



**MIDDLEBURG TOWN COUNCIL**  
**Regular Monthly Meeting Minutes**  
**Thursday, September 22, 2022**



**PENDING APPROVAL**

**PRESENT:** Mayor Trowbridge M. Littleton (left early)  
Vice Mayor Peter A. Leonard-Morgan  
Councilmember J. Kevin Daly  
Councilmember Morris E. “Bud” Jacobs  
Councilmember C. Darlene Kirk  
Councilmember Philip M. Miller  
Councilmember Cindy C. Pearson

**STAFF:** Danny Davis, Town Manager  
Rhonda S. North, MMC, Town Clerk  
William M. Moore, Deputy Town Manager  
A.J. Panebianco, Chief of Police  
Tina Staples, Town Treasurer/Director of Finance

**ABSENT:** Councilmember Chris W. Bernard

The Town Council of the Town of Middleburg, Virginia held their regular monthly meeting on Thursday, September 22, 2022 in the Town Hall Council Chambers, located at 10 West Marshall Street. Mayor Littleton led Council and those attending in the Pledge of Allegiance to the flag. The roll was called at 6:00 p.m.

**Special Recognition**

**Mayor’s Proclamation – Constitution Week**

Mayor Littleton read the proclamation aloud. He noted that while the United States was one of the youngest countries in the world, it was the oldest democracy. Mr. Littleton further noted that the Constitution was the first document in which the power vested in government was derived from the people’s authority. Mr. Littleton advised that its signing was a transformative moment. He further advised that the most important thing that made the United States a nation was that it was a nation of laws, with the rule of law being paramount over any one desire. Mr. Littleton noted that this was what kept people safe and provided for a fair and just society. He presented a signed copy of the proclamation to representatives from the Catoclin Chapter of the Daughters of the American Revolution.

Councilmember Daly noted that both the Constitution and the Declaration of Independence were thin, succinct, and concise. He opined that people frequently complained about how slow government operated and advised that the first part of the Declaration of Independence, which identified the roles, responsibilities, and organization of government, took eleven years to write and ratify. Mr. Daly noted that it was four years later when the document started to talk about rights through the first ten amendments; another seventy-four years later when the 13<sup>th</sup> Amendment was adopted that abolished slavery; another five years later when people were allowed to vote regardless of color or race; and, another fifty years when women were allowed to vote. He agreed that government moved slowly and opined that it was best that it did not act in haste. Mr. Daly thanked the Daughter’s of the American Revolution for celebrating Constitution Week.

Sandra Ball, of the Daughter’s of the American Revolution, advised that her great, great, great, great, great, great grandfather was one of the signers of the Constitution for North Carolina, which made it dear to her. She further advised that she was proud that the DAR lead the way in officially commemorating Constitution Week. Ms. Ball encouraged the citizenry to celebrate this powerful document, which was so important to American history.

## **Miscellaneous Items**

Mayor Littleton thanked everyone for their well wishes in his attempt to climb Mt. Rainier and advised that it was an incredible experience. He noted that he experienced a medical issue when he was just shy of reaching the top and had to descend. Mr. Littleton advised that he planned to return in July.

Councilmember Daly noted that he had received inquiries from citizens about how they could get one of the Town's flags, like the one the Mayor raised at Mt. Rainier.

Town Manager Davis reminded Council that the flag contained the official seal of the Town; therefore, they were not available for distribution to the public.

## **Staff Reports**

### **August Utilities Report**

In response to inquiries, Stuart Will of IES, reminded Council that the membranes at the wastewater treatment plant became less permeable as they aged and explained that the inorganic matter could not be removed, which plugged them over time. He reported that the plant still had two cassettes that contained old membranes. Mr. Will advised that the membranes would be removed, and the cassettes reinstalled to aerate the membrane chamber. He explained that due to the new technology, each cassette could be populated with forty-four membrane modules and would have more surface area than the previous fifty-two membrane version. Mr. Will advised that the new membranes were much more efficient.

### **Town Hall Project Report**

Town Manager Davis reported that due to missteps on the part of the contractor, they mobilized their Chief Operating Officer on the project. In addition, the Project Manager would now be on-site on a full-time basis. He advised that there have been issues with improperly done work that was not corrected until the Town's construction manager identified it. Mr. Davis reported that the contractor was confident they could open the building within the contract date of January 27, 2023; however, they were not confident they could have it open by December 27, 2022, even though they would still attempt to do so. He noted that there were lead time and supply chain issues that were affecting the project; however, the Town did not believe those would affect the schedule. Mr. Davis noted, however, that there could be questions related to cost and cost responsibility. He advised that the staff believed it would get a quality project that would be on time per the contract.

Mayor Littleton opined that the contractor was sincere in their desire to do the right thing and advised that this was not a quality issue. He advised that the sub-contractors were not following the design, which the Town's construction management team was catching, with the work then having to be corrected. Mr. Littleton reported that the Town staff, contractor, and construction management team would have daily review meetings. He reminded Council that this was a fixed price contract; therefore, for the Town, this was just a schedule issue, not a cost one. Mr. Littleton reiterated that there would be more active information sharing meetings going forward. He advised that the contractor was committed to delivering the product on time. Mr. Littleton noted that the construction management team had identified items that could be done in parallel with the building's construction, which the contractor said they would do. He reiterated that there was not a cost exposure to the Town.

In response to an inquiry from the Council as to why the move-in date was being delayed, Town Manager Davis reported that it was due to the rainstorm that affected the concrete roof slab. He noted that the total impact of that storm was not yet known and expressed hope that this data would be available later this week. Mr. Davis advised that it was also due to poor project coordination and management on the part of the contractor. He reported that different people have now been assigned to the project. Mr. Davis expressed hope that the issues would be managed pro-actively.

Councilmember Jacobs advised that he was not surprised that the construction management team had to increase their role. He further advised that he was less concerned about the schedule and more concerned with making sure the building was the best the Town could get for its money. Mr. Jacobs suggested the need to err on the side of quality control and less on the schedule. Councilmember Kirk noted the need to ensure the job was done safely.

**Project Status Updates**

Town Manager Davis reported that the paving contractor would work on Chinn Court on September 26<sup>th</sup>-29<sup>th</sup> and noted that the property owners living on the street had been given notice of the project. He reported that a public outreach session would be held on the septic replacement project within the next month. Mr. Davis reminded Council that two houses on Lincoln Road and two houses on Stonewall Drive, all of which currently had septic systems, would be connected to the Town’s sewer main. He noted that in addition, three houses on Stonewall Drive that were already connected but that had extremely long service laterals, would be reconnected to public sewer using a mini-force main that the Town would maintain. Mr. Davis reported that the site restoration was still in progress for the Marshall Street water tower and that the exterior painting was scheduled for next summer.

**Consent Agenda**

A. Council Approval – September 8, 2022 Regular Council Meeting Minutes

*Councilmember Jacobs moved, seconded by Councilmember Pearson, that Council approve the consent agenda as submitted.*

Vote: Yes – Councilmembers Leonard-Morgan, Daly, Jacobs, Kirk, Miller and Pearson

No – N/A

Abstain: N/A

Absent: Councilmember Bernard

(Mayor Littleton only votes in the case of a tie)

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**Staff Reports**

**Project Status Report** (continued)

Mayor Littleton asked that an item be placed on the October 27<sup>th</sup> agenda to receive a timeline for the work on the Asbury Church.

Town Manager Davis reminded Council that the long-term plan would not be developed until the Town Hall Project was complete.

**Discussion Items**

**Review of Public Comments & Consultants’ Reports** – Proposed Boundary Line Adjustment Requests

Town Manager Davis reminded Council that the Town accepted public input on the proposed boundary line adjustment requests for the past four months, which were provided to the Council and public weekly. He noted that the Council also asked the staff to hire a consultant to do a budgetary impact study and reported that Chmura Economics & Analytics,

who performed the Town's financial analysis a couple of years ago, was hired to identify what the proposed projects would mean in terms of revenues, from a tax and utility perspective, and expenditures, including for additional personnel that would be needed in the Police Department and for the utility system. Mr. Davis reported that, as the BLAs have been presented, Chmura determined they would be revenue neutral. He noted that Chmura had to make some assumptions about the projects.

In response to an inquiry from the Council as to the tap fee revenue that would be received as a result of the projects, Town Manager Davis reported that the study focused on annual, recurring revenues and expenditures. He reminded Council that tap fee revenue went into the Utility Fund and advised that it was used for regular capital projects, not ones related to the BLAs. Mr. Davis estimated the tap fee revenue would be \$2 million.

Mayor Littleton noted that in terms of operating revenues and expenditures, the Windy Hill BLA would generate \$13,000 in net operating costs and the Homewood Farms BLA would generate \$14,000 in net revenue.

In response to a comment from the Council that the real estate tax revenues could be affected if the property owners qualified for the tax exemption for the elderly and disabled program, Town Manager Davis reminded Council that the assumption was that 2% of the Town's real estate tax revenues were exempt from payment under this program. He opined that the lost revenue would be minimal. Mr. Davis advised that the Levis Hill House paid real estate taxes and explained that, as proposed, Windy Hill's development would be similar.

Council noted that despite public opinion, the BLAs would not generate revenue for the Town.

Town Manager Davis reminded Council that they also asked for a study of what could be done on the Homewood Farms parcel if it was developed under the County's by-right zoning. He distributed two proposed concepts developed by the engineering firm hired by the Town and stressed that these were not proposals, nor were they ideas generated by the property owner. Mr. Davis reported that the first layout provided for a cluster development that consisted of fourteen (14) lots – thirteen (13) cluster lots and one (1) rural economy lot that contained the existing home – and open space. In response to inquiries from the Council, he confirmed this would be the typical approach to provide for the maximum possible residential development. Mr. Davis noted that the property contained floodplain areas that would have to be avoided and had topography issues. He further noted that the study was not detailed enough to determine perk sites.

Council noted that under this layout, the Town would not receive any revenues from the development, nor would it provide services to the property, such as police and utilities. They further noted that wells would be drilled to service the lots.

In response to an inquiry from the Council, Town Manager Davis advised that the roads were shown as being private; however, they could be public roads. He noted that that would be an issue between the property owner and VDOT.

Town Manager Davis advised that the second layout identified what could occur if some commercial development occurred, in addition to the residential development. He reminded Council that under the County's zoning ordinance, rural economy lots could accommodate a number of commercial uses and advised that the layout was based on the concept of a winery, with a restaurant and outdoor music. Mr. Davis noted that a second rural economy use was shown that was an agricultural processing facility. He advised that in addition to the commercial uses, there was an opportunity for the development of twelve (12) residential lots.

In response to a comment from the Council that the property could also be developed with a brewery, Deputy Town Manager Moore explained that the property could be developed with a commercial winery, a farm winery, and a farm brewery. He reminded Council that under the State Code, farm breweries and wineries were exempt from local regulation. Mr. Moore noted that the produce did not have to be grown on-site – it only needed to be grown within Virginia.

In response to an inquiry from the Council, Deputy Town Manager Moore advised that the two layouts included examples of the maximum number of lots that could be developed under the County's zoning ordinance. He further advised that the staff asked the consultant to develop an example of a residential and rural economy cluster subdivision and reported that the maximum yield was fourteen lots. Mr. Moore noted that the mixture could change and explained that it could consist of something like five cluster lots and nine rural economy lots with commercial uses.

The Council held some discussion of the options that were available. (Mayor Littleton left the meeting at 6:54 p.m. Vice Mayor Leonard-Morgan assumed the chair).

In response to an inquiry from the Council as to whether any wells that would be drilled would be on the same aquifer as the Town's wells, Town Manager Davis advised that the consultant did not conduct a hydro-geological analysis. He noted that the Town had performed a recharge study for its wells; however, he could not answer whether they shared the same aquifer.

Councilmember Jacobs confirmed they would be in the same aquifer; however, they could draw from different fractures. He noted that the Town's water system was only at 40% capacity; therefore, the impact of the wells on the Town's system would be minimal. Mr. Jacobs advised, however, that the septic systems were an issue and noted that the Town was trying to eliminate them in town. He questioned the impact of fourteen septic systems on the Town's water.

Councilmember Pearson opined that it was a shame the Homewood Farms property could not be placed in a conservation easement, which would protect the town. She noted the amount of building already underway. Ms. Pearson suggested the Town ask the property owner to rethink his plans and to save Middleburg from further development. She noted that the property was gorgeous, and that no other town had such an entrance. Ms. Pearson opined that if the property owner reconsidered, he would be a savior to Middleburg.

Councilmember Kirk noted that the view brought tourists into Middleburg. She further noted that the tourism industry was dependent on what people saw.

In response to inquiries from the Council, Town Manager Davis opined that agricultural processing facilities were in demand and advised that it was nearly impossible for people to find processing plants. He noted, however, that the property owner may chose something that was more financially appealing. Mr. Davis advised that the USDA had standards for such plant's construction, as well as for the disposal of items.

Deputy Town Manager Moore noted that the commercial development did not necessarily have to be an agricultural processing facility. He advised that it could be a cannery, grain processing plant, grain mill or other similar facility.

Councilmember Miller noted that the Council needed to discuss what was possible under the worst-case scenario if the property was developed outside of the Town's control.

Councilmember Kirk agreed the Town had no control over the County's zoning; however, she opined that there would be an uprising if the property owner attempted to develop it with a slaughterhouse.

Council noted that there had been uproars that had not stopped some developments, such as Banbury Cross Reserves, and others that did, such as the proposed brew pub on Route 50.

Town Manager Davis advised that there were alternative avenues the public could take and noted that sometimes they were effective and other times they were not. He reminded Council of the public information meeting scheduled for September 28<sup>th</sup> at the Middleburg Community Center to present information and share the consultants' reports. Mr. Davis noted that following that meeting, the reports and public comments would be turned over to the property owners, at which point, the Town would take a hands-off approach. He advised that it would be up to the property owners to determine whether they wished to submit a request and, if so, the scale of their request. He expressed hope that they would take the public input into consideration. Mr. Davis advised that at that point, the Town would no longer be recording the public's thoughts or answering their questions and noted that any public input or inquiries would need to go to the property owners. He advised that if the property owner(s) decided to apply for a boundary line adjustment, the Council could then choose from a number of directions, including immediately seeking public input, beginning negotiations, or holding a discussion of whether they intended to proceed with the request. Mr. Davis noted that it would take a number of months to address them and that it would not be a short process.

Councilmember Jacobs requested that the analysis of the public comments be shared with the Council before the September 28<sup>th</sup> meeting.

In response to an inquiry from the Council as to why the consultant did not prepare options for the Windy Hill property, Town Manager Davis explained that due to the property's size, it could not be subdivided. He further explained that it could be developed with a commercial use or a single home. Mr. Davis noted that Windy Hill proposed some scenarios for its development if the property was brought into the Town limits.

### 2023 Farmer's Market

Town Manager Davis reminded Council that they paused the Farmers' Market due to COVID and because they did not wish to continue to switch its location. He further reminded them that it was anticipated it would be held in the Village Green or the Town Hall Parking Lot once they were open. Mr. Davis reported that Business Development & Community Partnerships Director MacIntyre did outreach to the farmers' market managers in the area; however, Middleburg's market was too small for them to consider managing. He noted that one was willing to do some consulting for the Town. Mr. Davis opined that with guidance and an organizational structure, the Town could hold a modest but successful market. He advised that the key question was the appropriate day/time. Mr. Davis noted that a decision was not needed at this time and advised that the staff needed to determine when the vendors were willing to come. In response to a comment, he advised that he wanted to get a sense of the suggested day/time from the Council before approaching the vendors.

Council suggested the need to select a day/time that worked for most of the vendors and opined that a good vendor base was more likely to attract customers. It was noted that traffic was bad on Route 50 on Friday evenings. The Council requested a list of other farmers' markets in the area.

Councilmember Pearson noted that when she was employed by the Town, she ran the farmers' market. She opined that Friday was not the right night to hold it. Ms. Pearson opined that Saturdays were good and suggested it stay open until at least 1:00 p.m. She noted that people may visit the market after church on Sundays.

Council noted that the number of vendors and customers had dwindled on Saturdays and opined that this was due to the number of farmers' markets in the area. They inquired as to the proposed goal for Middleburg's market, and whether it was for residents only. It was suggested that the Town needed to find someone to operate it, so the staff did not have to do so. It was noted that the manager needed to fit with the community.

Town Manager Davis suggested the Town kick-off the market and hire a market manager, who would report to the staff.

Councilmember Jacobs advised that he never thought the farmers' market was that great and noted that during its last couple of years, if someone wished to purchase produce or meat, they were out of luck. He questioned what the vendors would provide. Mr. Jacobs noted that the Arlington Farmers' Market was a good one and advised that a number of vendors from this area participated in it.

Council suggested the need for more information. They asked the staff for a solid proposal for their consideration. Council agreed they liked the idea of holding the market in the Village Green.

#### Agreement with Christmas in Middleburg related to Joint Sponsorships

Town Manager Davis reported that a proposed agreement would be presented to Council during their next meeting that would provide the opportunity for the Town and the Christmas in Middleburg Committee to work together jointly to promote Middleburg. He advised that potential sponsors would be given a menu of options for their consideration. Mr. Davis noted the need to determine how the system would work, including the cost and revenue sharing. He explained that he did not want to proceed if the Council was not comfortable with the idea.

Councilmember Miller noted that he had lots of questions and suggested he meet with the Town Manager separately.

Town Manager Davis opined that it would be easier to sell packages to large sponsors. In response to an inquiry from the Council, he confirmed that Christmas in Middleburg would continue to pursue sponsorships from the local businesses, as would the Town. He explained that the Town's event firm would seek sponsorships where there was not an existing relationship. Mr. Davis advised that he would discuss this with Councilmember Miller and return to the Council with a proposal.

#### Information Items

Town Manager Davis reminded Council of the annual Virginia Municipal League Conference on October 2<sup>nd</sup>-4<sup>th</sup>.

Vice Mayor Leonard-Morgan announced that the Town would hold its Annual Fall Clean-Up on October 29<sup>th</sup>.

There being no further business, Vice Mayor Leonard-Morgan declared the meeting adjourned at 7:25 p.m.

APPROVED:

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Trowbridge M. Littleton, MAYOR

ATTEST:

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Rhonda S. North, MMC, Town Clerk



## September 22, 2022 Middleburg Town Council Meeting

**(Note: This is a transcript prepared by a Town contractor based on the video of the meeting. It may not be entirely accurate. For greater accuracy, we encourage you to review the video of the meeting that is on the Town's website – [www.middleburgva.gov](http://www.middleburgva.gov))**

**Bridge Littleton:** They don't want to be caught. All right. We'll call the meeting to order. First item is the Pledge of Allegiance.

**Everyone:** [Pledge of Allegiance]

**Bridge Littleton:** All right. Next item is the roll call.

**Bud Jacobs:** Bud Jacobs.

**Philip Miller:** Philip Miller.

**Darlene Kirk:** Darlene Kirk.

**Bridge Littleton:** Bridge Littleton.

**Peter Leonard Morgan:** Peter Leonard Morgan.

**Cindy Pearson:** Cindy Pearson.

**J. Kevin Daly:** John Kevin Daly.

**Rhonda North:** Rhonda North, Town Clerk.

**Danny Davis:** Danny Davis, Town Manager.

**Bridge Littleton:** And we don't have Town Attorney on today. All right. I mean, I knew Martin was out, but I didn't know if what's his name Randy?

**Danny Davis:** Randy.

**Bridge Littleton:** Randy was going to be here. Okay, great. First item on the council agenda is special recognition. And this is the mayor's proclamation for Constitution Week. So, what we normally do is read the proclamation. And then I understand there's a group here to take possession of the proclamation. So, we will welcome you guys to come forward after we read it. And, you know, we'll present you with the proclamation if

you'd like to take some pictures or whatever, that's totally fine. If you'd like to say anything, we'll do that as well. So, you have to excuse me. I've got a little lingering cough from Mt. Rainier. So, but let me read this. Okay, Mayor's Proclamation for Constitution Week. Whereas it is the privilege and duty of the American people to commemorate the 235th Anniversary of the drafting of the Constitution of the United States of America with appropriate ceremonies and activities. And whereas, Public Law 915 guarantees the issuing of a proclamation each year by the President of the United States of America, designating September 17th through the 23rd as Constitution Week. And whereas, Constitution Week aims to remind American citizens of their obligation to study and defend the Constitution. And whereas, the town of Middleburg wishes to commemorate this important anniversary. Now, therefore, I, Trowbridge M. Littleton, by virtue of the authority vested in me as Mayor of the Town of Middleburg, do hereby proclaim the week of September 17th through the 23rd as Constitution Week in the Town of Middleburg, and urge all citizens to study the Constitution and reeducate themselves to fulfilling the noble aims of its preamble to it to form a more perfect union, establish justice, insure domestic tranquility, provide for the common defense, promote the general welfare, and secure the blessings of liberty to ourselves and our posterity. Approved this day. So before asking any member of council if they'd like to make a comment, one thing I would like to say is it is amazing that the United States is one of the youngest countries, you know, in the world, but it's actually the oldest democracy, which is pretty amazing when you think about, you know, France and Germany and Italy and England all being around far before us, centuries before us. Yet we are the oldest democracy. And the light of liberty and the wings of freedom are, you know, were really born here. And as a student of the law, the thing that is most fundamentally amazing about the Constitution is that it was the first document and the first governmental system whereby the power vested in the government was derived from the people's authority. Every single government before that it was the government or the monarchy's authority over its subjects which defined the government. And that was a transformative moment captured in the Constitution. And the last thing I will say is when I and I say this, given the political nature of what goes on in our country today, unfortunately, the most fundamental, important thing that makes us a nation is that we are a nation of laws, and the rule of law is paramount over any one desire, or one will. It is what keeps us all safe. It's what allows us to have a fair and equal and just society. And thank God we live here and not somewhere else. So. [laughter]

**Everyone:** Amen. [applause]

**Bridge Littleton:** Yeah. So that's anybody care to provide any additional thoughts, [off mic] please?

**J. Kevin Daly:** About 40 odd years ago, I had to take an oath to swear to support and defend the Constitution of the United States against all enemies, foreign and domestic. And at the end of the ceremony, I was given this little pamphlet. And it's really amazing when you look at the Constitution and also the Declaration of Independence, how thin it is and how very succinct and concise it is. The other thing I in reading through and going before tonight is we always hear complaints about how slow government churns. And we all point out, oh, the Constitution is says this is, do you realize how long it took them to develop this? The Declaration of Independence was written in 1776. It took us 11 years to gain that freedom that Mr. Jefferson wrote about that all men are created equal. Unfortunately, that wasn't totally true then. It took 11 years for the first part of the

Constitution to be written and ratified. And the first part of the Constitution is all about roles and responsibilities and organization of our government into the legislative, executive, and judicial branches and the responsibilities of the members of those organizations. It was four years later when we started talking about our rights with the first ten amendments. And that was followed 74 years later with an Amendment 13 which stopped slavery. But it took an additional number of years, another not five years before we said those people who are now free can vote regardless of color or race. And ladies, I hate to say this, but it took another 50 years before we realized we shouldn't have gender segregation and women were allowed to vote. So, yes, things move very slowly and probably that's the best way to do it so that we don't act in haste or at the emotions of the moment. And I thank you all very much for the DAR, for your representatives being here. And I'm very grateful that we're celebrating our Constitution and the number. And may we have another 250, 300 more years of American democracy to go. [applause]

**Bridge Littleton:** All right. So, would you all like to come up? No. [off mic] Oh, did you have something? I'm sorry, Peter. [multiple speakers] Because Kevin had pre-warned me. [laughter] [off mic] However you all would like to do it. If you want me to center, it.

**Sandra Ball:** Yes. Yes, we want you in the center.

**Bridge Littleton:** There you go. [multiple speakers] All right. Here we go.

**A.J. Panebianco:** Everybody say look how cool the Chief is. [laughter] You got, like, 50 pictures.

**Bridge Littleton:** I shall not lie. Thank you all very much.

**Sandra Ball:** Thank you so much. [multiple speakers]

**Bridge Littleton:** Please. Please. Absolutely.

**Sandra Ball:** Thank you so much. Well, like Kevin said and Erin brought up my great, great, great, great, great great grandfather was one of the signers of the Constitution for North Carolina. So, it's very dear to my heart. And I'm honored and thankful to the mayor and the council for coming forth with this proclamation today for the Constitution, for the Daughters of the American Revolution. And I just wanted to say one quick sentence here in our press release that says, We are so proud that the DAR led the way in making Constitution Week an official commemoration, and our members enthusiastically promote the celebration annually in communities across the country by erecting displays, municipal proclamations, ringing bells and staging programs to raise awareness of the Constitution. We encourage all citizens to join us in celebrating this powerful document that is so important to American history and to reflect on the impact the Constitution has had on the lives of American citizens past and present. Thank you.

**Bud Jacobs:** Thank you. [applause]

**Sandra Ball:** Thank you so much. Please stay so you can see how democracy works. [laughter] [inaudible]

**Bridge Littleton:** We're next going to be talking about water and sewer. [laughter]

**Sandra Ball:** [off mic] Sewer? Thank you all.

**Bridge Littleton:** Thank you very much. [multiple speakers]

**Sandra Ball:** Thank you for your service.

**Bud Jacobs:** Wait a minute. Where do you think you're going? [laughter]

**Sandra Ball:** We'll be back next time.

**J. Kevin Daly:** See you next year.

**Bridge Littleton:** OK. Next item we're going to go to is the public comment. If a member of the public would like to.

**J. Kevin Daly:** Sorry.

**Bridge Littleton:** I'm going to. Okay. Yeah. So, if anybody would like to address Town Council on any matter, please do so now. Going once going twice. Rhonda is anybody on the phone?

**Rhonda North:** No.

**Bridge Littleton:** OK. We will close the public comment and then public presentations. I am going to take a quick prerogative and just say real quickly, thank you, everybody, for all your well-wishes. Before I left and after I got back. I think I've told some of you I know I told Danny Mt. Rainier was an incredible experience. A thank God, you know, you never know if you trained enough to be able to do it. Well, I got lucky and had but I did have an issue on the mountain. So, on the third day on the way to the summit, I developed something called high altitude pulmonary edema, and my lungs started to fill with fluid. So, oxygenation went down to like 78%. And so, the guide, we had four guides with us, there was a total of 12 of us. They turned me around and straight down the mountain I went all the way after giving me dexamethasone, I think is what it was. So that felt great for a couple of hours, but the key is to get below 8000 feet again. And so as soon as I did, everything started to return to normal. So just shy. But I'll go back in July. But it was an incredible experience. I think you all have seen the photo.

**J. Kevin Daly:** Speaking of which, several members of the community are asking, is it possible to get a replica of the flag you you raised at Mt. Rainier?

**Danny Davis:** We have not made those available for use by the public because they are the official seal of the town of Middleburg.

**A.J. Panebianco:** So, no. [laughter]

**J. Kevin Daly:** Signed autographs by you, perhaps on the street.

**Bridge Littleton:** Sure \$50 dollars apiece. I'm happy. And I'll give the town, you know, a pretty short cut. So anyway but no thanks, everybody, for all the well wishes. It was absolutely a lot of fun. And you don't know what to expect. But, you know, when you get there, it is pretty amazing to see the earth from that perspective. Okay. Next, we go to staff reports. Stuart.

**Stuart Will:** Good afternoon, Mayor. Good afternoon, Council. Evening. Evening. You all have any questions?

**Bridge Littleton:** Any questions for Stuart?

**Stuart Will:** I see Cindy wincing. She must be looking at the photographs of the membranes.

**Cindy Pearson:** I was, boy those membranes really needed to be changed, didn't they?

**Stuart Will:** They did.

**Cindy Pearson:** So, do they shrink up as they get older? They don't absorb as much or whatever it is?

**Stuart Will:** They become less permeable.

**Cindy Pearson:** Yeah, I do know it is, but I didn't want to say it. [laughter]

**Stuart Will:** And typically, that is due to inorganic matter that we cannot remove by way of chemical cleaning. So inorganic stuff that's in the waste stream tends to plug them up over time.

**Cindy Pearson:** Wow.

**Stuart Will:** Yeah.

**Cindy Pearson:** Wow.

**J. Kevin Daly:** I'm happy to announce no one has come up to me to ask if they can purchase a used membrane.

**Stuart Will:** They've already been disposed of anyway, so.

**Cindy Pearson:** Not happening.

**Bridge Littleton:** Shoot, I didn't get my request in. [laughter]

**Stuart Will:** Also, we still have two cassettes that are fully populated with old membranes that we need to remove. And we're simply going to remove the membranes from the cassette and then put it back in place for aeration in the membrane chamber. But the newer membranes, the technology is advanced such that our old membrane system was four cassettes. Each cassette was populated with 26 membrane modules. And so, for each biological process, that was 52 membranes. The technology has advanced such that a single cassette can be populated with 44 membrane modules and have more surface area than the 52 it replaced. So that's kind of cool. Yeah. So, way more efficient. Way more efficient. Yes. [off mic] We don't know yet. Don't know.

**Bridge Littleton:** Tell you in ten years.

**Stuart Will:** Yeah. Yeah. Get with me in ten years. [off mic] I don't know.

**Danny Davis:** There's only one option. So, you buy what they have.

**Bridge Littleton:** Yeah. Okay. Any other questions for Stuart? Stuart. Thank you. Yes. Have a safe drive home. Have a good evening, Danny.

**Danny Davis:** Thanks.

**Bridge Littleton:** OK. Town Hall Project Status Update.

**Danny Davis:** Thank you, Mr. Mayor and Council Members. I provided you an email Tuesday afternoon letting you know currently where we stand with the project. We had a follow up meeting this morning with representatives of the general contractor, as well as a meeting this afternoon with the Mayor and representatives, including the CEO of the company. Just to talk through the fact that we've had, we they have had some missteps to date. They have mobilized additional resources, specifically their COO to be directly involved. They have a their project manager is going to be full time on site, specifically in the areas of quality control. There are a number of issues, as I identified in my email to you, that were just done completely improperly and were not being caught until our construction management team was finding those issues. So, quality being a key issue and then schedule continuing to be a question and concern. They express their confidence that they would be able to open the building within the timeline of our contract, which would be the

end of January. They do not express confidence that they would be able to hit the date they had committed to verbally and had repeated to us many times, though I do know they intend to attempt to reach that goal still. It's not that they're putting it to the side, it's just they are not confident to be able to commit to that date. There are some lead time and supply chain issues that are affecting the project. At this point we don't believe they will affect the timeline. It may be a question of process and a question of cost and cost responsibility. We can talk about that separately at the right time. Where we stand today, there's a pathway forward. The Mayor, I don't know if you want to share or want me to that you put some expectations upon them. And we still believe we are going to get an extremely quality, great project in building and deliverable. And we still believe there's a great chance we'll complete this on time per the contract. But we're going to have to keep working hard at that.

**Bridge Littleton:** Yeah. So, we met with Cooper earlier today, the owner and the COO and a couple other folks. You know, I think we're probably two thirds the way through the schedules. We got a third of the time to go. I have no doubt of their sincerity and their commitment, and they want to get it right and they want to do it right. I would add one thing to Danny's point. From a quality perspective, it's not that there is a overall quality issue. It's just with a lot of projects, some things here and there, you know, the subcontractor doesn't follow the design and they do it the wrong way and then Bill Downey and Scott, they catch it. And so, then it has to go back and be fixed. I'm not making excuses for them, but what we sort of went through with them and what I said to them today was, you know, I'm sort of adopting Ronald Reagan's great quote, right, trust but verify. So, we're now going to be doing and you don't normally do this, but to make sure that we stay on schedule, we're going to have them just 10, 15 minutes at the beginning of every morning. They're going to touch base with either Danny or Downey and Scott and let them know exactly the activities needed to go on that day and what needs to get completed that day. And then at the end of the day, at 4:30, come back in and say it all got done, or this one thing had a problem or whatever, and here's how we're going to fix it tomorrow. So, day by day, Downey and Scott, who are our construction managers, and Danny and Rhonda can just know with exact certainty where everything is. Again, you don't normally do that, but I think it's prudent given where we are now, and they were committed to doing that. The other thing and this is just really for you know for from a reminder perspective, at the end of the day, this is a fixed price contract, so they are required to deliver the building for the price contracted for and if it costs them more to do it, that is their problem. It is not our problem. One of the things in the state code, as you all remember, is being a municipality of our size, we're required to do contracts like this fixed price so that you don't get caught in overruns and things like that. So, I'm not. This to me is not I mean, it might be a cost and profitability issue for them, but for us it's delivery on time. It's delivery on the date and then if they slip on the date, we have the liquidated damages clause that we can penalize them for. So, to me, the real important thing here is Bill Downey and Kevin and Danny and Rhonda, you know, taking a much more active hands-on oversight. Would that be a better way of saying it, Danny?

**Danny Davis:** Sure.

**Bridge Littleton:** Yeah.

**Danny Davis:** I mean, it's information sharing daily.

**Bridge Littleton:** Yeah. [multiple speakers] So that we don't lose. Like, if something does happen, they know immediately it's not at the once a week or whatever kind of deal. So. And the owner Chris. I can't remember his last name.

**Rhonda North:** [inaudible].

**Bridge Littleton:** What's that?

**Rhonda North:** [inaudible]

**Bridge Littleton:** Yeah. You know committed to absolutely delivering it on time, you know, per the contract. And so there we are. And I think the other good thing is Danny and Downey and Scott identified a number of other items that they could start doing in parallel to pick up time on the back end of the schedule. So, stuff that's not critical path now but doesn't affect the getting the building done. Well, go ahead and get those done at the same time, like the grading for the parking lot and the asphalt and the curb and gutter and stuff like that stuff they would wait on just just knock it out now. So, they said that they would do that. So, I think we've got a decent plan ahead. And, you know, from a cost perspective, I don't think we have exposure, but we just going to have to be diligent on them. So, you guys got any questions for Danny? Go ahead.

**Peter Leonard Morgan:** I'm just curious, is there a major reason for this delay? I mean, I know about this concrete quality. Was that did that affect it?

**Danny Davis:** That's a significant piece just due to the activity they had to accomplish on demolishing a portion of the concrete on the slab, on the roof. And in fact, to be completely honest, there are still a few unknowns related to that concrete slab that could completely throw this entire thing further behind. But we don't know until we get the data tomorrow or the next day. But, yes, it's partly related to that, I believe maybe just as much, partly related to poor project coordination and poor project management planning.

**Peter Leonard Morgan:** And on that subject, should we be concerned that you guys had to suggest doing these other things now for them rather than them suggest that?

**Danny Davis:** I think now maybe with different people involved, those kinds of issues will be managed and addressed proactively instead of having to have Downey and Scott or us make those suggestions and comments. So, it is concerning. I mean, but I also don't pretend to know all the nuances and intricacies of how they manage all their subcontractors. I would just know. Here's an example for my sake. We just experienced ten beautiful days of weather and basically there was zero site work being done. If it were my project, I would have a site work team doing things out there and taking advantage of good weather. They did not and they



know that they still have to deliver based on where their contract is. So, you know, it's frustrating, I think, to us in the public when you don't see taking advantage of days, especially when we know we're going into the season where anything can go. But it's a combination.

**Bridge Littleton:** Bud.

**Bud Jacobs:** Anybody who's ever dealt with contractors on small or large projects anticipates these kinds of wrinkles. It's certainly not a surprise that Downey and Scott particularly have had to step up their role in oversight. Speaking just for myself, I'm less concerned about the timeline for completion. And very gravely concerned that the building, when it's complete, is the very best building we could get for the money we are spending. So, I would urge you guys to air in your consideration of the issues as they arise to err more on the side of quality control and less perhaps on oh my gosh, this is going to screw up the timeline and maybe they're not going to get completed by the date they've promised us.

**Bridge Littleton:** Yep. Darlene.

**Darlene Kirk:** You said quality control, and I agree with that, but it also should be safety. We need to make sure the building is safe and sound, especially the slab on top.

**Danny Davis:** Yeah, absolutely.

**Bridge Littleton:** Yeah. I mean, to your point Bud too, that's the slab is a great example, right? They poured the slab and then they had the downpour and the water weakened it. And so, they're demolishing it and redoing it. So, it's a great point. Any other questions on Town Hall? OK. Moving onto project status update.

**Danny Davis:** Thank you, Mr. Mayor.

**Bridge Littleton:** Now, is this. I see two names on here. Is this Mr. Moore or is this Mr.?

**Danny Davis:** Yes. We speak in one voice.

**Bridge Littleton:** Ah. [laughter]

**Danny Davis:** A ventriloquist. This is Will talking.

**Bridge Littleton:** Danny Moore go ahead.

**Danny Davis:** The brief update is we did hear from the contractor doing the paving work on Chinn Court that they will be out on Monday, the 26th. And it should take 2 to 3 days to complete that work, finally getting that completed and accomplished, which is really important. So, we, Will put a notice together, reached out to the

four property owners that front on Chinn Court, actually only two of them have driveways there. So, the other two are actually access off one lane. So that should be accomplished or completed by the end of or middle of next week. And then we will be doing our public outreach on the septic conversion project next month and then you see the anticipated timeline. We're still proceeding with our design of that project. And then.

**Bridge Littleton:** Real quickly?

**Danny Davis:** Yes.

**Bridge Littleton:** Two homes are on Lincoln Road?

**Danny Davis:** Two homes on Lincoln, two on Stonewall. And then there are three additional homes on Stonewall that already have grinder pumps. We're going to connect them into a mini force main that we would then maintain. They're on long [multiple speakers] laterals, get rid of those.

**Bridge Littleton:** Okay.

**Danny Davis:** And then you know about the water tank project. So, the site restoration is still pending, I believe. And then we're working with them on scheduling for the summer of next year. That's all we have at this point.

**Bridge Littleton:** Any questions on the project capital projects? Okay. Let's see here. Next item is the consent agenda. Would anybody like to make? Would anybody like the one item removed from the Consent Agenda? All right is there a motion?

**Bud Jacobs:** I move we approve the consent agenda as presented.

**Cindy Pearson:** Second.

**Bridge Littleton:** Any discussion? All's in favor say aye.

**All of Council:** Aye.

**Bridge Littleton:** Opposed abstentions. Okay. Next item is the Farmer's Market.

**Danny Davis:** Thank you, Mr. Mayor I'm handling this item. Miss McIntyre is not able to be here this evening. As you all know, we put the Farmer's Market on hold, partly due to the pandemic. Also, partly due to.

**Bridge Littleton:** Hey Danny I'm sorry can I stop you real quick?

**Danny Davis:** Yeah. You're going to head out?

**Bridge Littleton:** No, no, no, no. So, I just have to be down there by seven. Let's do this.

**Danny Davis:** You want to hit Homewood first?

**Bridge Littleton:** Let's do the BLA stuff, because we were able to get through that in 20, 25 minutes.

**Danny Davis:** Okay.

**Bridge Littleton:** And then if I don't make it back, that's fine. You can take over.

**Danny Davis:** Yeah. All right. Well, then we will jump, and I'll go from, I'll turn my brain on a different.

**Bridge Littleton:** We just. It's just been so efficient I didn't know what to do with myself.

**Danny Davis:** Thank you.

**Bridge Littleton:** Oh, one quick thing. I just wrote this down. Council just a question if you guys agree with this, maybe by the second meeting in October, I can't remember if we had discussed this just a sort of next year timeline for Asbury, you know, just the top ten things that would need to get done like architectural. And you know because I think we all said the goal would be to try to have it restored by next year. Yeah. So, is that something you guys could put together?

**Danny Davis:** Well, I think we can talk about that. I think the expectation is that we would begin the long-term planning and project after the Town Hall was completed. So, I want to be careful.

**Bridge Littleton:** Yeah, I got you. I got you.

**Danny Davis:** Because so let's talk about what you'd like to see, but we can talk about it at the next meeting.

**Bridge Littleton:** Okay, well, yeah, let's just put it on the agenda then. Okay. Sorry. Go ahead.

**Danny Davis:** Thank you, Mr. Mayor. And Council members, as part of the concepts that were brought forward to the town related to potentially bringing two separate properties into the corporate boundaries of Middleburg, the town has taken three or four months to receive public input and a significant amount of public input and has been able to provide those weekly to the Council. Also placing those weekly online for the public to review as well as we place information on the website for answering frequently asked questions. In addition to that, the Council asks that we pursue two particular consultant studies related to these BLA

concepts. The first is an operational and fiscal study or budgetary kind of impact study. Short story what could this mean if these came forward formally to the town in.

**Bridge Littleton:** As proposed?

**Danny Davis:** As proposed, what could that mean to the town's revenues and what could that mean to the town's expenditures? The second item would be, well, we'll get to the second item. So, the first item related to that, the fiscal study we worked with Chmura Economics and Analytics. They're the ones who did the town's revenue model prior to COVID, looking at our revenues and stress testing that. They reviewed our current budget, they reviewed the two proposals as presented and they ran numbers based on anticipated revenues from each, specifically tax revenues, property tax. Understanding that a portion of Windy Hill would be tax exempt because it would be owned by Windy Hill. But then also looking at water and sewer revenues based on essentially a per capita use excuse me, a per capita size of households in Middleburg, that's an average as well as an average use per household to note that they pulled out Salamander's consumption data on the utility side because they are 50% of our water consumption. So, it would be an outlier to attribute a per capita amount if we included.

**Bridge Littleton:** For one building.

**Danny Davis:** If we included that in our entire calculus. So, they did pull that out. Similarly, they pulled out the number of employees that work at Salamander because clearly their usage would be at the resort. So, taking residence in town, plus number of workers in town, minus the Salamander Resort. They came up with a per capita number, which seems fairly consistent with what we see generally on average bills across the town. So, they created a revenue model, real estate taxes, water, and sewer user fees. Then they ran an expenditure model looking at our current expenditures and the key areas where likely or potentially I should say the town may experience the necessity to increase staffing specifically in the areas of water and sewer in our water sewer contract with IES and in the police department. And so as noted here, you will see that there that the amount of revenues brought in could offset the cost of an additional police officer in the police department and would offset approximately a quarter of a person, maybe to a third of a person's hours for utility, taking out some of the costs that would be set aside for maintenance, repairs, things like that. Short answer the study essentially says that as presented, they are basically revenue neutral. It's a very minimal fiscal increase by like \$1,000 dollars. So essentially revenue neutral. This is based on assumptions that that's the best you can do when putting a study together like this. So maybe we briefly talk about this before we get to the land use side if you'd like. Sure. So, I'm happy to answer questions or if I wasn't clear in describing it.

**Bridge Littleton:** Any, yeah, go ahead, Peter.

**Peter Leonard Morgan:** I think you kind of answered it earlier. I was going to ask you about the tap fees, which is significant. Am I right in thinking that really would go into the CIP fund for water and sewer? That is correct. It's a great amount of money but.

**Danny Davis:** Yeah, it is correct, and I appreciate that Council Members had brought this up when we were discussing this. This is really focused on annual recurring operating revenues and expenditures. However, there would be the anticipation of availability fees, tap fees that would go to the water and sewer system for the public's sake. And to be fully clear, this is not to pay for the extension of utilities to these projects. Those are to be born completely by the developer. So, any time a project extends utilities for development, they pay to cover the cost of water and sewer. That may be extension of mains, as necessary. It also may be. It's also for all the laterals and everything else. The availability fees do go into a fund, and they essentially go into our CIP fund in the utility fund that could go towards regular projects, that might be pump replacements, it could be.

**Bridge Littleton:** It's for future Capital Expenditure Project. [multiple speakers]

**Danny Davis:** Yeah, Capital Projects may come up and yes, that dollar is about or that amount is as assumed right now about \$2 million dollars.

**Bridge Littleton:** So okay just so and I think I understand the numbers. So, as I look at this, the total on a OpEx, not a CapEx basis, on an OpEx basis, Windy Hill would generate about \$13,000 per year of net cost to the town. And Homewood would generate about \$14,000 of net revenue to the town. So really at the end of the day, between all the taxes and fees you get, but the cost you have to spend, it's about a wash.

**Danny Davis:** That is correct.

**Bridge Littleton:** Okay. All right. I just make sure I'm reading that right. Okay, Cindy.

**Cindy Pearson:** But on the real estate tax, doesn't that depend on the age of the person that purchases those properties because they can apply for not paying real estate tax?

**Danny Davis:** There is always a [multiple speakers] no there is always a potential for someone qualifying for tax relief for elderly and permanently disabled. At this point, we assume, going to do quick math, I think like a 2% amount.

**Cindy Pearson:** That's not bad.

**Danny Davis:** That's town wide. Right. So, in this case, that'd be fairly minimal, though, that could always change.

**Cindy Pearson:** Okay.

**Danny Davis:** In the Windy Hill properties the ones that would be owned by Windy Hill again are tax exempt. But Levis Hill, for instance, is not actually owned by Windy Hill, is owned by a corporation that uses federal funds to subsidize the rent. So, it's actually they actually do pay taxes. So, in this instance here, the Windy Hill real estate tax would be focused on the pieces very similar to Levis Hill.

**Bridge Littleton:** Be over 55. Yeah. All right. So, on the Chmura analysis and we will so when we do the BLA download for everybody next week. We'll give all this and provide it. Yeah. Kevin.

**J. Kevin Daly:** Just for clarification. Despite some public opinion moving the boundary line is not going to be a windfall revenue generator. It is completely neutral. That's what I'm understanding is we're reading this report.

**Danny Davis:** That is the results of this report that is correct. Is it's essentially. It's a wash.

**J. Kevin Daly:** Good. Thank you.

**Bridge Littleton:** Any other questions for Danny? Before we go to the concept pictures? Okay Danny you want to hit the next one?

**Danny Davis:** So, the second item that Council asked was what? What could be done? And that's a very important word could be done on the Homewood Farm Parcel under Loudoun County Zoning, current zoning by right. And so, we worked with an engineering firm who has broad experience in Loudoun County and most recently actually has done other by-right subdivisions in the AR2 zoning district. So, they know the zoning. They know essentially many of the challenges and capabilities under that zoning to put this together. But I just don't want to overstate this, and I apologize if I'm belaboring the point. These are not proposals. These are not ideas that the property owner has put forward. These were merely these are merely land use ideas, concepts of what could be done if someone develops the Homewood Farm Parcel under by-right zoning in Loudoun County. So just putting that out there. So, the first. Yes, sir.

**J. Kevin Daly:** Further clarification on that. That's prior, that's not coming into the town boundary.

**Danny Davis:** That's correct. If it stayed as is and were to develop at essentially maximizing value out of the property that that is there, the 212 acres, what could that look like for someone if they were to go that route? In the first layout shown there are it's a cluster subdivision, there are 14 lots, 13 of those. That is yes. Option one should be on the top right. [multiple speakers] Sorry. And it is 13 cluster lots that are new lots. The existing home on the property would remain. I mean, again, that's it could it could not. But that turns into a rural economy lot. So, it's a larger lot size but that home could remain. So, you're looking at 14 homes on the property. And then, of course, under Loudoun County Zoning, there is required open space and the requirement to have that one Rural Economy Lot. So, this option one is a residential only option, essentially.

**Bridge Littleton:** So just to put a finer point on it, and I know being on the zoning ordinance committee for the county, I nerd out on this stuff. So, if all they did was their residential maximum density, this is in these engineering folks who follow county zoning, all that kind of stuff. This would probably be a typical garden variety approach to maximizing the use of the acreage.

**Danny Davis:** Yes.

**Bridge Littleton:** Granted they could redesign it any way they want to, but given the topography, given the way the land flows and where the roads are and where the perk sites are and all that kind of stuff, this is probably what with no preconceived notions would be the optimal outlier.

**Danny Davis:** Yeah. And the main issue here is avoiding floodplain. There's, major and minor floodplain on site. There are some topo issues. But as we all know, topo can be generally dealt with or blown up. So.

**Peter Leonard Morgan:** Well, it can, and it can't because you blow up too much. You can't have perk sites.

**Danny Davis:** Well, and that's absolutely true, too. So, some of that remains you know, this is not detailed to that level to actually go to perk sites, but generally from an engineering standpoint, this would be a pretty straightforward way to put those lots on this property. Again, all conceptual. The second option.

**Cindy Pearson:** Can I say something?

**Danny Davis:** Oh, I'm sorry.

**Cindy Pearson:** So, and what you're saying is that if this is done, there's no funds that come to the town for anything that's done out here. They drill their own wells. That is correct. They have no money to us for police. And our police wouldn't have to respond to this because it's in the county, not the town within distance. I mean, I know that there's a distance they do cover and then yeah, no town water either so.

**J. Kevin Daly:** Or sewage.

**Cindy Pearson:** Or sewage, yeah.

**Danny Davis:** That's correct. That's correct.

**Bridge Littleton:** Yeah. It would be their own well and septic.

**Cindy Pearson:** All right. [inaudible]

**Bridge Littleton:** Any questions about?

**Cindy Pearson:** And roads too, sorry.

**Danny Davis:** Sorry. So, these currently are shown as potentially being private roads. They could be private. They might be public. That really is between them and VDOT how they choose to develop out and the standards the size. Some places like to keep them private if allowed so that they maintain it. Others more often than not, I think you see them become public roads but that's a VDOT and county issue.

**Bridge Littleton:** Okay. Option two.

**Danny Davis:** Option two. We asked them to look at what if the property owner still wanted to maximize the site but wanted to do commercial uses in addition to some residential uses because we know as described at our public info meeting in April and looking at the zoning district that rural economy lots can accommodate a vast number of potential uses. And so, the two put forward in this proposal or excuse me, this concept are first a winery and that includes obviously you see a lot of vineyards throughout the property. There's a 20,000 square foot winery, kind of that's the processing kind of area of it. There is a tasting room. There's potential of maybe a restaurant associated with it, outdoor music space. I would note that an amphitheater as named and defined as is a special exception use. So that would require a special exception in front of the Board of Supervisors at the county, regardless if you took out the amphitheater. We all know that people play music at wineries all the time, so there's likely to be some kind of outdoor activity related to that. So, the first rural economy use or agricultural rural use is a winery of sorts. Again, this could be a winery, it could be a brewery, anything similar. But this is just an example. The second shown north of Homewood Lane up towards Polecat Hill Road would be another rural economy use on the nearly 50 acres to the north. This one is being shown as an agricultural processing facility. That's up to is it 20 or 24,000?

**Will Moore:** 24.

**Danny Davis:** Yeah, 24,000 square feet in size is what's allowed under Loudoun County Zoning by right. That could an agricultural processing facility could take a number of different names and probably a number of different forms, but it could be an intense type, you know rural commercial type use. In addition to that being AR2 and in this cluster subdivision type manner, there would still be the opportunity to have 12 additional residential lots beyond the two rural economy use lots so they could still get 12 homes plus those two commercial uses. Again, this is trying to avoid floodplain any other major issues that they're aware of on site and believe that the uses as shown here could be accomplished under the Loudoun County Zoning Ordinance? Yes. Of some sort. Again. And we don't plan we don't intend to speak for Loudoun County zoning, and I know the engineers don't either. But these are using best practices and best knowledge of the zoning ordinance that we have.

**Peter Leonard Morgan:** And of course, it may or may not be suitable for vineyards.



**Danny Davis:** That's very true, too. Yeah. [off mic]

**Peter Leonard Morgan:** Yeah, it may be totally unsuitable.

**Bridge Littleton:** It could be like. It could be like. Oh, God what's the name of that brewery? Quattro Goombas. Right. They don't grow one thing on that, you know, they import all their own stuff and and brew it themselves.

**Will Moore:** Yeah. And to that point, this kind of combines two different ideas for a winery here. One, it's showing onsite vineyards in the open space or rural economy, lots which, like Peter stated, it may or may not be possible. But you can still do a commercial winery, so not a farm winery of up to 20,000 square feet in size by right without a special exception. And you don't have to grow anything. So that's why that size of the production facility is shown on here is 20,000 square feet because even without the onsite vineyards, you could do that.

**Peter Leonard Morgan:** And what about a brewery? Could that be done as well, a farm brewery.

**Will Moore:** A farm brewery, yes. Yes. And again, farm breweries, farm wineries, they're exempted by the Code of Virginia from certain requirements. Basically, if you are in an agricultural zone, you can do it. So, Loudoun would have no influence on that. And to take it even one step further, the definitions of farm winery and farm brewery are not what you would maybe hope they would be in terms of requirements. You don't necessarily have to grow things on site as long as they're sourced from within Virginia, a certain percentage of them, it's there are a lot of exceptions carved out.

**Bridge Littleton:** It says. I know I'm going to get it wrong, but it says something like, you have to. It's called a farm winery or a farm brewery, but there's no definition of farm so or agricultural, I can't remember or it's and literally what everyone's everyone's done in Loudoun County because this was like 2016, I think it was the winery or 15. The winery brewery community got the state to pass this law that mandated this flexibility on all the zoning, on all the state zoning. But it was what everybody in practice does is grow something and you check the box that you are operating a farm. So, you can literally you'll go to a brewery somewhere and they're growing one vine of hemp or not hemp. [laughter] Hops, hops. They're growing one vine of hops and they're not actually even using it. And it checks the box and there.

**Will Moore:** Well yeah. It's a little more stringent than that but as long as you're sourcing a certain percentage of the product from within the state. So yeah, Mount Defiance Cidery, for example, they are technically a farm winery. He doesn't grow his own apples on site. He plans to do that in the future, he states, but he sources them from within the state. So, he meets that requirement there.

**Bridge Littleton:** So, one quick question and then I'm going to turn it over to you. In looking at this okay and I totally get it right this is where they think. Do I have this right that so these boxes where there's the red's the

buildings and those are the homes and that's the production facility and stuff like that. Take away for a second the issue of things like topo and parking and things like that. You can kind of move those around inside the box. I mean, you still got the lots have to be the right size and whatever. So, you know, this may be over here and that may be up here. Now, there's no adding pieces or anything like that because this is the maximum potential use.

**Danny Davis:** Maximum number of lots.

**Will Moore:** Maximum number of lots. So, and this was just we asked them to give an example that incorporated a combination of the residential lots and rural economy. In this case, we only have two rural economy lots. The way the zoning actually works. And to Danny's point, I don't want to become speaking for Loudoun Zoning, but in a cluster subdivision that gives you the maximum yield on number of lots. In this case, it's 14 lots. You have to have at least five clustered residential lots and you have to have at least one rural economy lot. But that mixture could change. So, if you take. [multiple speakers].

**Bridge Littleton:** You could do 9 rural economy lots and 9 rural agricultural uses or commercial uses.

**Will Moore:** You could do 5 cluster lots and 9.

**Bridge Littleton:** Rural economy lots. And those rural economy lots can do those 40 permitted commercial operations.

**Danny Davis:** Yes, with performance standards. [multiple speakers]

**Bridge Littleton:** So, I get it. [multiple speakers]

**Danny Davis:** The size of the building.

**Bridge Littleton:** I got it. [multiple speakers]

**Danny Davis:** Versus how many acres each rural economy lot is. But and I think to point that out, if you look at the far east, the far right of the page where it says Vineyard and it's kind of the box to itself on the right that actually fronts on Sam Fred Road. And it's bifurcated from the rest of the property by a major floodplain. But it maybe I think and actually one of the iterations I sent was a separate parcel over there that you could actually create likely an agricultural commercial use on that parcel that exits on to Sam Fred Road.

**Bridge Littleton:** Okay. So let me take this as an example then. You could reduce one home lot here.

**Danny Davis:** Yes.

**Bridge Littleton:** You could make that a rural economy lot and you put a brewery.

**Danny Davis:** It's likely. Most likely.

**Bridge Littleton:** And when it's on, Sam Fred, okay I got it. So, the 14, minimum five houses up to 14. But the difference between five and 14 and what has to be residential versus which could be commercial uses, you can slide the scale in between those two goalposts?

**Will Moore:** You can you still have to maintain a minimum amount of open area and or rural economy lots, combined rural economy lots and open space has to equal at least 70%.

**Bridge Littleton:** Yeah.

**Will Moore:** But again, that 70% can be on one of those rural economy lots.

**Bridge Littleton:** Right, right. Okay. Got it. Hang on [off mic] one second. I think I mentioned to some of you I have to leave. And there's a group that asked me to welcome them they're having some convention down at Salamander. I'm going to turn everything over to Peter. If you guys want to keep going with this, you guys are probably likely to be done by the time I'm done welcoming them. So. Over to you. Thanks. So, thank you guys for doing this. This is really helpful. I think it's going to be really helpful to for next week.

**J. Kevin Daly:** We're not showing the underground strata. They're going to be digging wells and their water source is it going to be the same aquifer that we're using? So, are we going to be competing or are they going to be competing against our wells?

**Danny Davis:** So, we have not gotten that far into any analysis specific to hydro geology. We did just complete a well recharge study which looks at the wells in town where we draw that water from, what the impact of drawing our wells may be on other wells or vice versa, and where the likelihood of either crossing over or sharing the same aquifer. To be completely honest, I can't answer for you at this moment whether they would be sharing the same aquifer. Clearly, they are not that far away from, well three in particular as well, honestly, as the back well Salamander. However, there are a few creeks in between. Sometimes creeks are a natural separation of where you're drawing from versus another, but it's not always perfect like that because like you said, once you get into the geology, you can definitely be sharing an aquifer over a vast area. So, I can't answer that question for you, but it is possible that the significant use of water on this property, there could be impact not just to the town's sources but to other wells nearby.

**Bud Jacobs:** Just a point of clarification. Would they be drawing from the same aquifer? Yes. It's the Marshall Formation. It's huge. It's hundreds of miles long. And it's the aquifer that we obviously draw our water from. What may distinguish it is they may be drawing from different fractures in the granite formation that composes

the aquifer. And I think the last time we asked, Stuart said we were at something on the order of 60% capacity. [off mic]

**J. Kevin Daly:** I thought it was 30%.

**Danny Davis:** We're I apologize we're at about 40%.

**Bud Jacobs:** 40%?

**Danny Davis:** Yeah. It's in that range.

**Bud Jacobs:** So, I would guess not being a hydrological engineer that the impact of the wells would be minimal. However, the other issue is septic, [off mic] and that's something we need to think long and hard about because as everybody knows, we're in the middle of an effort to remove as many septic systems as we possibly can from within town limits. And the question becomes, well, what is the impact of 14 new systems here, along with if it turns out to be there are some commercial uses, what that septic is going to look like. And I think it's something that would require us to think long and hard about what we're doing here and the future impact. Did that answer your question?

**Peter Leonard Morgan:** Cindy.

**Cindy Pearson:** No, no. [off mic]

**J. Kevin Daly:** I wanted to emphasize whether the impact was going to be there or not.

**Cindy Pearson:** Okay. I just want to say that today, actually, I was coming from Foxcroft this way. And as you look out across that property, I am going to say that it is a shame that anything has to be built on that property and that it can't be kept in a conservation easement. The property would protect the town. We would not have to. Yes, I know that other housing is necessary. But I really just don't think the amount of building that's going on right now, and I think probably everybody in Middleburg feels that because you can hear the beeping, you can feel the ground move, you can do things like that. To think we're going to have more of that done here, I would just love to ask the owner of this property to rethink what they want to do with the property and maybe help save Middleburg from that kind of development. The property is gorgeous. You know, when you come over that hill at where Homewood used to be at the top of the hill, and you look out across there, you kind of go, I'm home. And no other town has that now because they're built up. Any town you go into now, all you see is just houses, houses, houses. And if that the person that owns this would reconsider that for us, you know, they could be a savior to us on this project or not project. [off mic]

**J. Kevin Daly:** Please.

**Darlene Kirk:** [off mic] What Cindy was saying and also that type of view is what brings people to our town. Our tourism industry is largely dependent on what people can see. And she's right about that. It is beautiful.

**Peter Leonard Morgan:** Yeah, I know. Thank you for those comments. And I was looking at the mission statement that we put together a few years ago, and I think I wrote that somewhere here. It's really made me sit and think. Here we go. The mission statement while sustaining Middleburg's historic character, natural beauty, and small-town charm. So, it's something that we need to keep in mind there. I did have a question about that second option and the rural economy lot with the agricultural processing facility. Is that something I guess we probably can't answer that. Is that something that's really economically viable to do in a place like that? Wouldn't that be normally somewhere way out where acreage is far cheaper?

**Danny Davis:** So, I think I'll answer that two ways. One, which is obviously free market reigns, right? So, we would anticipate uses there that are in demand. On a more anecdotal note, I have friends that are farmers that raise livestock, that raise chickens, that raise any number of animals for human grilling and consumption. It's nearly impossible to find a place to process your livestock. You have to go far away. You have to find alternate means. And there can be a nine month wait just to get into an abattoir around here. And, you know, by that time you've lost your market, or your your cows aren't, you know, at a place where it's ideal. And there are other challenges with that.

**Peter Leonard Morgan:** So, what you're saying is that isn't realistic?

**Danny Davis:** My understanding [multiple speakers] from hearing from the farming community is that there is a need for that. Whether that is what would be built here, someone may choose that there's something else more financially appealing to them. Right. So just because there's a demand doesn't mean that's what would be built. But I also think it's not unreasonable to think that something like that could be built.

**Peter Leonard Morgan:** And it's in this depiction, it's further away from town. But what about the it wouldn't have a septic. Well, it would have a septic, but it would have something far more than that, probably. Is that something we should [off mic]?

**Danny Davis:** And those are things where, you know, I think they would have to abide by whatever requirements, whether they end up, you know, those type of facilities have USDA requirements under them. I'm sure it would have to be built to certain standards to meet those quality and then also disposal of other items.

**Will Moore:** And an agricultural processing can mean a wide variety, wide array of different things. In addition to a slaughterhouse, it could be a cannery or grain processing, grain mills, things like that, which all have different needs in terms of water and sewage and disposal requirements. [off mic]

**Peter Leonard Morgan:** That's true. Any other comments or questions? Philip.

**Philip Miller:** So, I just want to be clear why we're looking at this and why we're discussing these things before we get too specific about the particular uses is to show us what is possible in sort of a worst-case scenario should development happen here outside of our control. And that's the key to remember outside of our control. So, you know, this is something that can absolutely happen without any of our. [laughter] Our comments can mean the wind.

**Peter Leonard Morgan:** You're quite right. [multiple speakers]

**Philip Miller:** So, we need to keep that in mind. This is a worst-case scenario. So, these are the alternatives to the proposal that they've or will potentially be coming to us with.

**Peter Leonard Morgan:** Darlene.

**Darlene Kirk:** Well, I was going to say is I think, though, well, we don't have a lot of control over the county. I know that. But I can see the Council and the citizens really almost an uprising against them if they try to do something like a slaughterhouse. And wouldn't too well for the county officials.

**Philip Miller:** But we had. [multiple speakers] Exactly what I was just going to say. Look at how much of an uproar we had with Banbury. And all that did was create a bunch of people who were not happy about the circumstances, but ultimately outside the control of this body.

**Cindy Pearson:** The only thing it worked for was Disney.

**Peter Leonard Morgan:** I would remind everyone also that we did have the situation of a potential brew pub along Route 50 and that was scuppered at that point. Right?

**Danny Davis:** Yeah. I mean, there are sometimes alternative avenues that the public can take when there are items being proposed. And sometimes those are effective and sometimes they're not.

**Peter Leonard Morgan:** Great. Well, if there's not anything else, let's go on to. [inaudible] Go.

**Danny Davis:** So, if I'll just recap for the public, we do have a public information meeting set for next Wednesday evening, the 28th of September, at 6:00 PM at the community center. And that will be where we will be presenting the same information, hopefully to a large group of the public, also be sharing the report previously discussed and the goal there would be to present this information, so the public has all this also discussing the public input received to date and doing some brief overview of that. And then at the end of the day we are, the town plans to hand this to the property owners just like we are handing it to the public and then the town's basically hands off. It is up to the property owners if they choose to make any formal requests and to what scale or what proposals those requests might include. We would hope that they would seriously

take the public input received to date as well as the information developed here as they consider that. But then we would anticipate that the town, if there are further questions, input, or thoughts that we would not be the recipient of those directly. I mean, the public is allowed to share their thoughts with us, but really those thoughts would then need to go to the property owners or their representatives because it's up to them to develop what any kind of formal request might be.

**Peter Leonard Morgan:** And remind us if they were to if one or both were to decide to make an application. And what's the basic process?

**Danny Davis:** Well, the process there is to receive that present that to Council. And honestly, the Council can choose any number of directions in that process. It might be to get further public input immediately. It might be to begin negotiations on or maybe a discussion immediately, whether there's even interest to proceed with further consideration of that request. And so, it can take a number of forms. It's a number of months long, I would put it that way. It's not a short process.

**Peter Leonard Morgan:** Bud.

**Bud Jacobs:** The third part of our presentation, as you mentioned, is going to be an analysis of the public comments we've received. I'd very much like to see that before the public information session. And I know Chris couldn't be here tonight to present it, but I'd ask that you share that with us, before the 28th is it?

**Danny Davis:** Yes, we will do that. Absolutely.

**Bud Jacobs:** Thank you.

**Peter Leonard Morgan:** Cindy.

**Cindy Pearson:** We didn't get any option for Windy Hill. So is that just assuming I mean, I know they've there's been something floating around.

**Danny Davis:** Yeah. [multiple speakers]

**Danny Davis:** Essentially due to the size of that property, it cannot be subdivided.

**Cindy Pearson:** Okay.

**Danny Davis:** So, anything that could be built on that would be one lot. Now, similar to what we've been discussing here with agricultural rural uses, it could be a commercial use, like one that we discussed here. It could be one single home. But there's no ability to subdivide that lot.

**Peter Leonard Morgan:** Did we not have at some point some schematics for Windy Hill? There were two different scenarios. [off mic]

**Danny Davis:** But that was their proposed scenarios for if they came into the town corporate town boundaries, [off mic] not if it remained in the county and they develop by right.

**Peter Leonard Morgan:** Thank you for clarifying that. Anything else? So, shall we go back to the farmers market?

**Danny Davis:** Absolutely. Thank you. So, on the farmers market, we, as noted, put a pause on holding the farmers market officially as the town and supporting that just through COVID. And knowing that we didn't want to keep switching locations over and over again, waiting on the new town hall to be completed with the goal that our new town hall is completed by early spring of next year. We had been planning and anticipating the farmers market to be held part of the parking lot and or Village Green at the new town hall building. Ms. McIntyre has been making outreach to potential vendors who manage large markets to see if they would have an interest in helping us or partnering with us or being a manager here. Specifically, one company, EatLoco. They do a number of ones around the county, including the really large one at One Loudoun. Their motto is such where they, this is too small for them. It doesn't fit within their scope. Nonetheless, they have expressed a willingness to provide some consultancy work to help us position [multiple speakers].

**Peter Leonard Morgan:** Are those the folks who came to see us about two or three years ago?

**Danny Davis:** That's a different group.

**Peter Leonard Morgan:** Different one.

**Danny Davis:** That's Loudoun.

**Peter Leonard Morgan:** They came to the same conclusion, I think.

**Danny Davis:** Farm home grown something. Yes. They kind of came to a similar conclusion, at least for them being a formal market manager, if you will. I do think with some guidance and with some organizational structure that we could we could kick off a modest but successful market here in Middleburg because we know that it was very much loved pre-COVID. There are a couple of key kind of question marks here. And if you read the memo, you'll see that. The first is a question of an appropriate timing. And I'm not asking that we need to have a formal decision tonight, but I really want Council to be kind of stirring through this and see maybe real question is, are there are there things that we may have missed as staff, as we've considered alternatives here? A key point here is we need to know vendors would be willing and able to come at any of these dates and times. My understanding is that someone like someone like EatLoco has a list of many, many, many dozens, if not hundreds of vendors very interested in joining a market when there's space



availability. Now, whether that means they would come to Middleburg remains to be seen and whether that means dates work remains to be seen.

**Philip Miller:** Also, times and if they have the staffing to be able to send people out to our market and when.

**Danny Davis:** Correct, correct. But if.

**Philip Miller:** If they've already committed to somebody, for instance, on Friday afternoons, then.

**Danny Davis:** Right, that's correct. [multiple speakers]

**Philip Miller:** We decide Friday afternoons, then it's not going to work.

**Danny Davis:** And so, what part of my feeling is, is a bit of a chicken and egg. Right. And you understand this, right? Because I also don't want to propose a date that doesn't work for the community, that maybe is just not feasible. Like Friday afternoon, some people think is fantastic. They think it's a great idea. It's a way to kick off your weekend. Other people think it's horrible because you've finished your week. You just want to either get home, go to high school, football, you know, take your kids out. You don't necessarily want to hang around here. Saturday mornings are great because it's traditional. We've done it before, and people are used to it. Someone suggested Saturday, Sunday, mid to early afternoon because there's not typically a lot of events that happen on that kind of after church period, if you will. So, I really kind of want to get a sense of Council before I went down too far asking because there could be 50 vendors that we ask the question to. And I didn't want to be asking questions if none of these were not feasible so.

**Peter Leonard Morgan:** Philip.

**Philip Miller:** I'm more interested in picking a time that works for the greatest number of vendors, because I think they'll also have a good idea of what kind of traffic that time would be able to produce. And if we have a good number, a good base of vendors, then we're more likely to attract people to come as we build it back up from nothing, essentially having been closed for the last two years. But if we have three vendors and we choose the most convenient time for us, that doesn't necessarily mean it's going to be a successful market.

**Peter Leonard Morgan:** Darlene.

**Darlene Kirk:** The other thing we need to think about on Friday afternoon is traffic out here on Route 50. It's nuts. And that might really. It might, I don't know if it's going to help us or hurt us. You know, it's one or the other.

**Peter Leonard Morgan:** Also, do we have a list of all the other farmers markets because that might help us as well?

**Danny Davis:** We do we did not include in the packet. We have a list of the ones that we know of or are aware of generally, at least in Loudoun County. And we can provide that to you as well.

**Peter Leonard Morgan:** Cindy.

**Cindy Pearson:** As we know, one of my projects many years ago. And in your first sentence, you say the town aided in the facilitation and execution of the farmer's market. It [multiple speakers] but then the town did it after that they ran it. Granted, I would say I agree with the Friday is not the proper time to do it. I mean, I see farther down you're thinking of also having a charter school instead of that was a consideration. I would not think they could have people coming in an hour early to set up at the charter school. If that is what we do at this time or whenever. I believe the Saturday is good, I like it. [off mic] because we had 8 to 12. Sunday, a lot of the churches here are most of the churches aren't done until 12 and some 12:30. [off mic] And one half [off mic]. And then the other, I mean, then maybe they'd want to come and go to the market. So, I'd say the two, but the Friday I don't think would work here. And I'll talk about other things when we get around to it.

**Peter Leonard Morgan:** Thanks, Cindy. And I think that we used to go to the farmers market, which was on the Saturday, and it dwindled a bit, didn't it, from memory? [off mic] And we were always wondering why we were asking the vendors and because I think farmer's markets have become very popular. So, there are quite a few, you know, dotted all around the area. So again, we have to think about, you know, what is the scale we're looking for and what's the what's the goal? Is it just for our own residents really to be able to go? It was always a very nice community event to walk in with your bags and. Kevin.

**Kevin Daly:** I personally like the idea of a Saturday morning. However, one of the things I think we had been trying to do was get out of being a landlord mode as with the health center and does the town want to be the head of the farmer's market? I would propose that town staff find an organization to lead the effort so that we're not having you, the staff, conducting an organizing and being the farmer's market manager.

**Cindy Pearson:** And the other thing is too though that, that manager needs to fit for this community because at times it hasn't, and it's really harmed it.

**Danny Davis:** And that's a challenge. Right. So, it's a challenge of the organization that's going to be required by the town to get things structured and get things. And there may still be a role the town has in the initial kicking off of the year. And then the kind of repetitive is left to generally one or multiple managers that may report to the town, if you will, as is either volunteer staff or slightly paid, you know, contract kind of staff.

**Peter Leonard Morgan:** Great. Any other thoughts? Questions? Bud.

**Bud Jacobs:** I am going to be a little bit of a contrarian. I never thought I know, I know. [laughter] I never thought the Middleburg farmers market was all that great. If your intent in going to the market is to hang out

and maybe look at some interesting crafts and see your neighbors, that's great. That's fine. However, at least in its last couple of years, if your intent at the Middleburg farm market was to go there to buy, produce and meat, you were frequently quite out of luck. It simply didn't have that kind of variety. So, one of the things you've got to look at is you talk to possible vendors is what they can actually provide. I would note my wife and I frequently go to the farmer's market in Fairlington in Arlington, which is held Sundays from ten to about one. It's a very good farmer's market. And surprisingly, I've learned through an informal poll, a good number of those vendors come from our area and drive all the way in to sell the produce, meats, there's even a fish vendor from time to time. So, I know there are vendors out there. I know depending upon what we decide, we want our market to be that there's potential there. But I think you've got a really, really important task before you in identifying what are the options in terms of vendors and what does the community actually want?

**Darlene Kirk:** Do your homework?

**Peter Leonard Morgan:** Yeah, I think. Yeah, Philip.

**Philip Miller:** Yeah, I mean, I think I would offer up as an executive summary of everything here is we need more information, and we need a better proposal, less questions. We need data about what works for 15 vendors, 10 vendors, 5 vendors, what makes it feasible, what makes it sustainable, what makes it attractive for people both time and location? How it can be run? What are our options? We need a solid proposal, not just questions. And my opinion would be that if we can have it at the New Town Green, that would be the ideal place and I don't see any reason why we wouldn't do that.

**Peter Leonard Morgan:** Yeah, I think that's where we had always hoped to do it and I think that's a good way to go. Yeah, great. Well, thanks for everyone for that. So, I think we have to go back to discussion item on council approval, is that right?

**Danny Davis:** Just a very brief. It's not approval tonight. Just a brief discussion and similar. This is more of just an awareness that I'm going to be bringing something to you, hopefully at the next meeting. We've been working closely with Christmas in Middleburg on their efforts related to their event coming up in December. And part of that partnership is that they are wanting to utilize the same company that is selling sponsorships on behalf of the town of Middleburg, like for the Mille Miglia, for our October Fest events and things like that. And so, Christmas in Middleburg reached out, first of all, to say, hey, could they use them as well? And the conversation kind of morphed into, well, why doesn't this become an opportunity for us to jointly work together where the company can promote Middleburg as a destination? And that would be Oktoberfest, Art in the Burg, Mille Miglia, Christmas activities, and the Christmas Parade and give potential sponsors essentially a menu, if you will, whether it's an all-encompassing sponsor, all things throughout the year, or I want a sponsor, I want to have a banner at these these five events or it could just be I want to be a sponsor of Christmas in Middleburg and nothing else. And so, we're we're going down that pathway to develop somewhat that looks like in terms of cost sharing. Because clearly if you're working together and they're getting value out of it, then there's going to be value to Christmas in Middleburg. But then there's fees that go to the company. So, you

have to agree how to split that out. So, it's kind of the discussion point we're going down, but I also don't want to get too far down the road and realize I've gotten ahead of myself if Council is not comfortable with that as well so.

**Philip Miller:** I'll just raise my hand, just we'll sit down because I have lots of questions having done these before so.

**Danny Davis:** Okay.

**Peter Leonard Morgan:** So, is this like a centralization of sponsorships?

**Danny Davis:** Of, reaching out for funds for large sponsorships? Right. So, you go get I mean, it's you get a Chase Bank, right. And they're going to be the premier sponsor of all town events for the year of 2023. And that could be so they're the premier sponsor of our four events, plus the Christmas Parade. And we get value out of it. The parade would get dollar value out of it, but it's and I will take definitely the expertise and advice of Mr. Miller. It's easier to sell I would say, a complete package than going just 18 bites at the apple. Right. So typically, the more you can pitch to someone for what you're asking them for, the maybe greater response you'll get, especially when you are [inaudible]. Yeah. So, let's talk.

**Peter Leonard Morgan:** Cindy.

**Cindy Pearson:** Will Christmas in Middleburg still go for the smaller ones?

**Danny Davis:** Yes, absolutely.

**Cindy Pearson:** What they have here that? [multiple speakers]

**Danny Davis:** Just like we are too, and that was one of the conversations we had with this firm was, you know, we don't want by any means this effort to to ignore the the businesses who have been such great supporters of our community events for so many years. So, the \$250 sponsor, the \$500 sponsor, those are crucial. Those are key. And those are relationships we already have. This firm should be going to places where we don't have contacts. Right. This is a PNC Bank or whatever that maybe they don't even have a presence here, but they see a value in where we are. [off mic] You keep saying that. [off mic] So I'll talk with Mr. Miller, and we'll craft some thoughts behind that. [laughter]

**Peter Leonard Morgan:** Any other comments, questions? Thanks, Danny.

**Danny Davis:** Thank you.

**Peter Leonard Morgan:** What's next? Information items. [laughter]

**Bud Jacobs:** Second.

**Peter Leonard Morgan:** Any information items?

**Danny Davis:** We have VML coming up October 2nd, 3rd, and 4th just for this. You're going, correct?

**Peter Leonard Morgan:** I am going, yes. And I think also, just want to mention that we've got the Town Cleanup on October the 29th as well.

**Danny Davis:** Breaking news.

**Peter Leonard Morgan:** Breaking news. It's over a month away. But, you know, we've got another Council Meeting between now and then. [off mic]

**Peter Leonard Morgan:** Anything else? Are we ready to?

**Bud Jacobs:** [off mic] Middleburg Sustainability Committee?

**Peter Leonard Morgan:** Correct. It is indeed. Thank you very much. [multiple speakers] So we're not going into Closed Session. We're not going to Closed. Okay. In that case, we are adjourned.

**J. Kevin Daly:** Well, done.

**Cindy Pearson:** You did it.