordons Mill Road (Route 691). Application deadline is May 1. NPS selects projects by June 30. Projects run July 1, 2025 - Aug. 30, 2026.

Business Retention & Expansion Outreach

3/12: Accompanied Victor Burrell, Bill Croxton, and Virginia Economic Development Partnership (VEDP) representative Annie Conte on existing business outreach visits to Tidewater Lumber, O'Malley Lumber, and South Paw Forest Products. VEDP followed-up with each and reached out to Pallet Machinery.

3/23: Sent calendar invitations and email to EDA board members for input regarding our bi-monthly business outreach calendar. We established visit dates every two weeks on

Wednesdays, from 10-1130. We plan to develop our resource material handout into a brochure. New businesses may get a customized brochure.

Meetings since March 6

4/2-3: Attended Virginia Economic Developers Association (VEDA) Spring Conference.

4/7: Attended Chesapeake Gateways Community's webinar on RFP for Technical Assistance (public waters access).

Industrial Development

3/18: Toured the FDP facility with VEDP and a real estate broker from Richmond mailed follow-up to EDA board.

- Sarah Oldaker from Go Virginia Region 6 is a guest speaker at the May 1 EDA meeting.
- VEDP is compiling a list of prospects that searched their site for LaGrange IP.

Potential guest speakers for our monthly meetings:

- May 1: Michael Clark, with Jamie Segar (sports facilities).
- UMW Small Business Development Center Director Susan Ball.
- Tappahannock-Essex County Airport Authority.
- Jean White > Workforce Development at RCC.

Building Communities
Building Opportunity
Building Wealth
Building Hope



About us

- Formed in 1976
- Local Chapter Serving Caroline since 1996
- Expanded to serve Essex, King and Queen and Richmond County in 2022
- Westmoreland in 2025
- Led by local intentionally recruited Board of Directors with skills and experiences that give proper oversight
- Goal is to have all counties we serviced represented on our Board with local steering committees
- We serve Locals



Rural Development Approach

- Different Approach Same DNA
 - Volunteers and partnerships are core
- Leveraging the USDA 502 & 523 Program to fill community **directed** needs
- Local Government partnership is **KEY** to successfully being awarded grants



Examples



USDA 523 Mutual Self-Help

- Sweat Equity(24-30 per week)
- Volunteers help build homes
- Typically move in with 30% or more Equity
- 1 year or more of time commitment
- Stability for participants and Us



Teachers & 1st Responders Program

- Loan and Grant Packaging Services
 - Habitat Home Building Programs
 - USDA Direct and Guaranteed Loans
 - Work with a local agent to buy home on the market



Down Payment Assistance (DPA)

- Credit score 620 or above from all 3 credit bureaus
- Cash assets cannot be greater than 10% of the sales price of the home
- Must complete Homebuyer education class
- Must attend (virtually) Pre-Purchase counseling certificate (HUD counseling)
- Must complete monthly spending plan
- Bankruptcy, foreclosure or deed in lieu of foreclosure must have been 3+ years ago
- Any delinquent Federal lines such as student loans or tax liens will not be eligible for DPA
- If credit report shows combined collection accounts of \$1,000 or more, must be paid off before closing and proof provided
- All judgments regardless of amount must be paid in full before closing and proof provided
- Have had no ownership interest in real estate in the last 3 years
- Must contribute some of your own funds a closing
 - Less than 50% AMI \$500
 - Between 50%-80% AMI must contribute 1% of home sale price
- More information go to <https://www.dhcd.virginia.gov/dpa>



Virginia Individual Development Accounts (VIDA)

- 10 to 1 match up to \$10,000 (you save \$1,000 you receive \$10,000)
- Earned Income must be from full-time wages or self-employment
- Total Household income at or below 80% of area medium income
- Net worth less than \$10K, includes retirement savings
 - Net worth is the value of what is **owned** minus what is **owed**
- HUD counseling
- Homebuyer Education class
- \$100. initial deposit



Examples

- Technical & High School CTE Workforce Partnerships
- Facilitate Investment through goal alignment and financial incentives
 - 125K grant to retool & modernize Caroline CTE Carpentry Class
 - 2 students received scholarship funds due to work they did with us



CTE Partnerships & Progressions

Student built walls that led to students building a home for a income qualified Veteran



Infrastructure Loans and Grants

- Federal and State Programs
- Loans always worked into final costs and added to per unit or lot costs
- Not stuck with the bill
- Local buy in and skin in the game



Local led all the
way to meet
your
community
goals



We build strength, stability and self-reliance through shelter.



Thank you!



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