



MIDDLEBURG TOWN COUNCIL
Regular Monthly Meeting Minutes
Thursday, April 25, 2019



PENDING APPROVAL

PRESENT: Mayor Trowbridge M. Littleton
Vice Mayor Darlene Kirk
Councilmember Chris W. Bernard
Councilmember J. Kevin Daly
Councilmember Kevin Hazard
Councilmember Peter Leonard-Morgan
Councilmember Philip Miller
Councilmember Cindy C. Pearson

STAFF: Danny Davis, Town Administrator
Rhonda S. North, MMC, Town Clerk
Ashley M. Bott, Town Treasurer
William M. Moore, Deputy Town Administrator
Jamie Gaucher, Business & Economic Development Director
Tina Staples, Office Manager

The Town Council of the Town of Middleburg, Virginia held their regular monthly meeting, beginning at 6:00 p.m. on Thursday, April 25, 2019 in the Town Hall Council Chambers, located at 10 W. Marshall Street. Mayor Littleton led Council and those attending in the Pledge of Allegiance to the flag.

Public Comment

George Wilshire, 36042 John Mosby Highway, opined that affordable homes were needed in the Middleburg area. He advised that he would like to subdivide his farm for housing and reminded Council that the Town controlled this because his property was located within a mile of Middleburg.

Public Hearing

Comprehensive Plan Amendment 18-01: P. Daniel Orlich

Deputy Town Administrator Moore noted that when Mr. Orlich appeared before them in February, it was to discuss what he eventually wanted to do; however, what was under consideration was his request to amend the existing Comprehensive Plan to set the stage for what he wanted to do. He explained that the proposed amendment included three requests – (1) a request to include language that would allow for the insertion of a definition for “independent living” into the zoning ordinance; (2) a request to insert language to support the addition of independent living as a special use in the Agricultural-Conservancy District in the zoning ordinance; and (3) the deletion of the cap on the number of independent living, assisted living or universal cottages allowed. Mr. Moore reminded Council that he provided an analysis that identified the problems with the three requests, specifically the conflicts with other terms in the Comprehensive Plan that were not well vetted.

Deputy Town Administrator Moore advised Council that the Planning Commission worked for a year and a half with the applicant. He noted that seventy-five people attended the Commission’s public hearing in March, of which nineteen spoke – most of whom were opposed to the request, with only the applicant and a representative of the property owner speaking in favor of it, and a few expressing concern. Mr. Moore noted that the Commission subsequently forwarded a recommendation of denial.

Nick Hanna appeared before Council representing the applicant. He read a letter from Mr. Orlich requesting approval of his proposed amendments. Mr. Hanna acknowledged that during the Planning Commission's hearing, concerns were expressed that development could spread; however, he noted that this request would be limited to a specific site. He advised that most of the proposed location would remain vacant. Mr. Hanna opined that there was not much vacant land remaining in the town that could be developed.

Kathyjo Shea, 21854 Foxcroft Road, advised that she was opposed to the Comprehensive Plan amendment as submitted. She expressed concern about having access onto Route 50 at that location, especially by elderly drivers.

Jilann Brunett, 28154 Foxcroft Road, advised Council that she was also opposed to the change. She acknowledged that waivers have been granted in the past to the ordinances and opined that they needed to stop. Ms. Brunett advised Council that she served on the Wellhead Protection Advisory Committee and expressed concern about having one hundred units so close to the creek. She also expressed concern about the impact the development could possibly have on Well 3.

Mr. Hanna advised Council that they did some preliminary drawings for the project and contacted the Army Corp of Engineers, as well as other engineers, who did not believe what was proposed would harm the environment. He noted that as to the concerns about green space, they would accept public comments on the design if their request was approved. Mr. Hanna advised the Council that the photograph that was provided during their February meeting was not what would be built. He opined that given the cost of the land and the building, this project would not allow Mr. Orlich to receive a return on his investment for forty years and suggested he wanted to construct it to live there. Mr. Hanna noted that Loudoun County would like to bring an additional 70,000 residents into the county over the next twenty years. He advised that the building would be designed in consultation with the Council and the Historic District Review Committee.

No one else spoke and the public hearing was closed.

Council noted the petition signed by individuals in favor of the project, which was submitted to the Planning Commission during their public hearing. They questioned whether the individuals who signed it were residents of Middleburg. It was noted that while no addresses were provided, based upon name recognition, the majority were not town residents.

Councilmember Hazard reported that the Planning Commission felt the proposed changes were not appropriate, nor was the use appropriate for the proposed area. He noted that the property was zoned Agricultural-Conservancy for a reason.

Councilmember Leonard-Morgan advised Mr. Hanna that he recently spoke during the Board of Supervisors' public hearing on their comprehensive plan update in opposition to the over-development of Loudoun County, and more specifically to development in the Transition Policy Area. He advised that, as such, he could not support this request. Mr. Leonard-Morgan opined that the proposal did not meet the desires of the residents of Middleburg.

Vice Mayor Kirk opined that the proposed facility was large and noted that there were no three-story buildings in Middleburg. She reiterated the number of residents it would bring. Ms. Kirk advised Mr. Hanna that the Council was trying to keep the town small and green. She opined that this project was not a good fit for Middleburg.

Mayor Littleton explained that the comprehensive plan was meant to be comprehensive and was a visionary document that reflected the goals and desires of the community. He noted that this request was not supported by the majority of the community. Mr. Littleton advised that under the existing regulations, assisted and independent living facilities could be constructed for up to twenty people, which was the right size for Middleburg. He opined that the Council clearly heard the vision of the residents and advised that this request was not consistent with it.

Councilmember Hazard moved, seconded by Vice Mayor Kirk, that Council disapprove Comprehensive Plan Amendment 18-01 because (1) the proposal to add Independent Living as a Special Exception Use in the A-C District is inconsistent with the stated purposes of the A-C District in the Zoning Ordinance; (2) the proposal effectively limits the applicability of Independent Living to one parcel of land, and development of that particular parcel with such a facility would be inconsistent with the stated purposes of the A-C District in the Zoning Ordinance and with the property's designations for Conservancy or Targeted Use and Open Space in the Comprehensive Plan; (3) the proposal to delete unit limits for assisted living, independent living and universal design cottages would be inconsistent with the Comprehensive Plan's designation for smaller-scale uses in the Conservancy or Targeted Use area; and, (4) the overall proposal is inconsistent with the community's vision based on public input gathered thus far in the Town's ongoing Comprehensive Plan update process.

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

No – N/A

Abstain: N/A

Absent: N/A

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

Public Presentations

Community Foundation of Loudoun and Northern Fauquier Counties

Amy Owens, of the Community Foundation of Loudoun and Northern Fauquier Counties, explained the purpose of community foundations and how they operated. She noted that they built local endowments and invested the monies so the earnings could be used for grants. Ms. Owens reviewed the programs the Community Foundation of Loudoun and Northern Fauquier Counties offered and expressed hope that Middleburg would invest its Health Center funds with them. She reviewed the history of the Foundation, which was established in 1999. Ms. Owens explained that they assessed a one percent (1%) fee, divided over a twelve month period, based on the current market value of the endowment to cover their cost for administering it. She reviewed the services they offered.

Ms. Owens reported that their investment policy was based on a twenty quarter average, with distributions being suppressed in the first three years that an entity invested with them. She noted that it was possible to identify money that would be spendable in the first three years that would not be included in the endowment.

The Council noted that the Foundation provided assistance with the distribution of earnings. They questioned whether it also provided assistance with fundraising. Ms. Owens explained that they provided training in how to do fundraising; however, they did not do any fundraising. She noted that they also provided referrals to nonprofit organizations.

The Council questioned who would select the beneficiaries of the earnings – the Foundation or the Council. Ms. Owens advised that the Council could do so and noted that the Foundation was flexible in that regard.

The Council made inquiries as to how the Town's money would grow if it was invested with the Foundation – either through donations or the rate of return. Ms. Owens explained that donors who came to the Foundation often had a vision; however, sometimes, they had to work with them to develop one. She advised that as to the rate of return, it was divided proportional to each endowment. Ms. Owens explained that the funds were invested in a portfolio that included bands which allowed the investment advisors to use their judgment when making the investments. She advised that the returns were based on both the increase in value of the investment and the dividends paid on them.

The Council expressed concern about the wide swing and the negative rates of return that were experienced in some years when the stock market was up. Ms. Owens explained that they transitioned their investments to four different investment firms as opposed to only one. It was noted that the fourth quarter of 2018 was bad and that the figures provided were end-of-the-year figures. It was further noted that the market bounced back in January of 2019.

Overview of Services for Veterans – Loudoun County

Tom Grant and Yolanda Thompson appeared before Council to share information related to the services Loudoun County provided to support veterans and their families. Mr. Grant reported that there were 20,000-30,000 veterans in Loudoun County, excluding active duty military; however, this number increased to 90,000 once their spouses and children were taken into consideration. He noted that he helped veterans regardless of their location. Mr. Grant advised that they generally fell into three categories – those who never checked in for their VA benefits, whom he helped gain their benefits; those who were unemployed, whom he helped find employment; and, those who had “fallen off the bus”. He reported that he utilized approximately fifteen organizations to assist those who fell into the latter category, including Middleburg American Legion Post 295. Mr. Grant suggested the Town could assist by providing support to the Legion. He asked that if anyone knew of a veteran who needed assistance that they contact him.

The Council noted that they worked with the American Legion for many years and provided them with donations; however, they declined them over the last couple of years. Mr. Grant advised that he would look into that.

Mayor Littleton noted that Councilmember Daly was a member of the American Legion. He further noted that they were trying to rebuild their membership and needed help with that. Mr. Littleton asked Mr. Grant to let the Council know what they could do to assist.

Loudoun Construction Proposal – Asbury Church

Ryan Michaels, of Loudoun Construction, advised Council that they had outgrown their space in the building adjacent to the Asbury Church and offered to purchase the church. He noted the Town’s desire to put it back into use and opined that his offices would be a good reuse of the space. Mr. Michaels volunteered to install a historic marker and to repair the building. He opined that it would be good for the Town as it would allow it to receive tax revenues. Mr. Michaels advised that they had a fair timeline for repairing the building and had the funding to do so.

Mr. Michaels advised Council that he would work with the HDRC to achieve his goal of retaining the building’s appearance as a church; however, he noted that he did not have an unlimited budget. He volunteered to allow the green space to be used for community events outside of his business hours. Mr. Michaels reiterated his offer to install a historic marker; however, he noted that he would need assistance with the wording on it.

Mr. Michaels reiterated that his plan was to keep the building in its current configuration so it could be restored as a church in the event he ever sold it in the future. He advised that he would remove the alter and consolidate and update the bathrooms; however, he did not plan to create individual offices within the space. Mr. Michaels advised that if someone purchased it in twenty years, it would still look similar to its current configuration. He stressed that he was in favor of preserving the building and advised that he would preserve the flooring and would leave the exposed beams. Mr. Michaels noted that his plan was to freshen the building.

The Council questioned the number of vehicles that would be parked on the site. Mr. Michaels advised that he had seven full-time employees and would have five desks in the office. He noted that there was only one employee in the office on a regular basis, with the remainder only coming in for about one-third of the work week as they mostly worked in the field. Mr. Michael explained that his thought was to lease parking from his current landlord as there was limited on-street parking.

Website Concept Design – CivicPlus

Sean Brady, Implementation Consultant and Technical Trainer for CivicPlus, displayed the concept design for the Town’s new website. He explained that the next step would be to build the content for it. Mr. Brady reminded Council that the Town’s website had to meet certain requirements, such as ADA accessibility, and comply with the Federal 508, 504 and WCAG requirements and explained that CivicPlus used a platform to apply those items to the

website. He displayed examples of the different options that were available for displaying the megamenu and advised that the staff would be able to select the ones that worked best for the Town. Mr. Brady reviewed the graphic buttons that have been selected by the staff, which represented the services most used by the citizens. He noted that the design included two calendars – one for events and one for meetings. Mr. Brady advised that the homepage would contain spotlights that would allow the Town to highlight certain events or items. He noted that the system contained a scheduling feature, which would allow the site to be up-to-date at all times. Mr. Brady displayed how the website would look on a mobile device and advised that it was designed to work with iOS, Android, Chrome, Firefox and all other browsers.

Mr. Brady reported that the project had reached a milestone, with the next one occurring on May 17th when CivicPlus would begin to migrate over the content from the current website. He noted that staff training was scheduled in June, with the soft launch occurring at its conclusion.

It was noted that the banner photos at the top and bottom of the homepage would refresh each time an individual refreshed the website. It was further noted that the plan was to change those on a seasonal basis so the site would remain fresh at all times.

Mr. Brady opined that in developing the concept, CivicPlus kept the historical significance of Middleburg, while adding some modern elements that could be construed as historical. He reiterated that the new website would be ADA compliant, as well as being secure. Mr. Brady advised that once the Town completed its branding project, CivicPlus would swap out the Town seal with the new logo and would change the colors as needed.

Town Clerk North advised Council that if there were no objections, the staff would approve the concept design and move to the next phase of the project. No objections were raised.

Staff Reports

Councilmember Miller expressed pleasure over the installation of the new sidewalk on Marshall Street.

Deputy Town Administrator Moore reported that in addition to making asphalt repairs adjacent to the new sidewalk, A&M Concrete were also making repairs elsewhere, including on Pinkney Street. He noted that the Facilities & Maintenance Supervisor planned to trim the trees that were hanging over the new sidewalk next week.

Deputy Town Administrator Moore reported that he was continuing to work with the four property owners whose buildings were in need of repair. He advised that the repairs to one of the buildings was complete and progress was being made on the two that had the most problems. Mr. Moore noted that there was a vision for the fourth one; however, that one may require the approval of the Council to initiate enforcement proceedings.

Town Administrator Davis reported that an item was scheduled for a future Council meeting to receive an overview of the Town's current zoning enforcement process, as well as other options for enforcement, so the staff could get Council's input on how it should handle such enforcement in the future.

Business & Economic Development Director Gaucher reported that as to the status of the Visit Loudoun MOA and its deliverables, they were working to schedule the second business training session for the end of May or beginning of June. He explained that it would be a three-phase event and would include Visit Loudoun talking about the value of social media, Councilmember Bernard talking about e-commerce and a panel discussion. Mr. Gaucher reported that as to the renewal of the MOA, the staff was scheduled to meet with Councilmembers Miller and Bernard to develop a plan. He expressed hope to have it available by the next Council meeting.

Reports of Town Committees/Council Liaisons

Councilmember Pearson reminded Council of the Arbor Day celebration on April 27th at The Hill School.

Councilmember Leonard-Morgan reminded Council of the Drug Take-back/Used Battery Collection/Used Sneakers Collection scheduled for April 27th. He reported that Go Green applied for and received a \$4,000 HEAL (Health Eating, Active Living) grant that could be used for multiple initiatives, including sidewalks, wayfinding signage and the Walk Middleburg pamphlet.

Mayor Littleton announced that the Stephen Siller Tunnel to Towers Foundation would hold a 5k and Walk on May 25th in Prince William County. He noted that they recently donated a house in Middleburg.

Mayor Littleton recessed the meeting at 8:05 p.m. for a short break. He called the meeting back to order at 8:13 p.m.

Consent Agenda

(1) *Approval of Minutes – April 11, 2019 Regular Meeting Minutes*

Councilmember Bernard moved, seconded by Councilmember Daly, that the Council approve the consent agenda as presented.

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

No – N/A

Abstain: N/A

Absent: N/A

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

Action Items

Acquisition of Electric Vehicle Charging Station

Councilmember Leonard-Morgan reminded Council that during their last meeting, they asked that he explore the possibility of securing an equipment upgrade from ChargePoint. He reported that no upgrade was available; however, ChargePoint agreed to allow the Town to terminate the contract early upon the payment of a \$1,500 fee.

The Council held considerable discussion regarding future upgrades to the equipment. They questioned whether it was possible to put the electric infrastructure in place now to support an upgrade in the future. The Council asked the staff to explore whether this was possible and the cost.

Mayor Littleton expressed concern about the number of times this item had appeared before the Council. He asked that the members identify all of their questions so the staff's time could be used efficiently. The Council noted that this was new technology and suggested the need to understand it fully before committing to a five-year contract. They asked that the staff research the options that were available, including their power requirements; whether it was possible to install upgraded infrastructure at this time; and, the costs for discussion during the next Council meeting.

Resolution – Loudoun 2040 Comp Plan

Councilmember Daly moved, seconded by Vice Mayor Kirk, that Council approve the attached Resolution entitled "TOWN OF MIDDLEBURG COMMENTS ON DRAFT LOUDOUN 2040 COMPREHENSIVE PLAN" and submit the approved Resolution to the Board of Supervisors as part of their public input.

Vote: Yes – Councilmembers Kirk, Bernard, Daly, Hazard, Leonard-Morgan, Miller and Pearson
No – N/A
Abstain: N/A
Absent: N/A
(Mayor Littleton only votes in the case of a tie.)

Discussion Items

Mayor Littleton reported that Purcellville’s Mayor, who sits on the National League of Cities Board, requested a listing of any transportation initiatives the Town was interested in having its Congressional representative support through federal grant programs. He suggested the Town’s parking lot idea be included as a potential item. Mr. Littleton noted that this information was needed by the end of the month.

INFORMATION ITEMS

Closed Session – Appointments to EDAC; Property Acquisition; Disposition of Property; Probable Litigation

Councilmember Miller moved, seconded by Vice Mayor Kirk, that Council go into closed session as allowed under the Virginia Freedom of Information Act Sections 2.2-3711(A)(1), (3) and (7) for the discussion, consideration or interviews of prospective candidates for employment, assignment, appointment, promotion, performance, demotion, salaries, disciplining or resignation of specific public officers, appointees and employees of the public body; for the discussion or consideration of the acquisition of property or the disposition of publicly held property, where discussion in an open meeting would adversely affect the bargaining position or negotiating strategy of the public body; and, for consultation with legal counsel and briefings by staff members pertaining to actual or probable litigation, where such consultation or briefing in an open meeting would adversely affect the negotiating or bargaining posture of the public body. Councilmember Miller further moved, seconded by Vice Mayor Kirk, that these matters be limited to (1) appointments to EDAC; (2) the acquisition of property for a Town Administration Building; (3) the acquisition of property for a parking lot; (4) the disposition of the Asbury Church; and (5) probable litigation involving the contract for branding services. Councilmember Miller further moved, seconded by Vice Mayor Kirk, that in addition to the Council, the following individuals be present during the closed session: Danny Davis and Jamie Gaucher for all of the items; Will Moore for the second through fourth items; and, Rhonda North for the first through fourth items. Councilmember Miller further moved, seconded by Vice Mayor Kirk, that the Council thereafter reconvene in open session for action as appropriate.

Vote: Yes – Councilmembers Kirk, Bernard, Daly, Hazard, Leonard-Morgan, Miller and Pearson
No – N/A
Abstain: N/A
Absent: N/A
(Mayor Littleton only votes in the case of a tie.)

Mayor Littleton asked that Council certify that to the best of each member’s knowledge (i) only public business matters lawfully exempted from open meeting requirements under the Virginia Freedom of Information Act and (ii) only such public business matters as were identified in the motion by which the closed meeting was convened were heard, discussed or considered in the closed meeting, which each member so did. He reminded those present for the closed session that any discussion that occurred within it should be treated as confidential.

Council Appointments – Economic Development Advisory Committee

Councilmember Pearson moved, seconded by Councilmember Daly, that Council reappoint Duane Ellis and Daniel Leger to EDAC to terms to expire December 31, 2019.

Vote: Yes – Councilmembers Kirk, Bernard, Daly, Hazard, Leonard-Morgan, Miller and Pearson
No – N/A
Abstain: N/A
Absent: N/A
(Mayor Littleton only votes in the case of a tie.)

Council Approval – Termination of Contract Agreement – Native Collaboration

Councilmember Miller moved, seconded by Councilmember Daly, that Council authorize staff to negotiate an Agreement of Termination with Native Collaboration, LLC, based on the direction given in closed session.

Vote: Yes – Councilmembers Kirk, Bernard, Daly, Hazard, Leonard-Morgan, Miller and Pearson
No – N/A
Abstain: N/A
Absent: N/A
(Mayor Littleton only votes in the case of a tie.)

Scheduling of Special Meeting

The Council agreed to schedule a special meeting on Tuesday, April 30th, at 6:30 p.m., to discuss the next steps related to the branding project. They asked that the agenda be distributed no later than noon on April 29th.

There being no further business, Mayor Littleton declared the meeting adjourned at 9:52 p.m.

APPROVED:

Trowbridge M. Littleton, MAYOR

ATTEST:

Rhonda S. North, MMC, Town Clerk

April 25, 2019 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)

Bridge Littleton: We will call the April. One moment. We will call the April 25th 2019 meeting to order. First item is Pledge of Allegiance.

[Pledge of Allegiance]

Ok. Next item is the roll call.

Chris Bernard: Chris Bernard

Kevin Hazard: Kevin Hazard

Philip Miller: Philip Miller

Darlene Kirk: Darlene Kirk

Bridge Littleton: Bridge Littleton

Peter Leonard-Morgan: Peter Leonard-Morgan

Cindy Pearson: Cindy Pearson

Kevin Daly: John Kevin Daly

Rhonda North: Rhonda North, Town Clerk

Danny Davis: Danny Davis Town Administrator

Bridge Littleton: Okay. Next we will go to public comment. Now there's two pieces to this tonight we're having the public comment session and some of you may be here for public comment. But then after that we're having the public hearing on the comprehensive plan amendment. So if you're here tonight to speak either on the comprehensive plan amendment you will not do that during the public comment session. So the public comment session is for any other item a member of the public would like to address the town council on. So for that. Is there anybody here who would like to address the council during the public comment session. [Off mic].

No no. So is your question around the comprehensive plan amendment or is something totally different. [Off mic] Then now is your time. So yeah please simply step up to the microphone. Give me your name and address and address the council.

George Wilshire: Well my name's George Wilshire. I grew up with your dad. So. I live at Mosby Spring Farm which is 36042. John Mosby Highway just a mile west Middleburg. Right at the intersection 7 0 9 and 50. I'd like to know because this does is something that I know about because I used to poke around in the service when they'd give me something to go find out about it I'd find out about. How many people of you go over to Winchester? Anybody? Ok. So 4. OK. How many people over there go to Costco. And I'm not going to ask you if you buy anything at Costco. OK. Evidently not. All right. If you're going over there to Winchester and you you come to your first light I guess there's Winchester you turn left to go down a ways turn right and go to Costco. If you go a little further there's a very secure engineering base on the left. If you go a little bit further it's a four lane highway that seems to start in the hill over here and stop over here and a great big building that's been added on to that goes about

five stories underground. A lot of people don't realize it but the Department of Homeland Security has been looking for a location and they're just about to open over there. They'll have 50,000 thousand people when they get up and running. All right. Everybody in Loudon County has always been safe. Send them to Frederick County send them to Winchester send them to West Virginia for working people. Well I'm afraid to say we've got to do something now in Loudoun County and Middleburg is a good place to start building some homes not just the big mega mansions but the homes for people that actually work for a living. I like to say consider I'm a farmer I like to think I work but however I'm a little lucky I got a lease on some land that was left to me and I'm sort of like your dad your dad busted hisself building homes. Anyway, they're gonna have about 50,000 people. They're putting the finishing touches on it now. It'll be twice the size of the Pentagon in case anybody here wants to know how big it's gonna be. And I'm sure there's some people like to shoot me for putting this out but you can find it out pretty easily. When I was in the service I was a truck driver. However the service found out that I had a decent IQ and I said we think we got a better use for you. So I used to between being a truck driver a couple other things that got cussed out occasionally. I also did some intelligence work so you can find out about anything you want as long as I see you two ladies are greatly outnumbered but women are great about finding out information. They'll listen. We guys don't always listen. But anyway all I'm trying to say is it's been great to have mega mansions around here but I think today I heard on the radio that a town I mean somebody there's a group that's dedicated a home to an American veteran that lost both legs. And I'd like to see more of that type thing. I'd like to use my farm for something like that because I'm a veteran. I've got both of mine but I don't have all my sanity. But anyway the it's only going to be a matter of time if you'll notice now there's two extra rush hours in Middleburg. When everybody's going home this way. You find another one that's coming this way and when everybody's going that way there's another one coming this way. You've got the FBI has built that huge building over there and a lot of a lot of it's underground. That's what they call their library. It controls every blood test done in the United States for sample whatever. So if anybody wants to commit a crime, don't leave any blood behind. But anyway we got to think down the road of the fact that not everybody that can afford to live here can afford to spend three quarters of a million or half a million dollars for a house. I've mentioned to the county I said I'm willing to let my place be broken into some places. Now you all control my farm. Because I think maybe maybe you don't know but Middleburg controls everything for a mile around it. And that goes back to the old civil rights days you know. It. I don't believe in that personally. But anyway that's a whole different thing. I don't want to go into history that's way back there but I would like to say that I just I think we need to start looking at things from the point of view that when people if we want people to work for us we've got to have a home for them because they gotta start driving from the other side of Winchester and stuff. We either have to pay them a lot more money in gas or start having some homes here in the Middleburg area. I'm not anti-wealth. I'm not exactly poor either but at the same time we have to recognize that not everybody can afford to spend three quarters of a million dollars for a home and that's all I have to say. Bridge, thank you.

Bridge Littleton: Absolutely. Thank you sir. [Off mic] Well I was actually at the dedication today. His name is Sergeant Rob Jones. And one of the commenters there said you know freedom is not free. So thank you very much. [Off mic]. It's on the corner of Snickersville and Sam Fred. Can't miss it. Beautiful place. Absolutely. All right next we're going to go to the public hearing for the comprehensive plan amendment 18-01 privately filed a request of Daniel Orlich for amendment to the town of Middleburg Virginia Comprehensive Plan that was revised in 2007. So first question or the first item here is. Will do you have a brief staff report? Thank you.

Will Moore: Well I have a long staff report and a brief presentation.

Bridge Littleton: There you go.

Will Moore: So you have the I don't know if it's a benefit you have the availability of the 29 pages in your packet. I'll just highlight a few things regarding the application. Of course you had a discussion with the applicant and some other interested parties at your February meeting. That meeting was specifically about what the applicant would eventually intend to do at the property. That is not actually the subject of this request. This is simply requesting certain amendments to the comprehensive plan that could potentially set the stage for what it was that he wanted to eventually do. To provide background, essentially it consists of three main elements and that is proposing that the plan be amended to include an action item suggesting that the zoning ordinance in turn be amended to include a specific definition for independent living. It also proposes an action item in turn proposing the zoning ordinance to

be amended to then add independent living as a special exception use in the Agricultural Conservancy District. And what that would mean is if it were added then someone could then apply for a special use permit to do the independent living use in the AC district and then finally it proposes deletion of certain limiting factors that are laid out in the comprehensive plan for assisted living, independent living and universal design cottages. So and what that has to do with in certain areas that are designated for conservation or targeted use it does identify that those may be appropriate uses but on very limited scales and it puts in parameters: no more than 24 units for an assisted living, no more than 20 independent living apartments. So the third portion there is he is proposing the deletion of those limit caps if you will. Provide you some analysis as to some potential problem areas with those three requests and conflicts that maybe some of those changes would create internally to the existing comprehensive plan that were not well vetted. So the commission and staff has been working with the applicant and his representative for well over a year and a half on on different iterations of this and the planning commission finally got this package request they took action on this back at their March 25th meeting subsequent to a public hearing that public hearing was in front of a literally packed house here probably about 75 people in attendance 19 spoke the vast majority in opposition we had two people speak in favor which were the applicant and a representative of the property owner and a couple others who spoke not necessarily for or against but they had some maybe concerns and were advising that we proceed in a very deliberative fashion if we were to go down this route. Subsequent to that hearing the commission deliberated and took action and forwarded the request to you recommend disapproval. They cited two particular reasons which are outlined in your recommendation section of the staff report for that council has a number of different options that you could take you could approve the request you could amend and approve it. So if there were portions of it that you were in favor of but portions you weren't in favor of. You could amend and then approve you could disapprove or if you thought it merited additional time to deliberate on you could table it and staff has provided you draft motions for each of those to consider in here staff's recommendation is to disapprove the request for the reasons outlined in the report including the two reasons that the Planning Commission cited and two additional reasons which are cited within. That being said I'd be happy to take any questions now or subsequent to the hearing if Mayor and Council have any.

Bridge Littleton: So does anybody have any questions for will before we go to the actual public comments or public hearing I should say. Ok Will. Thank you. And then.
So next we would like the applicant invite the applicant or his representative to present to the council.

Nick Hanna: Thank you. Appreciate it. Thank you council, I appreciate your time. I am here. My name is Nick Hanna. I am here and taking the space with Mr. Orlich. He is not able to be here he is actually stuck down in Atlanta. For a start, I owe you an apology. I called you Bob in the parking lot. I apologize. I have two young kids there at home and they have had a cold all weekend and I have been up countless nights and I am exhausted. So I apologize Kevin that is not your name my name is Kevin. I apologize. With that being said I am solely reading this on for Mr. Orlich and and then after that I can take any questions and we can go from there.
Is that ok? Thank you. The statement of the applicant to Middleburg Town Council on April 25th 2019. The application duly filed and scheduled came on for a public hearing before the Planning Commission on March 25th 2019. Well attended all who wished were allowed to speak. A petition in favor of the application with 27 names was presented and received at close of the hearing. The commission voted to recommend the town council disapprove of the application as adding independent living as a special exemption use and limiting that used to one parcel of land would both be inconsistent with the stated purpose of the AC district and the zoning ordinance. The public comment portion of the hearing began with the town mayor stating adoption of the application would encourage senior housing spread where so ever in the town occurred I said that wrong AC zoned land. That misstatement was corrected and the subsequent commission motion. However from it, speakers took their cue and attacked on two principal fronts. Land use as its preferable the partial remain vacant nature of the proposed use that land use be criticized is predictable. No one anywhere supports construction in their own vacant backyard. That the nature of this of the use be so broadly assailed is however problematic. An influx of seniors would alter the balance of the town younger rather than older is to be encouraged. An overwhelming rush of seniors could potentially inhabit each acre of AC zone land. Current residents disheartened by the greying at the safeway would leave. Voting patterns would be upended. Curious statements and a pre revolutionary town over 200 years old where permeating age surrounds and is venerated. The trait all share is becoming older. The Virginia Declaration of Rights reserved the right of free movement to all to hear and public building in 2019 such statements of discrimination is unfathomable.

What wasn't attacked or even commented upon by the speakers was the purpose of the hearing that the application is inconsistent with the ordinance is self-evident. But the ordinance allows relief from inconsistency by allowing special exemptions uses of which 22 now exist all inconsistent with the ordinance. The application appears it is consistent with their with these twenty two allowable uses that independent living is no more inconsistent with the ordinance than a heliport. Furthermore the Land Use Plan establishes guiding principles for development of conservancy land. The applicant testified that the use of the land for independent living as defined meets the guiding principles as set forth in the plan. No public speaker testified to a distinction between the class of use proposed and those previously admitted. No speaker testified the existing list would be compromised or downgraded by the admission of the independent living. No public speaker pointed to the inability of the application to meet guiding principles of the ordinance. The application included adoption of a definition Independent Living, request to resolve ambiguity in specific masterplan text, additions of independent living as defined as a special exemption use. The motion of advanced adopted by the commission didn't speak to the matters of definition or ambiguity.

No public speaker suggested alternate language or comment or commented on ambiguity. I respectfully request these requests be adopted by the town council. The planning commission finding the application inconsistent with the AC ordinance begs the question every special exemption use by its nature must be inconsistent but since principles for development of conservancy land have been published and since 22 examples of inconsistent uses have been established and consistent as a convenient ambiguity. For instance it is independent living more or less inconsistent than a country club cat or dog hospital corporate retreat? You could return the application to the Planning Commission for a focused hearing on the merits. On the other hand since the Planning Commission has the ultimate judgment of whether any special exemption requested sees the light of day, I respectfully request the application to be approved as submitted a complete special exemption submission with architectural well be prepared. Respectfully Mr. Dan Orlich. With that being said, apologies if there are any typos or sprints or anything in this Mr Orlich is a very old fashioned gentleman. He actually types this with a typewriter and then I have to scan it and then make it electronically surprisingly though when his phone rings a duck quacks. I don't get it myself. Now with that being said the one thing that I did notice at the meeting myself I did not speak. I was there more or less just to be there was a uproar of this could spread and I get that I personally right now I live on a small tiny parcel about 15 minutes from here and my neighbor has an asphalt company. Now this is all horse country. There's horses everywhere it's all beautiful acreage. There is no whatsoever anything that has to do with construction miles of this place. Yet he's trying to get a special use permit to park his asphalt equipment next to me. Now I can't say anything because he's a crazy man from Boston in my life will be a living hell if I do. But there's neighbors obviously creating a big issue about it. So I understand where you're coming from where if we open this it can open a blowback because how do I know if this gets approved. The guy down the street will buy 10 acres and start parking dump trucks there. I get it. It is site specific at the same time. There aren't many if any 15 acre parcels that have direct access to Route 50. Most of the land will still be vacant if not half a little bit more than half the building itself will be set back actually behind to a knoll where it is not really incomplete view from the street. There are things that do protect the town from this spreading to other properties. There isn't much land left that is vacant in the town and if it is it is already turned into wineries or other things so that is just one thing I wanted to add. Thank you. Any comments for me.

Bridge Littleton: We can't do that yet. We have to let the public speak. Then we'll come back to you if you have a rebuttal and then we can actually do dialogue if you want more if there's any questions.

Nick Hanna: I should get up. I'm going to get up.

Bridge Littleton: Perfect. Thank you. I appreciate it. You're coming back. Okay. So at this time we'd like to solicit any other comments from the public. If anyone would like to come forward and speak.

Kathyjo Shea: Kathyjo Shea I now live.

Bridge Littleton: I'm sorry ma'am. Who are you? [Laughter]

Kathyjo Shea: Yeah. Wait. I think I have his name tag. I live at 21854 Foxcroft road. I've done business in this town since 1993. I oppose changing the comprehensive plans in the ways that are submitted and I further would like to add that I have a concern about access onto 50 only especially with elder drivers. So what they tout is not interfering with the town could actually be in my opinion a really dangerous thing. But that's not part of the comp plan and I understand it. So I just want to say that I still oppose it.

Bridge Littleton: Thank you. Would anybody else from the public like to speak

Jillian Brunett: Hi. You all know me I'm Jillian Brunett. I also live it to 1 8 5 4 Foxcroft road. I would also like to be at. I was at the Planning Commission and on record I'd like to be on record before the Council of also approving a change to the language to the zoning or to comp plan. It is true we have waivers. Those are in the past. There is nothing that can be done about those but I think we need to stop those. I also serve on the wellhead protection and I'm vitally concerned with putting 100 units so close to the creek and if that means 100 wells they will draw down below that creek and potentially affect the water supply to the town. They could even impact well number three. So for multiple reasons I oppose any changes to the comp plan language or to the Zoning Commission the zoning language. I'd like the green space to stay as green as we can keep it. Thank you very much for your time. I appreciate the tough spot you guys have and I thank you all for your service.

Bridge Littleton: Thanks Jillian. Okay. Anybody else from the public wish to speak or comment. OK. We will now give the applicant an opportunity to rebut if you'd like. Totally up to you. You don't have to

Nick Hanna: Sure. Thank you again. So when starting this we did for I'm a landscaper at heart by nature. That's what I do every day and that's what I've done my whole life. So I understand the green space I understand the wellhead. I understand the risk to the environment. I understand that a hundred percent. I'm actually part of the Chesapeake Bay Water Stewardship Fund with my company. So that shows you how much we try to do as much permeable pavements as possible and try to stop things from going into the Chesapeake. We did preliminary drawings because obviously we're not sure exactly what we're doing. But our preliminary drawings and we did contact the Army Corps of Engineers multiple environmentalist engineers that do environmental safety and things like that to where we could approach this in a way that it would not harm the environment around it. As far as water supply and the amount of runoff and sewage and things like that will be dependent on how many rooms or in this facility and so we're hard to say when we did our preliminary engineer we did it for 120 rooms and we were able to get we were able to get through the Army Corps of Engineers and and through other engineering as far as environmental issues go. So we did do our best at that point to address those before we tried to do this any further. As far as green space goes. Again we are here to design this in accordance with the town. So in this we said we want to be part of the town and in designing this we were planning on holding public comment on our own where they were for the design of the building design of the land design on how this would look and layout we were planning on getting the town in there sending out advertising to get the town together and say how would you want this to look. So if this is approved and we do end up going with it we can use the town's thoughts ideas and say how do you want this to look. The first initial picture that was given out was something that was generated where more or less we needed a face to the application. And by no means is that exactly what would be built. Again it's something that we want to do to be a part of the town and work with the town and help the town. Financially in this the cost of the land and the cost of the building itself would be something that a return on investment would not exist for I would say a solid 40 to 50 years this is something that when Dan finds a project he likes to work in small towns. He wanted to do this 26 years ago and his wife fell ill at the time and he was not able to do it. There's a row of townhouses up on a hill where am I that way. And he was actually looking at that parcel to do something similar. And again he could not do it at the time. So he's always had a heart for Middleburg to do want to do something in Middleburg. I personally think that it is something that he knows he's aging and he knows he's going to need to move in somewhere and he'd love to actually reside in Middleburg himself. As far as the like I was saying green space Loudoun County right now is from what I've been told and from what I've seen I could be wrong. Don't quote me. 70,000 more residents they'd like to bring in I believe over the next 20 years. So what we're proposing is something that will not take up the entire land. It's something that we will design with the town with the Historical Committee we've already talked with a couple of people from historical committee but offer design assistance from them. We just simply can't take it because we don't know what's going to happen we actually don't waste anybody's time but it is something that we

were going to do with the town. And being that Loudon County is trying to bring in 70000 more people into it a county that's already in my opinion way over built. My only worry personally put this aside I don't know Dan is that a piece of land that is adjoining Middleburg will be bought in Loudoun County that is close to Middleburg that is something you will pass on the way to Middleburg and a conglomerate a large company whatever it is we'll go in there and care less. They'll simply build whatever they want to build how big they want to build it they won't care. It's all about dollars and cents and that's it and this thing goes up and it's humongous. So again me being just a person on the reason that I would personally consider it is if I was the town of Middleburg is only because we are here to build it with Middleburg we're giving Middleburg and the citizens the opportunity to design this how they would like and how they want it to look. So that's just my personal thoughts on the matter. With that I'm going to stop talking. Thank you again.

Bridge Littleton: Thanks. So that would be it. So we're going to close the public hearing at this point on the application and now and I mean any comments questions from council? We actually can address a question to the applicant if you if you have one. Kevin.

Kevin Daly: Just real quick and it's something I'd ask once before. Yes there was a petition at the meeting and you have 27 names who were present and were those 27 names on that petition in favor of the application are they residents of Middleburg?

Nick Hanna: I believe they were.

Kevin Daly: All 27?

Nick Hanna: I believe. Were they not? Brett who is who lives here in town who is with the land owner he was able to get those names.

Will Moore: And as I noted in my report no addresses were given. I'm not sure where Mr. Orlich came up with the number 27 there were 84 names on the petition I included for you. But but there was nothing indicating where they resided.

Philip Miller: Some were residents just having done a cursory search down through it. But the majority were not based on name recognition

Bridge Littleton: So this is our time. Any discussion. Kevin I hate to put you on the spot but any input or thoughts from the commission

Kevin Hazard: Looking at the the application. We're you know we're looking at it. One is a change to the comp plan but we're also talking about a hundred unit you know assisted living facility and this in at the Planning Commission. We felt it was not appropriate. And and the language is in the recommendation. And you know it's a it's a three prong change that that the applicant wants to make to the you know to the zoning which is an even even part of the of the comprehensive plan. So it's kind of all over the place but looking at the the comp plan I mean this this is something that's so specific and so tailored to a to one piece of property that it's the use is not appropriate to the area. I mean it's a 15 acre zoned AC. This is not an appropriate use for that that space. We've had you know other applicants in the past you know in the past 10 years at least one other wanted to make a major change there and for the same reason you know we have the AC at the edge of the town for a reason. And so the planning commission felt this was not appropriate. And so we recommended turning it down.

Bridge Littleton: I appreciate any other comments or questions. Yeah.

Peter Leonard-Morgan: Mr. Hanna thanks very much first of all for coming today. Unfortunately I wasn't here on the 14th of February for the original meeting but I watched it. We're fortunate we can see it online. Last night I was at one of the final meetings at the Board of Supervisors in Leesburg. Well it's the first of two and that's it discussing it's actually a public hearing for the 2014 draft comprehensive plan for Loudoun County. I was one of 137 speakers.

The majority of whom spoke passionately against overdevelopment in Loudoun County. And I spoke specifically on the TPA the transition policy area which at the moment that the way it's written it could increase development by about 50 or 60 percent. And we really don't want to see that in rural western Loudoun County the overdevelopment. So I would A) feel a hypocrite if I were to say that I think it's a good idea to do that here in our. And secondly as a council member Hazard pointed out the Agricultural Conservancy zoning there is there for a reason and to change it would just be something we could never turn back. It is a buffer to the town you mentioned about the possibility of development outside of town that's beyond our control. And to a degree I believe that it's it's possible but at least we have some kind of say here around Middleburg. And and you know we respect I certainly respect I know my colleagues here respect what Mr. Orlich and yourself come to the town with. But I just cannot see personally that it meets any of the desires and wishes for for the town of Middleburg. And that's my personal opinion. But I do respect you for coming here with it. Thank you.

Darlene Kirk: [Off mic]. Oh thank you. I agree with what you said so eloquently put some of the things I personally am not for it either. Just some space a little things like you said for 100 people well Middleburg only has seven to 750 people. So your place is going to be such a large part of the town. Really. And you're talking about a three story building. There's nothing in this town that's really three story building and one hundred people there's other than Salamander there's nothing else that's that large. We're trying to keep our small town small but accessible to everybody. And the green space is very important part of what Middleburg is. It's you know we've always been horse, fox, hunting country and people come out here for that because they like the green space. When I was working in D.C. just getting to the part that's not dual lane it's like I can finally breathe. I'm back in an area that's not all built up and not claustrophobic. And I think that's I mean that's one of my concerns but I just really don't see this as a good fit for Middleburg. I'm sorry

Bridge Littleton: Any other comments? OK so and again I really appreciate you guys coming and the process you guys have gone through. I mean you've spent a lot of time energy and effort going through this. The one comment I want to make is. And it's interesting how this is happening at the time when Loudoun County is going through its comprehensive plan and public hearings are opening and you know I mean I can't imagine how many barrels of ink have been spent on Loudoun 2040. And it's not even and it's only just beginning. But you know we actually met with the county government earlier this week and that the county administrator Tim Hemstreet was there and so was Charles Yudd who's the deputy county administrator and you know Loudon is a big county like 4000 employees in the county government alone. And you know Tim Hemstreet is the guy at the top. And he said you know the whole purpose of a comprehensive plan is number 1 to be comprehensive in both its goals aspirations but also in its impact. So when you when you write your comprehensive plan it's not to well in this one little spot it only means this but everywhere else it means something different. It is comprehensive. It's meant to be that but the most important thing is it's a visionary document. It's the vision it is supposed to reflect the aspiration goals and desires of the broader community tempered with you know needs of citizenry. Right. So meaning you can't go in and say well no one wants schools because they don't like schools. Well we're gonna have schools. You know I mean it's just certain things you just have to do. But outside that is supposed to reflect what the community wants their home to be. And I think that the change proposed in the and for the comprehensive plan it just is not supported by the vast majority of the community. And secondarily we we do have in our comprehensive plan the ability for somebody and for people to build assisted living and independent living facilities up to 20 people. So you know which is right sized for a community of 700 people. So there's there's this there's this public policy aspect to it that we have to look at our citizenry and say what is it they want this plan to reflect. And I think that it was pretty clear what we've all heard from our residents what that vision is. And so I think you know for myself personally and I don't vote. But I feel that you know it's not consistent. You know other uses that are special exceptions that are different doesn't mean they're inconsistent right. A different use does not mean an inconsistent use. There could be a specific policy reason why we want to give an exception which looks wholly different but we do it, right? So you know I will disagree with the statement that all these other 22 things are inconsistent. That's not true because we looked at them as a town. We determined that yes this use is one that we want to support for specific reasons. So it's not inconsistent but that being said I think that the broader community feels that this request and this special exception is inconsistent with the vision the values of the community. So I just want to say that and I really appreciate everybody's hard work Kevin especially you guys in the planning commission. You know it's hard to get it right. You guys really did a lot of great work and thoughtfulness and and all that stuff so. All right I'm sorry. Yeah. Kevin.

Kevin Hazard: I'd like to make a motion.

Bridge Littleton: Absolutely.

Kevin Hazard: I'd like to make a motion to disapprove the comprehensive plan amendment 18 0 1 because 1: the proposal to add independent living as a special exception use in the A.C. district is inconsistent with the stated purpose of the AC district and the zoning ordinance. 2: the proposal effectively limits the applicability of independent living to one parcel of land and development of that particular parcel with such a facility would be inconsistent with the stated purpose of the AC district in the zoning ordinance and with the properties designation for conservancy or targeted use and open space in a comprehensive plan. 3: the proposal to delete unit limits for assisted living independent living and universal design cottages would be inconsistent with the comprehensive plans designation for smaller scale uses in the conservancy or targeted use area and for the overall proposal is inconsistent with the community's vision based on public input gathered thus far and the town's ongoing comprehensive plan update process.

Darlene Kirk: Second

Bridge Littleton: Any discussion? All those in favor say aye.

All: Aye.

Bridge Littleton: Opposed? Abstentions? The request is denied. But thank you again for all your work in and working with the town. All right. Next item is public presentations. So the first one we have. I'm going to move things around just a little bit real quickly here is Amy Owens from the community foundation of Loudon and Northern Fauquier counties. And Howard I'm assuming you're participating with her?

Amy Owen: Hi Mayor members of the council. My name is Amy Owen and I'm with the community foundation for Loudon and Northern Fauquier counties. Oh good. I was hoping I too would have a visual cue. I have a brief presentation that I want to go through very quickly because I want to leave plenty of time for questions for you. Do you know any good jokes in the meantime. [Laughter]. Just to give you some quick background. We were originally established as the Piedmont Community Foundation and founded here in Middleburg back in 1999. In 2014, we adapted our name much as many community foundations do to reflect our specific footprint and therefore created the longest non-profit name probably in the region. [Off mic]. Oh yeah you're right.

Yeah. We may be in competition with each other. So we still very much have our feet in Middleburg and in the Fauquier area. We have something that has recently come out that I'll bring to your attention. As I am hopeful that if you have a boring moment which I'm sure is rare during these meetings right now we are conducting a crowdfunding event for more than 80 charities in the community many of which you're familiar with. Many I suspect you'll meet for the first time. So I hope you take a minute to boot up givechoose.org and go and make at least one ten dollar gift for one of the 80 charities that is happening between now and May 7th. So it's a program that we put on at the Community Foundation. Oh well done. Thank you. Quickly what is a community foundation. How about if I give you the thumbs up every time I want you to switch. We define it as people connected by geography. We also see it as a very profound way to build a sense of community with any footprint that is served by a community foundation and a platform for growth particularly when it comes to philanthropy. We are a 501(c)(3) public charity for those of you who are familiar with the distinction in the law we are not a private foundation we are a public charity and our mission is to accelerate community giving. We have three core features that we share with community foundations across the United States. The first is that we build local endowment so rather than spend gifts that we receive we invest them and the earnings become grants and scholarships back out into the community. We we protect principle. We build that that permanent capital and we meet a broad range of vision. If you've seen one community foundation fund you have seen one community foundation fund. They are all across the charitable spectrum. The second piece is personalized service because I mentioned every fund is unique. We must serve each of our donors in that unique fashion. So what we see there is that we often work with individuals to educate them on charitable giving. We help them understand what's available. What kinds of nonprofit groups are in the community. We often give them what I

refer to as an under the hood look about the workings of a community. Excuse me the workings of nonprofits in the local community. The third piece is our community leadership and we are a very robust community foundation when it comes to this aspect of our work. We are a community catalyst for different programs in the community. We support high impact opportunities help incubate new nonprofits and initiatives in a local community. And for funds that have lost their purpose we have the authority to redirect that funding back into the community. I want to give you a quick drive by of our non-profit programs. So we were named nonprofit of the year by the Loudon Chamber of Commerce in 2017 an Entrepreneur Of The Year in 2018 and I would like to suggest to you that it's because of the robust lineup of programs that we have incubated and created in the community. The first is a nonprofit. So just to review I was going with the flow there Danny I don't know where'd it go just to review its building and down the personalized service and leadership work. So do a review that the first piece is a nonprofit academy we do four workshops each year that focus on finances, H.R., marketing, fundraising for local nonprofits it's a partnership with the Loudon Chamber of Commerce the fees to attend those are twenty five bucks we find the speakers they find the venue and handle the registration. It's a win win for all of us. The second is GiveChoose which I pitched you on earlier please again I really encourage you to participate and GiveChoose and tell your neighbor. It raises about 300,000 dollars for local charities and you may not be familiar but 80 percent of their income from households comes in in the last quarter of the year. So this is a very wonderful opportunity for them to improve their cash flow. Early in the year forward term we work with local teens. We have an endowment fund that kicks off between 3,500 and 5,000 dollars a year and they are in charge of reading proposals interviewing the applicants which they love and then determining which of those applicants will get a grant. It's enlightened self-interest on our part because we know we can more than double their volunteer rate as well as their future adult philanthropy. We hosted an annual philanthropy summit. We have focused on issues like hunger, teen wellness, mental health. This year we'll be working on equity in education and equity. We have an internal program that we call the Social Impact Institute. And here is a deeper dive training program. We've been doing executive coaching for nonprofit leaders for three years we're about to enter into our fourth season for that program. We've just ginned up a new program called a board chairs round table allowing board chairs of nonprofits to sit together and discuss things from Robert's Rules to how to fire an executive director. So we're really trying to design programs to help the leadership of nonprofits. One of our most robust programs I hope you've seen it particularly in the Middleburg eccentric is our faces of Loudoun campaign. This is a very dedicated effort on our part to help people understand that there are needs in the wealthiest county in America and that they are right here in their own backyard. It's inspired by a number of key factors and I'll go through a couple of those. Those are some of the stories perhaps you've seen them. I hope you have. Go ahead. We soon will be publishing what we're referring to as the profiles of Loudon we've hired a researcher to extract data from Northern Virginia that's specific to Loudoun County. Helping people understand the needs that are here that should be out next week. We do it because for three years now we've been surveying local nonprofits and have found of core 25 core safety net as in human services nonprofits. Only 2 excuse me 6 out of 25 have a permanent director of development 5 out of 25 have a part time. This is very unusual. This represents a very nascent and emerging nonprofit community that's that's part of our engine here in Loudoun County. The second piece is how many of those nonprofits have the full team of a very strong healthy robust nonprofit has strong executive leadership guided by a director of communications for PR and outreach and supported by a director of development who's the rainmaker within the organization. Again very few of our nonprofits have that robust team. Ironically in addition to that or because of it we can surmise when we look at private foundation giving we ranked seventh out of nine in the region of the Washington region. So there are very few institutional funders that are funding Loudoun County. And then lastly this study's been released twice. It's called How America gives that represents to us that for decades now the average household donates about 3 percent of its income to charity. That number is 1.9% and it's hung there for two studies in a row here in Loudoun County. So if we look at. Hit it again Danny. If we look at national giving on the right you'll see that 72 to 80 percent of household giving makes up our chemistry of charitable giving. That's almost inverted in Loudoun County. Corporations are doing their lion's share households less so. It's based on income believe it or not those of us who make 75,000 dollars or less will give a larger proportion of our income to charity. Wealthy households surrounded by homogeneous similar looking households will give less. This is a trend across America it's not unique to our community. And if we don't see the nonprofits because they don't have directors of communication then we're not aware that they are there and furthermore we just don't see the need in this region. So building endowment personalized service and community leadership I bring all this up to you because my hope is of course that you will choose to invest with the community foundation and know you're at a crossroads you're about to make an important decision about where to move forward your consideration is exactly

what we're designed to do which is to invest endowment work with you to provide grants back out into the community. Just a quick background on us we were founded in 1999. You can see that community foundations have been around for more than 100,000 no 100 years. [Laughter]. Yeah yeah yeah. We're like redwoods only different. And currently we have 70 unique funds. That number should change to 6.6 million as I've just gotten in a pledge for half a million dollar gift this week but our cumulative grant making is 6 million last year alone our grant making was one million dollars. So we were really ramping up what we're getting into the community by working with multiple groups. That's my grand daughter just in case you're wondering. So here's how we fuel our work. This is part of the business transaction that I'm sure that you're interested in and that is that we charge 1 percent of the current market value of the fund. It's assessed monthly so 1/12th of 1 percent of the current market value. I bring it up again because it's what I refer to as the philanthropy in the philanthropy that 1 percent pays for all of that work and programs that we do in our community. So while you're facing that business transaction I ask you to consider that philanthropy and the philanthropy that you will also be supporting your local community foundation. In addition to that 1 percent, there is a 30 basis points in investment fees. We currently work with AMJ Financial Atlantic Union if you've caught up with the Pac Man you know stuff going on there and then the Wiseman and associates he's based here what we do for for our customers if you would is we provide staffing. We handle all of the audit all tax details we are filed properly with the Commonwealth and the feds. We perform due diligence to ensure that the nonprofits that are granted are in compliance with the IRS regulations. We have an online donor access so that an individual can go and see what's happening with their fund and we soon will have an online grant process so that for instance if all of you were to review grants you would have access to do that work. Our rate of return I need to make a connection with our excuse me a correction with our 2019 rate of return is actually 7.7. There's our board leadership there. Our local leadership is part of our investment committee.

Bridge Littleton: Amy I'm sorry.

Amy Owen: Yeah.

Bridge Littleton: Do you mind going back to your rate of return. So can you walk me through. I mean that's a huge razor saw from like 16 percent down to -4 negative for up to 15 down to -8. Can you walk me through why there's such a wide swing in your rate of return.

Amy Owen: I think it's concurrent with the market in general. I don't think there's been anything unique over the over those years for for the market.

Bridge Littleton: So the rate of return in the market between 2017 2018 was the best it's ever been. And you guys went from 14.9 percent rate of return down to negative. You lost money.

Amy Owen: So in 2017 our rate of return was almost 15 percent. Yeah. And 2018 we lost. Yeah. I don't think that that's unusual. It's certainly not unusual among among our 350 peers to report in among community foundations. So we have a balanced portfolio that tends to be 70 30. So there you know that that is our approach in our in our investment policy.

Bridge Littleton: Okay. So let me ask how this works then. So. If I was in 2017 let's get to the end of the year the rate of return was let's just say 15 percent. So we gave you all we had a million dollars to the community foundation that's 150,000 minus fees that we would be able to do and disburse how we solve it.

Amy Owen: So our spending policy is based on a 20 quarter market average because we are an endowment builders. So that's over a five year average. And in the quarters where the fund has not been in existence we exert zeros. So within the first three years the distribution is suppressed just to try and avoid these kinds of market losses with immediate grant making.

Bridge Littleton: So you basically are saying that the first three years were not allowed. We don't have money for distribution.

Amy Owen: No. The way we typically work with donors is to have them identify one chunk that's endowment and identify another chunk that's spendable. So in other words if the goal is to spend 30,000 dollars a year then you would put 90,000 dollars away for immediate grant making over the next three years and endow the rest. So we work out that we create that proposition so that there is grant making in your own immediate future. But what we don't want to do is to rubber stamp your for one million dollars and call it endowment and then begin spending and have the market drop. Having done this for 18 years I can tell you the 20 quarter market average and our philosophy very well protects your system much better than immediate grant making. Kevin has a question.

Kevin Hazard: Am I hearing this correctly so you would not only be helping us with distributing money but maybe the program with some of the people we distribute to help them you help them with their giving? [Off mic].

Amy Owen: We train people to do fundraising but we don't do the fundraising for them. That being said I just sat with a donor and made a recommendation about hearing their interests. And shared with them a nonprofit that they had never heard of. So we do we do represent nonprofits in the community. Make sense? It's more a referral.

Kevin Hazard: [Off mic]

Amy Owen: Yes. Yes it is. Yes. Yeah. I think I'm at the end. Yeah. I just like asking the question When is the best time to plant a tree. And of course the answer to that is 20 years ago. That's the vision of endowment is planning for the future. But we also want to work with you to get your grants out in an immediate years or time frames. I have some general literature about who we are and what we do. And I would be happy to leave that behind. What other questions do you have?

Peter Leonard-Morgan: Amy, thanks a lot. I was at the Loudon chamber when you received your award. Congratulations, by the way.

Amy Owen: Thank you.

Peter Leonard-Morgan: I'm just curious. Forgive me if I sound a bit dim but so if you receive we call that million dollars does the other beneficiaries or chosen by you or by us or a combination.

Amy Owen: I suspect in this case the council would be the town council would be named as the grant making committee you have the option to ask the community foundation grants committee to do it. We're very flexible.

Cindy Pearson: I have one comment and then a question to when you were talking about the smaller givers. You know Middleburg doesn't they don't give that much. I think that might also be though because people who have smaller incomes choose which charities they want to give to individually that they don't know the Community Foundation that well it's just from you know giving that I've seen around many things. And the other thing I was wondering is how do you raise money for or get our endowment to grow. Is that individually that you do that or is that that it comes into community foundation as a whole and it goes to different. Like if I had ten million dollars to give and I gave it to your community foundation would I sit down with you and decide which ones it goes to or how does that work?

Amy Owen: So just to clarify the charitable giving the one point nine that is a countywide figure. It has nothing to do with giving to the Community Foundation. It's based on tax records and those of us who have itemized in the past. Regarding creating a new fund. Yeah. Each donor comes to us and says I have this amount of money and here's my vision. Or in rarer circumstances they'll come to us and say here's my money and helped me develop my vision. Most people know what they care about and what they want to do. Does that answer your question?

Cindy Pearson: I was just wondering how that would fit into what we want. But that would be a conversation down the line.

Amy Owen: Yeah. Yeah. I mean one of the things for instance to just sort of future trip is my daughter would call it if if you know the money is is ready to be distributed we would work together to come up with a request for proposal or an RFP to use our internal lingo. We would release that we have a very robust nonprofit list out into the community. We would then vet all of the applicants. And then it would be up to this committee or some assigned group to go through those and began making the tough decisions.

Kevin Hazard: Question.

Amy Owen: Si.

Kevin Hazard: So you have X amount of dollars and we put in a million dollars and we can come to let's say 5 percent of your fund.

Amy Owen: Of our portfolio? Okay.

Kevin Hazard: [Off mic]. I'm making up numbers.

Amy Owen: Oh good. I'd like to do that.

Kevin Hazard: [Off mic] So at the end of the year, would we get 10% of the return?

Amy Owen: It's gonna be proportional to your to the current market value of the funds. So we have very unique software designed for community foundations for this fund by fund by fund by fund by fund accounting. Does that make sense? So it's tracking when a gift comes in it's tracking when grants go out in relation to what's happening in that month.

Kevin Hazard: [Off mic] We can take our 30,000 that we want to give. In other words we don't have an earmarked place [off mic].

Amy Owen: So earmarked for what? Explain that more.

Kevin Hazard: So again we're 10 percent of the fund. And it's a 10 million dollar fund let's say and you make five million. Do we get to have a million of that?

Amy Owen: If we made five million in the market we're just not even going to ask ourselves questions we're just leaving town. All of us together. [Laughter].

Bridge Littleton: Is is a way to say it is it's just like a money market account. You know you have ten million dollars in there if the money market goes up by 10 percent. There's a hundred thousand dollars that your 10 million now generated as income.

Kevin Hazard: There are there are a lot of different people in that fund.

Bridge Littleton: You own it you own a percentage of the whole pie

Amy Owen: Every fund will benefit from from that 10 percent.

Kevin Hazard: [Off mic]

Amy Owen: Yeah. By percentage of the overall portfolio. Yeah. But it's also it is weighted and it's based on other ins and outs of of your particular fund.

Bridge Littleton: So Amy who manages all the money?

Amy Owen: So you saw our investment committee and then we work with AMJ Financial, Wiseman associates and then Atlantic Union.

Bridge Littleton: Okay. So do you guys ever do like you know bring in Vanguard?

Amy Owen: No.

Bridge Littleton: Vanguard is a great fund management company. Like 29 different options. So what Vanguard does with all their options you guys actually have your own committee that you do.

Amy Owen: No we set up an investment portfolio with classes and percentages X percent in large cap for instance. And then we build what we refer to as rubber bands allowing the investment advisor to live within those rubber bands and make their own judgments. But we don't tell them what to buy. That is their role.

Bridge Littleton: Okay. Other question. So this rate of return this is not based or what's the rate of return based on? Dividend or value increase

Amy Owen: Either.

Bridge Littleton: So it's it's a combined full rate of return.

Amy Owen: And it's net of fees.

Bridge Littleton: No I understand that. So if I have at the beginning of the year. It's worth a million dollars. And at the end of the year it's worth two million dollars because of the increased valuation of the stocks that you own. But none of those stocks issued dividends. You're saying the rate of return would be 100 percent

Amy Owen: Sure.

Bridge Littleton: That's the rate of return. OK. Because then you would have to sell those stocks to let you know turn those value into liquidity. So if at the end of the year. I said all right great. I want to take you know my rate of return of 100 percent and I want to go distribute it. You guys would then go into the fund and you'd sell the stock needed to convert to a liquid asset or a liquid cash and then disperse.

Amy Owen: Generally speaking that is a correct statement. We have a very complex due to [inaudible] process.

Bridge Littleton: No I understand.

Chris Bernard: [Off mic]

Amy Owen: It's an average over a 5 year period.

Bridge Littleton: But whatever point of the year you are, whatever that average is, that number is that number. And that's what you get. So I mean I understand. Okay. So here's what I was. My only other question so and I just pulled up real quickly. So I'm looking at you guys numbers from '13 to '15 right. You went from a 16 percent rate of return down to negative 4. So that's actually a 20 percent negative swing in two years yet the stock market went up 25 percent in that time frame. So that's really actually a 45 percent swing to the negative. How does that happen. I mean that's huge. If that was my stockbroker, they'd be fired.

Amy Owen: Right. I can tell you that that's a time when we began to transition over to a different investment firms at that point. Yeah. I don't think that the rate of return in comparison to our peers across the United States is quite that dire.

Bridge Littleton: Against the stock market. New York Stock Market it's a great conglomerate I mean that's everybody. And then what happened in 17 18 where it went from 14 15 percent to negative 8. Right. Again that's over 20 percent in one year. What what was the catalyst for that.

Amy Owen: You know again shifting we shifted into another investment firm. So we had some cash on hand. You know I guess the bottom line would be just sheer dumb bad luck.

Danny Davis: But I do know the fourth quarter 2018 was a very very bad quarter pretty much the market made that all back up in January. And so I think part of what you're seeing is is that drop that occurred fourth quarter 2018 and then the resultant swing back up because the DOW dropped 15 20 percent something like that. It was a fair amount but then

Bridge Littleton: I think was like 8 percent. But yeah I understand it ended. Yeah. OK. So since 2013 how many different investment advisors or investment investment professionals have you guys. Because you said between you've mentioned you've you switched twice in the last five years. Right.

Amy Owen: Right. Right. We branched out to Wiseman and Associates and also Capital Fiduciary. And then at the end of last year to AMJ. So we were working with one firm based in Reston and we're not happy with their performance and shifted the philosophy to local investors based on the anticipation that that would be a stronger face to face partnership and be beneficial to the assets.

Bridge Littleton: Okay. Have you had any participants leave the community foundation take their money and leave.

Amy Owen: It's not it's not we're not really designed for dating as I refer to it. It's a marriage.

Bridge Littleton: But sometimes marriages end in divorce.

Amy Owen: Yes. The answer to that is no. We have not. And the fund arguably could give you that flexibility that you would need to leave at least ten thousand dollars behind in order to comply with our policy. Okay. But we could set a fund up to give you that kind of latitude if you needed to.

Bridge Littleton: Okay. I don't have any questions. Anybody else?

Philip Miller: How do you report to your different investors?

Amy Owen: They report to us on a quarterly basis and they come in and visit with our investment committee at least once per year.

Philip Miller: How do you relay that back to this body?

Amy Owen: We provide annual reports and then you can also log into your account regularly to see what the activity has been

Bridge Littleton: Any other questions?

Kevin Hazard: Is there a place we can go to look at that?

Amy Owen: No it's it's unique to each fund. Unless I were to give you the password to my personal donor advice fund.

Bridge Littleton: Well if you'd like to turn around and look at the camera. Yeah just go ahead and relay that I'm sure plenty of people would be happy just please be sure to provide your secure a number at the same.

Amy Owen: Yeah yeah. Thank you very much.

Bridge Littleton: Amy thank you very much.

Amy Owen: Based on important sales training, I will just remind you that when you when you work with the community foundation you are working with the community and all that we do. So we'd like to work with you. Thank you very much. And don't forget GiveChoose and I'll leave these here.

Bridge Littleton: Okay. Next is the overview for of services for veterans from the Loudoun County staff.

Tom Grant: I'd like to start. My name is Tom Grant I'm a resident of Philomont and I promise to adhere to some sage advice that was passed to us at the at the dedication of the home today of the Marine by the Mayor. [Laughter].

Bridge Littleton: What would that advice be.

Tom Grant: That advice was that the the hallmark of good public speaking is simple: keep it short. And I will do that. I'd like first thank Ms Hubbard for the introduction to the council. I'd like to thank the mayor and the council members for your time. And I'd also like to introduce Ms Yolanda Thompson who is one my supervisor and two is also that oversees all the other arrows that I bring to bear on veterans issues from a county perspective. All those things in the county government the support our citizens and and veterans. So where to begin. I've been in the saddle for about a year and a half. You've seen the bio so I won't go into that. I'm a veteran. Suffice it to say this is the first job I've had where I'm not chasing a paycheck or a retirement check. I'm here because I want to be here. I'm here and I go to work every day and I love it and I love it because I'm helping our veterans. Okay. The mission is fairly simple. It's to support Loudoun County Veterans and their families. For one guy you can figure that that's a fairly daunting mission statement. So my key to success is part of what I'm doing in front of you today is I'm putting more arrows in my quiver and I'm letting you know what I do for a living so that when you run into veterans in Loudoun County and Ms Thompson doesn't want to hear this. I don't pay a lot of attention to borders so Fauquier County or any other county and matter of fact I got a call about three weeks ago from an elderly lady she said Mr. Grant I need your help. And I said what's what's up ma'am. My husband he died suddenly and I said Mama where do you live. She goes I live in Loudoun County. And I said OK. And we went on a little bit and then there was some about the twang in her voice. I said Ma'am where do you live in Loudoun County. She said Lenore city. And I said Ma'am are you talking about Lenore City Tennessee. She said yeah. Loudoun County Tennessee. And I said damn and she goes so where are you at and I said I'm in Virginia and she goes well you better talk to the boy in Nashville because he's handing out your cards saying you're the veteran's guy for Loudoun County. [Laughter] Anyway.

Bridge Littleton: Send him a bill for your time.

Tom Grant: There you go. I took care of her. And that's that's the number one thing I do regardless of whether people call me from. I make sure they get what they need before I hang up that phone. Similarly when I tell a veteran that that whole you're standing there is gonna get pretty dark and pretty deep when I tell them that they've got another soldier standing next to him in that hole when they turn around I'd better be there because they're never going to come back. That's one of the principles of dealing with veterans. We've got about 20 or 30000 veterans in the county.

Bridge Littleton: Plus one.

Tom Grant: Plus one. That's right. That's right. Absolutely. And when you add a significant other and a child to that equation you're up around 90,000 people and in a county of 400,000 people that's upwards about 20-25 percent of the population of the county. And that does not even speak to the active duty population the military personnel who live in in Loudoun County. In my short tenure I have seen about 500 walked through my front door so you can do the math. 260 working days in a year and I've been in here about a year and a half. That's averaging about one a day. And surprisingly they fit into three discrete categories without exception and for a random selection of the

population just walking through my front door I find that fascinating. But the first category is hey I fought in Vietnam and I never checked in with the Veterans Administration on my benefits. That is a fairly easy fix that's linking them up with the Virginia Department of Veterans Services where we have offices in Manassass and Strasburg and Ashburn. The second area is hey I'm a veteran and I'm unemployed and what I tell veterans who are unemployed in Loudoun County if you can pass a drug screening test and that's usually 99 percent of the time they can and you're unemployed you got nobody to blame but yourself because I've got firms and people that want to hire veterans and will do it tomorrow. Now I'm not talking about 300 K you're working for Microsoft. I may be talking about 15 dollars an hour working at the Dulles Marriott but it gets you back on the bus it gets the money coming in and mom or pop are happy and the kids are happy. It's not that it's not your career it's just a job to get you back on the bus. The third area where where veterans come to me and this is this is an area where you you as a council and you as a town may be able to assist some of the some of the organizations specifically the American Legion here 295 in Middleburg because frankly if it wasn't for the 15 veterans service organizations I deal with on a daily basis I couldn't get the job done that I get done. OK. So the third category these are folks that have fallen off the bus. They can't pay the rent they can't pay the electricity they have substance abuse issues whatever the story is. Okay. And in those categories I lean on those 15 veteran service organizations in the county and on every occasion and that that's upwards about 60 veterans those 15 organizations have come through with an aggregate of over 50,000 dollars to help veterans. And that includes 295 up here on the corner on Plains. So that's one area where y'all might be able to help me. The people that fit in that category let me tell you a story. I got a call from a young man about it was October I was about three weeks in the job. He said I need your help. I'm living in my truck batteries dead I'm out of gas my labs with me and he hasn't eaten in two weeks and I haven't eaten in three. I got a bachelors from Johns Hopkins in computer science and I got three books on Amazon, I'm a published author and I handed the information to the gal in the county office and I said here check this out. And she came back to me and she said unless he's a KGB agent running a legend he really is on Amazon with three books so I said don't worry and he says I'm at Home Depot in Cascades Parkway I said I'll be there at 1300 with jumper cables cause his battery was dead and I'll be there for some dog food for the lab and you too. So I got there and I was expecting substance abuse issues personality aberrations something how does a guy like this end up living in his truck. So I pull up my Expedition I get the jumper cables out and put the one on the positive I'm getting ready to put the other one on the frame and he taps me on the shoulder and he showed up he was perfectly perfectly groomed for living in your truck. His hair was combed he was shaven and he was articulate and I get ready put that negative on the frame and he tapped me on the shoulder and says Tommy I forgot to tell you something. And I'm thinking to myself here it comes. She says I got my MBA from Harvard in 86 and I put that I put those jumper cables down and I said okay Pete let's sit down here on the curb and you tell me how a Harvard MBA grad ended up living in his truck. Divorce lost all the money lost the kids fell off the bus. I tell this story in different venues that I go round to in the county and it's not to denigrate the Harvard MBA program in any way shape or form. It's just to give everybody a real clear idea that there but for the grace of God go every one of us that any one of us can fall off the bus. These guys and gals that I help just happen to be veterans. Anyway in short order I just want you to know who I am. That's what I do. OK how you can help me is support that American Legion Post 295 up here on the road because they're the ones that are helping these guys and gals that I'm helping on a daily basis. And then lastly if you take nothing else away from this take if you know a veteran or you know a veteran family member who needs assistance. I'm your man you're paying my salary so take advantage of me. So thank you for your time.

Bridge Littleton: Sure. Thank you. Whoa, whoa. You don't get to leave yet.

Tom Grant: Questions. Damn. You said to be quick.

Bridge Littleton: That's the one way. Now we've got requests. OK. No. Anyway anybody have any questions.

Tom Grant: Ms Kirk.

Darlene Kirk: [Off mic].

Tom Grant: Well we're going to change that if that if that if we're lucky enough that that offer is made again, we can work with the leadership up there on 295 and there are other charities in Loudoun County Loudoun Veterans and Family Services out of the American Legion or the MOA post the Military Officers Association post in Ashburn.

There are other charities in Loudoun that specifically focus on helping Loudoun veterans. If the Legion 295 doesn't want the money I can help you introduce you to people that that would be glad to come out here and talk to you.

Darlene Kirk: [Off mic].

Tom Grant: Right. So 295 would be your obvious. Yeah. Yes ma'am. I'll mention it to them and go from there. Thank you. [Multiple speakers] I won't I promise. Exactly. I'll use the mayor's name. Yeah right.

Bridge Littleton: Then you won't get anywhere. Does anyone have any other questions? So the one comment I want to say is actually about as this gentleman right here is a distinguished member of Post 295. You know one of the things they're really trying to do is to rebuild their membership. So I think helping them out with really interconnecting around Loudon people who would be able to be served by 295 and actually I think you know Kevin with Rob You know just moving into his home today and they made him an honorary member of 295. I mean that guy's amazing.

Tom Grant: Yeah. Truth in lending I'm a member of 295 as well because I'm in Philomont.

Bridge Littleton: Oh great. Okay. So you know. Well then you're obviously my banker if you believe in truth in lending. But no I think that there's a real opportunity bring Rob in with your help and your energy. I think that would be really really great. So any help we could be to help you achieve that goal you let us know.

Tom Grant: This is a pyramid scheme for me I tell 10 and they tell 100. And that's the only way that's the way I get the word out and I run into people in the county to this day who don't even know I exist. So even outside the county the challenge is even greater. So once again thank you very much for your time and your patience and your your attention. Thanks appreciate it.

Bridge Littleton: Ok so Sean I'm going to make you wait again. But so Loudon construction we want to go through real quickly. So Ryan. You're up.

Ryan Michels: Ok. So my name is Ryan Michels. I am Loudon Construction. And to keep it short I want to buy the church from you. And I've outgrown my office space and I need more. My current building is next door and I either have to stop hiring people or I need to move or expand. And my office window looks right at the church every day and I see in this dilapidated state I wrote an estimate for the previous owner that I believe gifted it to the town seven or eight years ago to restore it and I think it was too much for them to bear and that they gave to the town for whatever or sold it to the town for a minimal fee. But you know I've been a business in Middleburg for four years now. We're growing. You know we need the space. You know I understand the desire to have a purposeful reuse of it. You know it is an old historic church but you know it's been sitting there dilapidated for a long time. You guys put a lot of money into it you know for a roof and framing repairs and I think having a nice niche office you know for my business would be a good reuse if we can have a historical marker you know identifying what it was you know through history working with the town on coming up with a plan to do something with the front to make a little more curb appealing investing capital into the inside of the building finishing the stucco repairs on the outside maybe a small parking area on the left if we can get the power pole moved would be ideal. But I think it's a good move. I think it's good for the town. You know it's going to create you know I guess a little more tax revenue. You know if we grow more we're gonna give you more money so that helps. I think that our timeline you know is fair. We have the funding. We have the capital to do it. So that's not an issue. I don't know. I think that I think it's a good idea I guess.

Bridge Littleton: No right I appreciate it. Anybody have any questions. Sure.

Kevin Daly: Full disclosure I'm your next door neighbor. Oh OK. I'm on Jay Street. Oh boy. Good. Can you please make sure your trucks understand where the yellow line is because it's awfully difficult coming out of the parking lot and having a clear field of vision. [Multiple speakers]. [Laughter]. Yes I. Yes. So there is be a little further down the street that way.

Bridge Littleton: Kevin you're in charge of policing. Just have them towed.

Kevin Daly: I have. No we know him, AJ has come down. My guys have said could you please move your vehicle now. Again full disclosure my other hat I'm the homeowners association president. So people to complain to me all the time that they it's dangerous coming out

Bridge Littleton: And that's where he makes his money.

Ryan Michels: Got it. Right. OK.

Bridge Littleton: Any other questions?

Kevin Hazard: Would you be willing to work with the HDRC. You know it is a historic structure. And anything any exterior renovation work with them to make.

Ryan Michels: Yeah I mean I think the goal is to have it look as like a church right. I mean retain its its existing look. You know leave the steeple, fix the stucco, leave the stained glass windows. You know the one thing that I would like to do that would change the look of the building is something in the front because there's no sidewalk. You're actually just walking off the street you know across some grass and into the building. So it would be nice as a business to have you know something that looked not really obtrusive but you know functional and didn't detract from the building. But yeah I'm more than happy to work with the town and come up with something you know I don't have an endless pot of money to to do something. But obviously you know there's a plan to to make it functional

Bridge Littleton: It's a pretty reasonable organization.

Ryan Michels: Yeah. Yeah I've I've been in front of them before and worked with them.

Bridge Littleton: Well except for the council rep on it. I mean. Yeah. Tough. Any other questions for Ryan. So I really just have two questions. So number one it is an important historic structure. It's got a history to it. So I appreciate the desire to keep the exterior you know in the in the tradition of what of what it is. There's probably you know what do you guys feel about you know because he does have that neat green space on the left and on the right. Yeah. You know would you guys also see this as a place that you know maybe outside of business hours you know and it's your company's you know prerogative right. But to you know help us host store or have community events maybe in the green space you know like a Friday evening you know kind of something or whatever. Okay. I mean it's just it's it's got all this history of being a community center area and you know maybe a couple of times a year folks who love it come out and say hey let's let's do something together and it's not about the cost I mean that all gets figured out. But just that you're open to those kind of things that the community people from the community want to come along and partner with you.

Ryan Michels: Yes. I mean I think that's that's more than fair. I think part of putting up a historical marker or a plaque I don't really know how you get those historical markers you see on this side of the road put somewhere but if you can't do that some sort of placard on the side of the building maybe like the Quail Run signs or something that you know create something like that. And I know a little bit about the history of the building but I would need help to really identify what was on the plaque but yeah I mean I think that's more than fair and reasonable

Bridge Littleton: The only question I had was. So you know and I and I think your proposal you know it's it's very reasonable very fair I mean it's you know you're trying to right by the building and make sure it doesn't deteriorate

anymore. You know we as you said we put a lot of money into it to get it stabilized and secure. So you guys look to use as an office right now but down the road, right, you may grow even more and decided you have to move somewhere else and you might sell the building. I think would your vision of how you would redevelop the inside of it be in such a way that if another organization came along or the town and wanted to put it back to actually being a church or a community place or whatever that it could easily that could easily be accommodated.

Ryan Michels: I think so. So I don't know how many have you been inside the church but I mean most so you have you know the main level and then you have kind of the horseshoe area upstairs. So our thought is to just kind of leave it in that configuration. You know you have I guess the altar area up front. I would like to take that out. We wouldn't have a use for that. [Laughter].

Bridge Littleton: Pray for that big sale

Ryan Michels: We don't run our meetings like that. Yeah. So but you know the the bathrooms in the front are pretty dilapidated. You know they're they're in bad shape. So we were going to kind of consolidate those and bring those up to date but you know we're kind of more of an open kind of airy atmosphere operation right. We're not gonna create a bunch of offices and there's gonna be cubicles. You know I think that if somebody were to buy it you know say 20 years down the road or you know 30 years down the road I think that it's more than likely going to look similar to what it does now. You know I think when people were trying to figure out what to do with that church a couple folks throughout the idea of having a residential space or maybe a duplex or something in there and in filling it in and you know I'm I'm on the board the Preservation Society Board. You know I'm all for preserving things and you know I own a restoration company and I don't think that that really serves that building all that well. And if I grow to the point where I feel I have to you know fill that in I don't think that that would happen. You know I think we would probably take a different approach. But yeah there aren't gonna be a bunch of offices. You know we're gonna try to preserve the flooring see if we get some system on the second floor to leave the exposed beams in place you know fix the the stonework and the mortar work and plaster around the windows condition it well bring it up to code with the electric plumbing you know making sure that that works with the bathrooms and everything. But I don't think it's gonna change drastically. I think it's just going to be freshened up inside you know get rid of the altar freshen it up and get back to work. That's kind of the plan.

Bridge Littleton: Okay great. Kevin.

Kevin Hazard: [Off mic].

Ryan Michels: So I have seven full time employees now that I have company vehicles. We have five desks in our current space and one full time person that's there. I would say 30 hours a week and you know 20 hour or 10 hours you know doing something else inside the office. The other folks there are there are probably a third of the time. So I think it varies. You know Friday afternoons we might have more because you know we're paying bills and you know reconciling paperwork during the week. I think it kind of rotates in and out. I mean they're construction project manager. So most of the work is out in the field managing things. But yeah I mean sometimes you might have a few and one of the thoughts I had is you know maybe leasing a couple parking spaces from our current landlord you know we have a good relationship with them we handle the majority of their construction. Yeah. So we handle a lot of work for them. Yeah. And assuming that relationship stays you know solid you know hopefully we can you know utilize that parking space or a couple parking spaces right next to building.

Kevin Hazard: [Off mic].

Ryan Michels: Just a you know like he said I mean parking on the street you know there's only so much and you know sometimes you're competing with you know the best place to be and you know the other businesses that are in the building next to the gas station. So sometimes there's nobody there and sometimes you just can't find a spot. So it'd be nice if we could at least get two spots. So the one person that's there consistently and then if we have a client that comes by they have a spot to put a car would be nice

Bridge Littleton: Great. Ryan. Thank you very much.

Ryan Michels: Thank you. Really appreciate it. Nice meeting you too. All right. Thank you.

Bridge Littleton: All right Sean now you're up. Website design. Well I figured people that were paying to be here, they can go last.

Sean Brady: All right. HDMI 3. Gonna sit a little bit [inaudible] so we can both see the same thing. So first off my name is Sean Brady. I am the implementation consultant and technical trainer for CivicPlus the company that you've contracted with to build your new website. So we've reached a milestone and with the help of your staff and your web team we've come to the point where we have the design and I would like to present that to you. So this is your current website site I'm sure anybody who.

Bridge Littleton: [Off mic]. [Laughter].

Sean Brady: Oh we're getting ready to. Yes. So all right. So everybody has seen the current website and one of the things that was really important was to understand your community and understand the historical significance of your community and the tree lined streets portion of your community. Yet we need to add modern features to it. Technology wise for security, for usability, for ADA compliance. So what we have now. This is the point we've reached OK with the help of your staff and the team at CivicPlus the designers content specialists web developers. This is what we have now I want you to view this as we have framed your new house and we started to decorate your new house and add functionality to it. What we're going to do here is we're going to then go to your current website. We're going to migrate all of your information apply best practices to it and put it into the places where it belongs in the website. Yes.

Kevin Hazard: [Off mic].

Sean Brady: Sure. So there are certain standards federal guidelines. One of them you can refer to as WCAG web content accessibility guidelines, ADA compliance specifically federal 508, 504. And some of those speak to a person who may have a visual impairment somebody who may have a mobility impairment. There are most folks when you think of ADA compliancy you think of handicap ramps you think of grab rails or handicapped spaces and it goes way beyond that. So CivicPlus has a best practices standard that applies all those items to your web platform. So. As part of the design we need to build in some functionality that will allow any web visitor to complete transactions fast, to find information fast. It's a little frustrating when you have to try to guess where something might be on a website. OK? So to make things intuitive we put it into categories and those categories don't require a click. So for example if I was to simply hover over government it will automatically expand and we refer to that as a mega menu. Now along with your design you have capabilities even after your website is delivered to you to change and add items to this, but also change the way it looks in some regard. So keep in mind there isn't really any content moved in here, so I'm just showing you examples that we sort of put together today. This here would be an example of a mega menu that has two tiers. So I can see the title but then I can also see the sub pages associated with that. That will help your web visitors one click find what they're looking for. Another example would be just single tier. Okay? Just headings. Another example would be a combination of the two. And lastly any menus that you have that don't have a lot of items in it. You could, if you wanted to, have a thumbnail image next to each one of those. OK. Now at any point in time you have the ability yourselves to change these things. OK? Some of the other items that are really important is your search bar. OK? We deal with some folks that maybe navigate differently. Some folks go through the navigation. Other folks use the graphic buttons and some folks may use casual speak into the search bar. So with the addition of keywords on your pages they'll be able to find what they're looking for in their own vernacular. OK? Graphic buttons, this is what we currently have. They are the top items that the services that your your community is using the most. So making payments, signing up for notifications, reporting issues. OK. You get to decide what those issues are and who deals with those issues. And these buttons when you hover they will change a bit. There'll be a bit of an animation there to let folks know that they're an action item not just a design element. Moving down the page we have a nice welcome to Middleburg message here that at any point in time you can change, maybe seasonally. We have actually two calendars sitting here and with the use of tabs we can put a lot of information in

the same spot without taking up a lot of real estate. So this calendar here is all special events. To the right that would be all of your meetings. Okay, so very quickly we can see what those things will do. Moving down the page these would be spotlight items or news slashes, and these items here. This is something where you can promote an initiative. This is where you can let folks know about upcoming events. You can automate these so they can automatically publish themselves and automatically go away, dates and times. You get very granular down to the minute if you like when you want it to go away and publish. And we have a footer here where we would add links, quick links, helpful links. You could adjust this list. You can add as many as you'd like here. And one really important feature is you'll notice if we do your analytics that your traffic is a very high number of folks on mobile devices. OK? Any of you who have experienced a mobile device and had to scroll left and right just to read an article it becomes frustrating rather quickly. Our sites are mobile responsive. So if you're looking at this on a mobile device it's not just going to crush and cram all the content in. It's going to have a breakpoint where it will reorganize itself and put items in a vertical format. OK? Everything still works. It's just now you can view it and you can navigate with your thumb and the mega menus become a click menu to open. OK? So one of the reasons for being here today like I said is we have reached this milestone. The next milestone, May 17th, would be to migrate your content over. And then from there we already have training scheduled and a soft launch go live day. So I'm here to answer any questions you might have about the site, opinions and comments. Looking for you to say good job keep going. That's what we're here for.

Rhonda North: So just to let you know the banner at the top as well as the one at the bottom there would be multiple photos that would refresh each time someone refreshed the website. And the plan is to change those at least seasonally so that we have different photos that would be appropriate to the season.

Sean Brady: So the benefit of having it on a refreshing rate is the page loading speed. If you had just a single image there it would require maintenance to come in and constantly keep that updated, by having five or six images already preloaded every time someone triggers a refresh it will work for the top image as well as the bottom image as well. OK?

Rhonda North: And then if you go a little further if you'll notice we've got the watermark on the calendar, which is obviously the fox that's been pulled from our seal.

Sean Brady: We've kept the historical significance. We have you seal, but we've added some modern elements which could sort of be construed as historical. We have the torn edge here. We have items like that so we're not ending up with something that's blocky, overlaying blocky, overlaying blocky. We want the website to be functional for all your residents so they can very quickly find the information they're looking for. We want to make sure that your site is ADA compliant and we want to make sure it's secure. Civic Plus we only do government websites. OK? So we we understand how government works and we understand your needs for security and compliance.

Peter Leonard-Morgan: So if someone who doesn't have very good eyesight. What will happen then when they use this website?

Sean Brady: So anybody with a visual impairment depending on the level of impairment there are folks that use software called a screen reader which will read the website to them. OK? And that's one of the really important things is making sure that your content is in the proper format. OK? You want it to be documents need to have an OCR or optical character recognition portion to them and images even more importantly you need to have alternate text. So if I have a visual impairment and I can't see that image that screen reader will tell me what it is. All those things wrapped up together with best practices make your site compliant.

Peter Leonard-Morgan: The other thing I wanted to ask you just if you could mention about when the rebranding is done what happens then?

Sean Brady: So you're in the middle of an initiative of your let's call it your logo. All right? We have a seal that will remain that historic seal. It's in the footer here. Now you may have, and I understand you're working with the firm, to do something with this logo. Once you have that completed any one of your admin team can simply come in and

swap that out. There'll be a certain size parameter that you'll want to stay in, but within a few clicks you can certainly change that out. Now if there's anything other than the logo for example that needs to be addressed it may be something as simple as a color. Okay? Maybe this this color here or the banding at the bottom. Okay? That's a very quick change.

Cindy Pearson: [Off mic].

Sean Brady: Yeah. So right now it's on a production site. So once the concept is approved that's when we migrate content, we set all the breakpoints to be appropriate. A simple inspection is going to just give you an understanding of what happens with those graphic buttons, but there'll be breakpoints that will be adjusted. So make sure things don't overlap, items like that.

Philip Miller: [Off mic] for multiple different devices, right?

Sean Brady: Correct. So you can you know certain devices and certain browsers certain browsers have you know deprecated suites. So you have to try to accommodate old browsers and new browsers and anybody who uses Internet Explorer you'll understand what I'm talking about. So it is designed to work with iOS, Android, Chrome, Firefox, all the browsers.

Bridge Littleton: Chris

Chris Bernard: Yes. And this may be for you guys I don't know if you know the answer to this. Was a conscious decision not to have a sticky header?

Sean Brady: A conscious decision not to have this be a sticky header?

Chris Bernard: [Off mic].

Sean Brady: As you scroll.

Chris Bernard: [Off mic].

Sean Brady: So a pinned header. So it's always there no matter where you go? Well one of the benefits because you actually don't have a ton of pages in your website. Your website is actually very lean. Having the items appear in the mega menu and getting to where I need to get within one click. What we didn't want to have happen was have the main menu items now overlapping over your graphic buttons. It could still be done. I don't see a benefit to it where everything will be expanding in your global mega menu, but it's certainly a discussion that you could all have if you'd like. There are some Web sites that do that that the top border where that [multiple speakers].

Bridge Littleton: Loudon County's does that.

Sean Brady: Mhm, yup. So it's a matter of.

Chris Bernard: [Off mic].

Sean Brady: Right. I mean it's it's Java. So if it's something that is you know we have to weigh the benefits to it. Keep in mind every time you add a script to a page it could impact its page loading speed. So depending if you have folks that are more rural or on the outskirts and their internet speed is not as robust the closer you get to this building. So we want to make sure that we accommodate those folks as well.

Danny Davis: To answer your question I do think it was essentially a choice that we made to say not to compete with specifically the graphic links or the other components of the home page that came up. We're open to always input.

Sean Brady: Yeah.

Kevin Hazard: [Off mic].

Sean Brady: Yeah absolutely.

Kevin Hazard: [Off mic].

Sean Brady: Exactly, right. Fonts, colors. Those are those are global changes that can be made in a few clicks, yes. So the fonts purposely chosen as well for ADA compliant fonts, not every font is an appropriate web font.

Kevin Hazard: [Off mic].

Sean Brady: Not necessarily when it comes to branding as far as your logo or site ID would go because this script right here isn't something that you're worried about a machine reading because it's actually an image. So the image will tell a visually impaired person what that is. So I'm not too concerned with it trying to pronounce Middleburg or something like that.

Bridge Littleton: Any other questions? Sean thank you very much. [Multiple speakers]. Great.

Rhonda North: So unless the council has any objections we're going to approve the concept design and move forward to the next step.

Bridge Littleton: Yeah.

Sean Brady: Approval.

Bridge Littleton: No. [Laughter].

Sean Brady: I make a motion. [Laughter]. Thank you sir.

Bridge Littleton: Well if he want us to deny it in your bill. [Laughter].

Sean Brady: That's a different department [inaudible].

Bridge Littleton: Exactly.

Sean Brady: Thank you very much. I'm just trying out either way. I don't know who's next.

Bridge Littleton: All right. Next items we have here is staff reports and reports from any committees or liaisons. Any staff reports? Anybody have any questions for staff? Well I... Yeah, go ahead.

Philip Miller: We have a sidewalk, Will you. [Applause].

Bridge Littleton: Yeah.

Philip Miller: Thank you.

Cindy Pearson: [Off mic].

Danny Davis: [Off mic].

Bridge Littleton: Yeah. Will.

Will Moore: I'll take the liberty of giving a very brief report to follow up. I'll stick to that. A&M has been great to work with. They've actually responded since they were mobilized in town. There was another area in town where we had a piece of curb that had been busted out and they've fixed that for us. We are communicating with them. They will be doing some asphalt work in the area of Pickering and Stonewall. They'll have to do kind of a mill and overlay to the center line of the street so that where they've wedged asphalt it doesn't track under tires. So they will be coming back to do a little bit of asphalt work and we're coordinating with them now to have them do some asphalt repairs on Pinkney street while they're mobilized with asphalt. So we're hopeful that that will work out. Yes. So yes. And as Kevin Daly pointed out earlier if you do happen to walk on the new stretch of sidewalk on East Marshall Street there's some very low hanging vegetation right now. Tim will be taking care of that next week.

Peter Leonard-Morgan: [Off mic]. [Laughter].

Kevin Daly: [Off mic].

Bridge Littleton: Yeah.

Will Moore: Please don't.

Bridge Littleton: So Will don't go anywhere.

Will Moore: OK.

Bridge Littleton: It's funny, so last night I saw Charles [inaudible] at the hearing.

Will Moore: Yes.

Bridge Littleton: And we were talking about you know a comprehensive plan, planning and zoning, and all that other stuff and I commented I said, yeah you know we've just got a whole new stretch of sidewalk in. He's like, really that's great. I said it took four days for them to do it. He said, that's incredible. It took 18 months for us to get it approved. [Laughter]. He said, that fast? [Laughter]. No, actually I did have a quick question for you.

Will Moore: Yes.

Bridge Littleton: I was thinking about it this morning update on how things are going with our property owners that have needed repairs to be done. I believe last time you gave us an update a couple months ago. There were four. Right. How are those going?

Will Moore: Progress is being made with the two that were, so one is taken care of. I am blanking on another one of those four, but the two that were probably the most problematic there is progress being made. Meetings scheduled with one ongoing dialogue with another who has some vision for updating the property that may require some council action at some point in time to facilitate what this owner would like to do with the property. And that update is that a residential property or commercial property. That one is a residential property, so the commercial property which has been probably the most difficult and making contact with the owner meetings scheduled [inaudible].

Bridge Littleton: OK. Any other questions of Will?

Danny Davis: If I can add on real quick. Based on some conversations that we had at the pre-agenda meeting and then also that Mr. Moore and I had after the fact we're going to plan an item to come to either your next meeting or the meeting after that to give an overview of our zoning enforcement activities, kind of what our current options are in our process because I know that's been a question about how we go through some of these zoning issues that come to our attention or that we find out about to walk you through that kind of standard process. And then also

there's been talk about do we need additional authority or what other authority is out there and then allow council to say great keep up the good work or change your process we want you to go this direction or that direction. So I think that'll be helpful just to kind of get that on paper and written out this is how we step by step handle these type situations just for your awareness.

Bridge Littleton: Great. Thanks. Kevin.

Kevin Daly: Not mentioning any names, but the residents on Jay Street have you been able to make contact with an individual.

Will Moore: I have not. I have not.

Bridge Littleton: Oh! Nevermind. OK. Any other questions for Will? No? OK.

Will Moore: Thank you.

Bridge Littleton: And I had one question for Jamie.

Kevin Daly: [Off mic].

Bridge Littleton: Yeah. So last meeting we talked about Visit Loudon and the MOA and the other deliverables that Beth had. You were just talking about that you were planning for something for the first week of May. Recommended, you know that's with enough time. What's your status now?

Jamie Gaucher: To have Beth come to the council?

Bridge Littleton: Well and also plan other deliverable that they had for holding an in-town training or whatever.

Jamie Gaucher: Right. I was thinking about doing that to your point before the end of April. That probably will be the end of May. It might be the first week of June. I don't have a date yet. Danny and I.

Bridge Littleton: Do you have anything worked up yet?

Jamie Gaucher: I do.

Bridge Littleton: OK. What is it?

Jamie Gaucher: I was relatively close to being able to go forward with something relatively quickly. It's going to be a three phased event where Visit Loudoun is going to come in and talk about social media and the value of social media specifically for businesses. Then we're going to have potentially council member Bernard talk about e-commerce and how to do e-commerce 101 not go into much depth, but stay at a relatively high level. And then have a panel conversation where members of the audience can do questions and answers. Probably at a larger event either the National Sporting Library and Museum or the Cider Barn where we had the previous event.

Bridge Littleton: OK.

Jamie Gaucher: So that's the structure of it. I don't have a date at this point in time.

Bridge Littleton: OK. And then the second question was so our MOA ends June 30th. Right right. So we're now May. So we've got two months. Remember, last time we did it it took like 20 months to get one actually worked out. So if we plan to have a new MOA with Visit Loudon come July 1st you know I think we need to have a you know at least an item on our next agenda, talk about you know how did this year ago, did we meet our expectations or we

not, do we want to continue it, if we do do we want do more of the same, add, subtract, change, whatever? I think we all need to have that broader conversation and we need to get it done next next meeting.

Jamie Gaucher: Yesterday. Okay.

Bridge Littleton: I mean because then they're going to have their input and all that stuff.

Jamie Gaucher: My understanding is we're going to have Council Member Miller and council member Bernard sit down with Danny and I and come up with a plan. I think we can do that by yeah by the next council meeting.

Bridge Littleton: Okay.

Jamie Gaucher: I think we can have [inaudible].

Bridge Littleton: Do you guys feel comfortable that? OK. All right. That was my only question.

Jamie Gaucher: OK.

Bridge Littleton: All right. Thanks. Oh sorry, does anybody have questions for Jamie? Cool. All right. That's staff reports. Yes, sorry.

Cindy Pearson: Just want to say that through streetscape Arbor Day is this Saturday.

Bridge Littleton: Oh yeah.

Cindy Pearson: It's at Hill School at 9:00 am.. It's that one event of the year that's short and sweet and to the point. And don't forget to be there.

Bridge Littleton: We love trees.

Peter Leonard-Morgan: [Inaudible] is 10:00 here is the battery take Back event, use batteries, and also the used drugs. That's prescription drugs take back. [Inaudible]. [Laughter].

Kevin Daly: [Off mic].

Peter Leonard-Morgan: You know given to me beforehand. And sneakers. Yeah. That's another part of the moms against drunk driving. They have the youth sneaker collection here. [Inaudible] So that's that. Also a little announcement that Go Green. I know you were waiting for this. Go Green applied for a grant from [inaudible] towns and was granted four thousand dollars to contribute towards a number of different initiatives which actually include a bit of sidewalk contribution as well and way finding and the Walk Middleburg pamphlet that we've already done, actually. So you know we've got some funds to play with there and contribute towards some of the initiatives that we've been doing.

Bridge Littleton: Ok. So what what we need to do, I gotta ask a question DeeDee do you plan on staying? We're going to take a break. Are you going to stay after the break?

DeeDee Hubbard: I can.

Bridge Littleton: I tell you what I'm gonna do this real quickly. I'm going to do this one thing then we'll take a break and then we'll go to the other items. So yeah today we had the Rob Jones dedication for his house. It was fantastic. I mean you know it's an unbelievable place. He and his wife are going to be farmers and I mean they plan to stay there their whole lives. They're gonna sell at the farmer's market all that stuff. Two things. Well, that guy came and presented to us. Stephen Siller Foundation. So they asked me to get the word out there is a Steven Siller

Tunnel to Towers 5k run and walk in Prince William County on May 25th at 8:00 a.m. and you can register. I've got a bunch these little postcards. I told them that we would be happy to mention it at the council meeting and give it to the local press and also post it on our website. So DeeDee I'll give you one of these. We can leave the rest of them at the front, but let's also if we can put it on the website. And then the other thing today was the it's called the American Legion Riders. So as a bunch of folks in Harley's you know the like at Memorial Day when they have Rolling Thunder. So these guys do the Rolling Thunder things, so they had a bunch of Harley's and everything driving in with American flags and then they actually stood there for the entire presentation with their flags sort of like an honor guard. And they actually do it for free for any type of event. So they gave me their information as well and so we just need to make sure we make that available to folks. OK. We will take a seven minute break. And we're back. So next item is consent agenda. Does anybody have an item from the consent agenda they would like removed? All right. Do I have a motion? Chris

Chris Bernard: Do I just make it up as I go?

Bridge Littleton: If you want.

Chris Bernard: I move that we adopt the consent agenda from the last town council meeting as presented.

Kevin Daly: Second

Bridge Littleton: Any discussion?

Darlene Kirk: [Off mic] last town council meeting?

Bridge Littleton: Just as consent agenda.

Darlene Kirk: OK. [Off mic].

Bridge Littleton: Any discussion? All those in favor say aye.

Everyone: Aye.

Bridge Littleton: Opposed? Motion passes. OK. Excuse me, non-public hearing related action items. Acquisition of electric vehicle charging stations again. Mr. Danny Davis, or no wait, Mr. Peter Leonard-Morgan. Hold on.

Peter Leonard-Morgan: I never do it too long. At the last meeting the question came up as to what happens in the event that the charging stations become obsolete early on? We had to go back and ask whether there was a program by ChargePoint to accommodate such an eventuality. And the short answer is no, but they will allow us in the contract to terminate early for a fifteen hundred dollar early termination fee in the event that there is something else we want to go for that is better. I think off the record they very much want to work with us if that happened. I can't see them not wanting to help us upgrade and continue or renew the project for another term. That's really the only answer I can give, and that's the only thing that they will do.

Bridge Littleton: Any questions? Darlene.

Darlene Kirk: Thanks Philip. I'm sorry. I kind of have a comment. I know that this is [inaudible]. Is this something that the town should really be paying for? I mean I know it's for you know it's great for the environment and I know it's going to help the people who come in to visit here, but it just seems like we're kind of, and you know last time we gave money to the Middleburg school search. We gave money. Now we're doing money this and it just concerns me because I know at one point council was doing a lot of little things like that and we ended up in the hole. Just that concerns me. Should it be us doing it? Should we get the gas station down there to do something with this instead? I don't know.

Peter Leonard-Morgan: Appreciate your comment actually, Darlene. My opinion would be that electric vehicles are not just here to stay, but they're going to become very much more obvious all over the place within a very short period of time. I think it gives Middleburg the opportunity to be not quite at the forefront, but early on in adopting electric vehicle charging for really quite a small amount of money. I mean we're talking twelve hundred dollars a year. It's 1,200 a year. Yes, it's really not a lot.

Darlene Kirk: [Off mic].

Peter Leonard-Morgan: No that was to buy it if you buy it all out. And originally actually it was going to be twenty four hundred a year, and when they heard that we were being offered an opportunity to get free charging stations through the Volkswagen diesel fine. We looked into that and really free wasn't quite free to be frank, but they then halved their price because they didn't want to lose out. ChargePoint did not want to lose out. And the equipment and the support more importantly including that 1,200 is really exemplary. So you know there are other opportunities as well. There is a screen on the charging system that we could possibly sell advertising space or put our town message on there, but it really I think.

Darlene Kirk: [Off mic].

Peter Leonard-Morgan: Thank you.

Darlene Kirk: [Off mic].

Chris Bernard: I can't remember where I get this number from maybe it was because we were talking about it offline, so it's a five year commitment, right?

Peter Leonard-Morgan: It's a five year commitment. And also just to your point though there is of course that initial set up which is a potentially up to seven thousand dollars. That's maybe what you're referring to and it is a five year commitment. Yes Chris.

Chris Bernard: So there isn't a in writing vehicle for lack of a better term to get us an upgrade. It's more just we go back to them and try to work out something.

Peter Leonard-Morgan: Yes that's correct.

Chris Bernard: You said the lifespan. And correct me if I'm wrong on these details, the kind of typical lifespan of one of these or before it becomes maybe not defunct, but 'til a better one comes out you said was eight years [inaudible].

Peter Leonard-Morgan: So the last one was eight years. This one is about six years in and I spoke to them about it and they do not anticipate this one being obsolete in two years basically. Now whether it's three or four or five years we don't know, but it's still very much the current product.

Chris Bernard: It seems wild to me with a rate that the technology is changing that they wouldn't be almost shortening that time frame.

Bridge Littleton: [Multiple speakers] this as a plug.

Peter Leonard-Morgan: Right.

Bridge Littleton: Plugs for lights haven't changed a hundred years although how housing and wiring has you know? The thing is there's how many electrical vehicle cars right now?

Peter Leonard-Morgan: In the United States last year it was a million.

Bridge Littleton: Right, and all those have a port, so they have to be serviced. So if you change that you've got a reverse retrofit every car is out on the road. And so that's like USB drives right? I mean that USB

Chris Bernard: Apple changes lighting chord.

Bridge Littleton: I got it.

Chris Bernard: [Inaudible] all new cables.

Bridge Littleton: And what they change it to?

Chris Bernard: Lighting?

Bridge Littleton: The new P.C. Standard. Not an apple specific standard.

Chris Bernard: Right, but in this context I'm saying that we're going to have to upgrade this machine. I want to make sure we don't get caught halfway through and having find something better, and I would just feel more comfortable if we had it in writing.

Peter Leonard-Morgan: It could happen It's obviously, and the worst case scenario for us is fifteen hundred dollars.

Kevin Hazard: [Off mic].

Peter Leonard-Morgan: No because then we've got the electricity already. For 7000 we've got the lines run, we've got the concrete pad etc..

Kevin Hazard: [Inaudible] whatever we do we've already got the.

Bridge Littleton: You've put the infrastructure.

Philip Miller: You have the lines run for 7000, but you don't have them run for a stage 3. So if we do upgrade in a couple of years to the next levels it is going to be another initial investment to have the appropriate electrical power.

Chris Bernard: [Off mic].

Bridge Littleton: Let me just ask a broader question then. Are we generally onboard with doing electric charging or not? Raise a hand. OK. So this is it. This is the deal.

Darlene Kirk: [Off mic].

Kevin Hazard: I'm sorry. [Off mic].

Peter Leonard-Morgan: No they will not tell us that. I've asked them that.

Bridge Littleton: I mean they don't control the industry and I know talk about them themselves. [Multiple speakers].

Philip Miller: But they already offer the next generation product. They have that the stage 3.

Peter Leonard-Morgan: They have the stage 3.

Philip Miller: Yeah.

Peter Leonard-Morgan: But I don't think the stage 3 is what we want at the moment because a lot of the cars.

Philip Miller: It's not the most universally accepted, right.

Peter Leonard-Morgan: And I would say also the ChargePoint is the largest electric vehicle charging station manufacturer in the world. I mean I can't remember the numbers 30,000 I think around United States, huge. I mean we're tiny for them, and they've pushed the boat out a lot with us with all the proposal, their documentation, their offer. I think you know my view is it's a really great opportunity for the town.

Kevin Hazard: [Off mic].

Peter Leonard-Morgan: We only look at the level 2. The level three is quite a lot more I believe. But I can't tell you what it is.

Kevin Hazard: [Off mic].

Bridge Littleton: But to your point we don't know that level 3 will actually be the future technology two or three years from now. So we may be putting infrastructure we'll never use.

Kevin Hazard: [Off mic].

Bridge Littleton: What I think what he's actually it costs way more than that.

Kevin Hazard: [Off mic].

Will Moore: I think the answer to what you're asking is is we don't know. Staff was provided the specifications to make make ready for this particular station which I guess is the level two. We haven't seen what the spec is, the make ready spec, for a level 3. We'd be happy to take a look at that and compare it and kind of figure out what the difference, if any, is. It may just you know on a larger panel box or something like that that's set up and the conduit may be the same one.

Kevin Hazard: [Off mic].

Will Moore: Right. So we'd be happy to. I'm not necessarily encouraging kicking the can, Peter, but I just want to let you know that we can take a look at that.

Peter Leonard-Morgan: I have a feeling it needs a much bigger board. I don't want technical term is for it because of a lot more wattage, a lot more what it's going through. I think right now it's seven and a half kilowatts and it's something like 30 kilowatts isn't it?

Will Moore: But again what would we'd be [inaudible].

Philip Miller: Sixty two and a half or it can go 500. Those are the levels I think. The question is is the level 3 reverse compatible with it too. Because if it is you're upgrade proof for a little while longer. Reverse compatible can you charge on at a level two to a car that won't accept the superfast level 3 charge? Can you charge a level two car with a level 3 charger?

Peter Leonard-Morgan: [Off mic].

Philip Miller: Right.

Peter Leonard-Morgan: [Off mic].

So if we looked at a level three would we potentially be upgrade proof for a longer period of time? From with the level three though then you are limiting to just like Teslas. Well that was my point. Is their Level 3 charger reverse compatible to cars that only accept.

Bridge Littleton: Non-Tesla. [Multiple speakers].

Peter Leonard-Morgan: I have no idea. I'm just gonna look into it and kick the can down the road again.

Bridge Littleton: Look. So here's the deal. All right. This is now the third time we have gone through this proposal and brought it to council for a vote and different questions. I mean we have got to, and it's the third time staff doing an update to another report. Third time the hours are being spent going back and researching all these extra questions. We need to ask all these questions the first time we bring the motion up. We need be thorough about what we want to do because this is like just adding more and more time and wasting Go Green's time and kicking the can down the road.

Cindy Pearson: I kind of disagree with that.

Philip Miller: Totally disagree with that.

Cindy Pearson: We didn't understand it.

Philip Miller: What we asked for was was there a chance to upgrade within that contract window? So now that we know that there is not without the exact same fee to get out of the contract we have additional questions.

Bridge Littleton: But the point about reverse compatibility has nothing to do with canceling the contract that is is a level three versus a level two reverse compatible with others technologies.

Philip Miller: No it has to do with the fact that we know that we do not have an option to upgrade. [Multiple speakers]. No we do not have an option to upgrade.

Bridge Littleton: Yes we do.

Philip Miller: We have an option to cancel the contract.

Bridge Littleton: And get something new.

Philip Miller: So then do we look at upgrading now?

Bridge Littleton: So we can upgrade.

Kevin Hazard: No that is not it Bridge.

Philip Miller: Don't be ornery about it.

Cindy Pearson: [Off mic].

Chris Bernard: [Off mic].

Cindy Pearson: [Off mic].

Philip Miller: [Off mic].

Bridge Littleton: I appreciate that what I'm saying is that we need to spend the time to go through all these issues at once so that staff can go back, get all the answers and come back, and we can fully flush this whole thing out. Not go okay can we cancel and then it's run off and look at that issue and then come back and it's now another issue.

Kevin Hazard: This is new technology.

Bridge Littleton: I get it.

Kevin Hazard: And to say that I just I totally disagree that we're, this is not something we should rush into and if it takes another month it's not killing us.

Bridge Littleton: It's not about that it's taking another month. It's about it's being inefficient with the staff's time. I appreciate we want to get it right. What I'm saying is let's focus on it, ask all the potential questions that are out there at the same time, and then have them go back and get the information and then we can resolve at the next meeting. This is not, if we want to push it again this will now be the fourth time that we're bringing the same thing back to look at. That is inefficient. [Multiple speakers].

Kevin Hazard: It's not inefficient because this is brand new technology. There's gonna be more and more questions. I just totally disagree with what you're saying.

Bridge Littleton: I guess what I'm saying is that in the four times that this has now come back no technology's changed we could have asked Peter all of these questions the first time and he could have gone and gotten all the answers so that the second time it came back we could have discussed all of this, fleshed the whole thing out and made a decision. That's what I'm saying.

Chris Bernard: [Off mic].

Philip Miller: Absolutely.

Chris Bernard: [Off mic].

Philip Miller: At our own cost whether we put the infrastructure in place so that we're prepared to upgrade potentially within two years or three years or four years before that contract expires. We now know we're already going to have to pay the 15 hundred dollar fee just to get out of the contract. So then are we also going to have to do 10000 dollars to put in new infrastructure so we can host a new a new device? We're just asking the questions are we spending the same money twice and spending twice as much to do it right that we could actually save some money and maybe go a different route right now? Now that we know that we do not have the option to upgrade.

Bridge Littleton: But I think the point that Kevin's been making the whole time is in two or three years we have no clue what the technology will be. So anything can change whatever decision you make today could end up to three or four years from now actually have been being the wrong one because technology went the other way. [Inaudible]. It's a possibility.

Philip Miller: Not realistically no because as you just said all of those cars that are already on the road you would have to then go ahead and retrofit them.

Bridge Littleton: But I think what Peter's saying is if we do this stage three it's only Tesla that works.

Philip Miller: I don't think that's correct.

Chris Bernard: [Off mic].

Philip Miller: I don't think that's correct.

Bridge Littleton: At the resort they have two different types though.

Philip Miller: No. They have one. They have two things that are both Tesla.

Bridge Littleton: So if you have a non-Tesla you can't use it.

Darlene Kirk: Right.

Philip Miller: You better have an extension cord.

Bridge Littleton: Okay. Okay so what does everybody want to do?

Philip Miller: I'm sorry that we're we're asking these questions. I think it's great. I think we should do it. I think we should just absolutely be future proofed as much as possible because this is changing.

Peter Leonard-Morgan: [Inaudible] if we can have all the questions so that next time in two weeks time.

Cindy Pearson: [Off mic].

Kevin Daly: [Off mic].

Bridge Littleton: Yeah , I agree with that.

Kevin Daly: [Off mic].

Peter Leonard-Morgan: So what is my marching orders? What do we want to find out? Then I will go and do that.

Kevin Hazard: I think for one, and Will said that they could do it easily get a level 3 and just see what if it's incrementally a small increment higher to put that superstructure in now we do that now.

Peter Leonard-Morgan: Okay.

Kevin Hazard: And that's the only thing I'm thinking. And if it's not then we just go with what we have.

Kevin Daly: [Off mic].

Danny Davis: Can I? What I think I'm hearing for us to be able to go back in and help you make this determination is who what are the current power requirements for a fast charger Level three versus the level two that we're looking at? And what would it potentially cost to run that infrastructure now or can we at least build in the capability so that a new circuit could be run at the higher amperage and wattage at that appropriate time. The secondary question is, and so we'll get those details from ChargePoint and make sure we understand the tech specs right? The second question is does a level DC fast charger today is it backward compatible that could charge a level two? I don't think you can, but again it may depend on adapter and technology and all that.

Chris Bernard: [Off mic].

Danny Davis: And that's the question for them to say these few things and then we come back and say Is it worth the investment on the electricity side today to build that in or at least build in the right conduit to pull it in the future. And then what can we do today Level 2 vis-a-vis fast charging. Is that fair? Does that capture kind of all the the questions that I'm hearing here provide that to say do we need to make that investment today to prepare for the future and it's cheaper now than waiting in three years or five years and then see where that is?

Bridge Littleton: Well I think that actually pulls a thread that there's actually a lot more questions. So what is actually involved in upgrading three or four years from now? You know if the cost difference is 500 dollars who cares? Put in the level two, and if it's only 500. Well, but that's a different question. That's not a question of how much is it to level three today versus level two. That's what is it level two today and in three years upgrading it to level three? That's an upgrade not one versus the other. So it's a third question you guys got to you know. And again we don't know. I mean it could be massively expensive so it doesn't make sense, but it could be really cheap and say why box us into a corner for something you know.

Chris Bernard: [Off mic].

Peter Leonard-Morgan: Yeah I asked them that. No they won't do that.

Bridge Littleton: What's the standard that municipalities use? Two or three? In fairness none of us are experts on any of this stuff.

Peter Leonard-Morgan: No we're not at all. [Inaudible] who I spoke to originally is level 2, and the level 3 I'm told is generally what they call commercial on interstates you know so people are doing 3 or 400 miles and they need to charge up really quickly when they go to the bathroom. So I'm not sure how many D.C. fast charges are in other municipalities.

Philip Miller: And I think even within the level three there are two different connector types that makes the difference.

Danny Davis: [Off mic].

Philip Miller: Three different?

Kevin Hazard: Three different types.

Danny Davis: [Off mic].

Philip Miller: And then two other standards?

Peter Leonard-Morgan: That was one of the problems with EVgo that they only were able to charge one time.

Philip Miller: Because I think there's one type that that is actually reverse compatible to a level two correct?

Danny Davis: It appears [multiple speakers] as one. Yes, it appears to be. I don't know the details for the finale just looking at the pictures in the quick guide, but we're happy to.

Philip Miller: And that's Chrysler, Ford, Daimler, VW products a whole bunch of cars.

Danny Davis: It appears to be.

Philip Miller: Yeah. That's like one of the biggest standards. It's basically it's the same plug as a level two, but they just put more power in it.

Bridge Littleton: All right. Last call. Any other items or information that need to come back. This last time? And I say that clearly this last time.

Chris Bernard: [Off mic].

Kevin Daly: [Off mic].

Chris Bernard: [Off mic].

Kevin Hazard: [Off mic].

Danny Davis: We'll get the information and provide it as kind of a menu of options and then it can be by itself, it can be add ons, or it can be. [Multiple speakers].

Bridge Littleton: [Off mic]. Actually you know what. I did read that, they already wireless charging.

Philip Miller: They do and they are I mean you want to talk about an expensive parking lot.

Kevin Hazard: [Off mic].

Peter Leonard-Morgan: I did ask about the inductive charging Regarding technological advances with Level 2 EV charging. Well this is actually about the old one. Here we are. Your council member brings up inductive charging which is something that's still considered emerging tech. So yeah. All automotive manufacturers are currently focusing on plug in models addition with a wireless pad you'd have no way to control who's using it charge to charge or track data. Level 2 AC charging with a J1772 connectors services all EVs plug in hybrids and full battery electric. DC fast charging only services a handful of vehicles currently on the road. So that's the answer. Their answer

Bridge Littleton: So clearly we're going to go with a level 2. I don't think we should be putting in EV charger that 60 percent of cars out there can't use when that level 2 services everybody.

Peter Leonard-Morgan: Indeed. So basically we'll find out what what options there are what the requirements are for electricity infrastructure to the to the pad so that if we did decide to upgrade it

Bridge Littleton: To 3 we would know what the cost would be to do it. Everyone good? Good. Okay. Next item is the resolution for the comprehensive plan. I'm assuming everybody read it. Kevin, we got your comments and that was actually really good.

Danny Davis: If you if I may just real quick the version and iLegislate currently has a fourth resolved paragraph so just so you know that it was added this afternoon based on an input. It essentially reiterates one of the whereas clauses urging the board to reinstate the language defining the TPA as a permanently defined policy area that provides a visual and spatial transition. That was a comment brought up by council member Hazard it was an issue that we had addressed in the the recitals but is one that's of importance to go ahead and make as a specific request to the board that they actually reinstate that language so that the transition area is not seen as its kind of fleeting but still permanently a defined area

Bridge Littleton: Anybody have any questions with the resolution?

Kevin Daly: Who's coming in again?

Bridge Littleton: Hopefully someone who can read in two and a half minutes one page you should be OK.

Danny Davis: We can practice tomorrow. I'll time you.

Bridge Littleton: Well my thing last night I really practiced 25 times to get it into two and a half minutes and it was it was fast. Yeah I mean I was trucking to get through that. All right. We don't have to read the whole thing into the record do we? OK. So do I have a motion to approve the resolution.

Kevin Daly: I move that town council approved the attached resolution entitled town of Middleburg comments on draft Loudon 2040 comprehensive plan and submit the approved resolution to the Board of Supervisors as part of their public input.

Darlene Kirk: Second

Kevin Daly: I tried to make it fast.

Bridge Littleton: That was great. Any further discussion. Only thing I'll say is thank you everyone for doing this. Every little bit matters. OK. All those in favor say aye.

All: Aye.

Bridge Littleton: Opposed? Abstentions? Motion passes. Yeah.

Danny Davis: I think it is interesting we're not going to change or suggest changing the resolution. The board voted to change the name of the plan from the Loudon 2040 plan to the Loudon County 2019 comprehensive plan. I think they're trying to. So but for now any reference to Loudon 2040. They understand still refers to the old plan. It's easier to say.

Rhonda North: Mr. Mayor.

Bridge Littleton: Yes ma'am.

Rhonda North: And before everyone leaves tonight I need to get you to sign so that Kevin can take a signed copy with him on Saturday. [Multiple speakers]. I'm just gonna make 9 copies to go with him.

Kevin Daly: No I want all originals. [Laughter].

Bridge Littleton: You can wait. Okay. Any discussion items? Any information items?

Danny Davis: May I? One item that the mayor brought up to me was a request that came in from Mayor Frazier from Purcellville who sits on the National League of Cities Board requesting that any transportation transportation infrastructure barge right that we have in an interest in our congressional officials supporting perhaps through their federal programs that need to be submitted by the end of this month. I suggested that we could propose the parking lot idea as a potential plan. I'm not sure where it may fall in this whole process but I'm gonna make sure that we meet the requirements essentially and that it will be submitted as an idea. And if we get a federal grant that that may help us in that process so. Want to investigate it but I wanted to let you all know since it's the end of this month kind of application process but we're gonna see what we can do.

Bridge Littleton: Great. Thank you. Okay. Time for the closed session. Who wants to read it? [Multiple speakers].

Philip Miller: I move that council go into closed session as allowed under the Virginia Freedom of Information Act Section 2.2-3711A1, 3 and 7 for the discussion consideration or interviews of prospective candidates for employment, assignment, appointment, promotion, performance, demotion salaries disciplining or resignation of specific public officers appointees and employees of the public body for the discussion or consideration of the acquisition of property or the disposition of publicly held property where a discussion in an open meeting would adversely affect the bargaining position or the negotiating strategy of the public body and for the consultation with legal counsel and briefings by staff members pertaining to actual or probable litigation where such consultation or briefing in an open meeting would adversely affect the negotiating or bargaining position of the public body. I further move that these matters be limited to one appointments to EDAC 2) acquisition of property for attend Administration Building 3) the acquisition of property for a parking lot 4) the disposition of Asbury church and 5) probable litigation involving contract for branding services. I further move that in addition to the council the

following individuals be present during the closed session. Danny Davis and Jamie Gaucher for all of the items. Will Moore for the 2nd through 4th items and Rhonda North for the 1st through 4th items. I further move that council thereafter reconvene in open session for action as appropriate.

Darlene Kirk: Second.

Bridge Littleton: All in favor say aye.

All: Aye.

Bridge Littleton: Opposed? Abstentions? Okay we're in closed session. All right I'm going to read this. I asked the council certified to the best of each member's knowledge 1) only public business matters lawfully exempted from open the meeting requirements under the Virginia Freedom of Information Act and 2) only such private public business matters as were identified in the motion by which the closed meeting was convened were heard discussed or considered in the closed meeting. I would like to remind those present for the closed session that any discussion that occurred within it should be treated as confidential.

Chris Bernard: Yes.

Kevin Hazard: Yes.

Philip Miller: Yes.

Darlene Kirk: Yes.

Bridge Littleton: Yes.

Peter Leonard-Morgan: Yes.

Cindy Pearson: Yes.

Kevin Daly: Yes.

Bridge Littleton: All right. Do I have a motion on EDAC. Go ahead.

Cindy Pearson: I move that council reappoint Duane Ellis and Daniel Leger to EDAC for terms to expire December 31st 2019.

Kevin Daly: Second.

Bridge Littleton: All those in favor say aye.

All: Aye.

Bridge Littleton: Opposed? Abstentions? Motion carries. Okay. Special meeting for.

Philip Miller: Another motion.

Bridge Littleton: Sure.

Philip Miller I move that town council authorized staff to negotiate an agreement of termination with Native Collaboration LLC based on the direction given in closed session.

Kevin Daly: Second.

Bridge Littleton: Any discussion? All those in favor say aye.

All: Aye.

Bridge Littleton: Opposed? Abstentions? Motion carries. Okay. Special Meeting on Tuesday what time we're gonna say. 6:00?

Danny Davis: Can I verify? Today's Thursday so we have tomorrow we have Friday, Monday and Tuesday to notice this. Is that sufficient?

Bridge Littleton: 6:00? I mean Kevin you need extra time like 6:30? I mean we should be able get knock this out in a half hour 45 minutes. Let's just do 6:30.

Darlene Kirk: [Off mic].

Bridge Littleton: Well just talk to Philip beforehand and get your input then. All right. So we'll set a special meeting for Tuesday 6:30 to discuss next steps on branding.

Danny Davis: [Off mic].

Bridge Littleton: Yeah. Just exactly what plans you guys want to proceed with and all the stuff we need to do. Danny and that also means if you want to bring up that thing we talked about earlier today with the threshold and stuff have it on there you know. Let's just let's just be ready to talk about it all and if you guys could have that to us by everybody feel comfortable noon on Monday. Yeah. Okay. I mean but no later than noon on Monday that gives everybody a day and a half. Just for this one thing. Okay cool. Great. Thank you. Anything else? Dismissed. Or whatever.