

**PURCELLVILLE TOWN COUNCIL SPECIAL MEETING
WITH ECONOMIC DEVELOPMENT ADVISORY COMMITTEE
TUESDAY, OCTOBER 6, 2020, 7:00 PM
TOWN HALL COUNCIL CHAMBERS**

The meeting of the Purcellville Town Council convened at 7:00 P.M. in Council Chambers with the following in attendance:

PRESENT: Kwasi Fraser, Mayor
Joel Grewe, Council member
Mary Jane Williams, Council member/Vice Mayor
Tip Stinnette, Council member
Christopher Bertaut, Council member
Stanley Milan, Council member

PRESENT VIA REMOTE PARTICIPATION:
Ted Greenly, Council member

PRESENT EDAC MEMBERS:
Walter Twetten

PRESENT EDAC MEMBERS VIA REMOTE PARTICIPATION:
Cliff Robinson
Warren Grossman
Emily Coryell

ABSENT EDAC MEMBERS:
Sarah Stratton
Misty Williams
Rynthia Rost
Valerie Sikora

STAFF: David Mekarski, Town Manager
Sally Hankins, Town Attorney
Andy Conlon, Senior Planner
Diana Hays, Town Clerk/Administrative Assistant
Natalie Perkins, Accounting Technician

STAFF VIA REMOTE PARTICIPATION:
Dale Lehnig, Capital Projects and Engineering Manager
Kimberly Bandy, Deputy Town Clerk

CALL TO ORDER:

Mayor Fraser called the meeting to order at 7:00 P.M. The Pledge of Allegiance followed.

PRESENTATION:

a) Potential Economic Development Opportunity for Purcellville (Chuck Kuhn, JK Moving) *(Presentation on file at the Clerk's office)*

David Mekarski opened with the following address: "Mayor, members of the Council, members of our Economic Development Advisory Committee, this meeting has been called as a joint meeting of both the council and EDAC, really in keeping with the town's grand strategy. The grand strategy to look at all alternatives to ensure that our town is sustainable. Sustainable in both quality of life but also in terms of its economic base, and that economic base ensures the long term fiscal stability of the services that we provide to our residence. So, today, we have a presentation from JK Land Holdings Company, and JK, Chuck Kuhn and his associate Hobie Mitchel, Lawrence Mitchel, would like to present to the council, essentially, Mr Kuhn's plan not only in Purcellville but in western Loudoun for protecting a lot of green space within our region for the preservation of our character and of the precious land resources in their natural state. He's also going to outline some economic development opportunities in and around Purcellville which, obviously, has impacts either directly or indirectly towards the long term sustainability of this town and our economic growth, so with that said, I'll turn it over to you Mayor and feel free to call for the presentation at any time."

Mayor Kwasi Fraser stated that this meeting was for our citizens, virtually and those present in this room, as an opportunity to look at ways to monetize our assets and also ways to partner with other entities within and outside of the town to drive economic growth. The recent election, the message was loud and clear that we would look at innovative solutions and solutions that would not require raising taxes significantly or raising water and sewer rates.

Chuck Kuhn thanked the Mayor for having him. He stated that he thinks this presentation tonight is going to be non-typical, for the reasons that we don't have a set agenda for the property being discussed. He has placed over 8,000 acres in the conservation easement now, and western Loudoun either placed into easement or it's in the process of going into conservation easement to protect the open space in western Loudoun. He has approximately 511 acres that surrounds the town of Purcellville. None of the land is currently annexed into the town of Purcellville, it's all adjoining annexed property. He spoke of approximately 240 of that 511 acres. He stated he is not a homebuilder. He understands the economic challenges the town of Purcellville is currently facing and has been facing. Mr. Kuhn stated that he is not a home builder trying to push an agenda to build more homes in the town of Purcellville or in western Loudoun. He stated that it's a blank canvas, and what he'd like to do, with this approximately 250 acres and three separate parcels around the town of Purcellville is what is in the best interest of the town of Purcellville, what is in the best interest of Loudoun County, what is in the best interest of the community and, he is interested in his own interest, but he doesn't have a driving agenda to push to council. He stated when he looks at the economic challenge of the town of Purcellville, it's apparent to him that there is a need to find ways to get a bigger tax base into the Town of Purcellville. He stated he knows of the water and sewer issues, and references parcels. He looked at Loudoun County as a whole, and determined there's a real shortage for industrial ground, a shortage of commercial ground. He displayed a matrix that outlines the property available in commercial and industrial in Loudoun County.

Hobie Mitchel stated that by looking at the economic development site and looking for available

commercial light industrial ground, office, through the various zoning categories, he stated that they went through each property that was available in May, the available land has dropped since then, and then had verified with ownership, phone numbers, which is all verifiable. They found that properties that are available are on Route 28 corridor, which are very expensive. There's not a lot of small opportunities in eastern Loudoun even around the town of Leesburg. We went through the available ground, and this will be verified with Buddy Riser also with economic development, there really is a huge need for light industrial ground. He displayed a summary of all the available ground throughout the county in all these categories, there's about 2,500 acres which most of it is located in around 28 area. He stated there is very little out in this particular area and with Purcellville there are only 31 acres that were potentially available. The market's demand could run out in the next five, six years as far as inventory, and also with price escalation because of lack of availability. Mr. Mitchel continued asking the question of "how do we create a tax base and commercial uses that will not overwhelm existing communities". One particular is a summary by zoning. It's brought up by zoning category, but also by specific areas with various categories. He pointed out of the 2,400 acres you see PDOP was 150 acres, PDCL, PDIP, where most of the areas at the top, less than 1,200 acres that are available and the rest of it is in all the other categories. He stated to look at the Warner Brook property which is adjacent to the current industrial park in Purcellville, that's an area that has approximately 120 acres currently zoned for residential. He stated his opinion, as the last thing that the county would have found use is more residential, and thought that would be an excellent area to look at for commercial light industrial. He stated that they could be talking to Buddy Riser and the county, and first are now talking to the Town of Purcellville. If there is an interest in annexing that property now and support to rezone it, it would be an area that could bring more employment to Purcellville, the Town of Purcellville, more employment to western Loudoun and help with what they feel is a shortage in commercial and industrial ground in Loudoun County. He displayed on the screen examples of the type of building that would qualify under the commercial light industrial category to the property. He stated that one thing to keep in mind is some of the products, not seen in the industrial park that's in Purcellville now, and he believed that the suggestion is that this is the kind of product which we think would be appropriate to really create a good tax base rather than the smaller usages that exist today in the one industrial parcel.

Chuck Kuhn stated that he could come up with more examples of building types. He referenced the Purcellville park which is sold out. In his opinion, creating additional commercial light industrial land in the Town of Purcellville or close to the Town of Purcellville, also will help clean up Main Street. To look at Main Street today, there's a lot of industrial and commercial uses that are on Main Street that could easily be moved into an industrial park, a commercial park and get some of that off of Main Street coming through town. Some of the uses in town are historic and they've been here for a long time and we're all sensitive to keeping them, but he doesn't think the Main Street through our prime town is the best area for industrial uses as a whole. He referred to approximately 120 acres off of Route 7, and adjacent to the current industrial park. He reiterated that he doesn't have a fixed agenda, and that this is one idea that would be beneficial to the town, beneficial to the county. He stated it's not the only idea, but it is time to start moving forward developing these three sites that were discussed. He would much prefer collaborating with the town, the county, the community, in figuring out what is a great use to better this area for all, before launching into their own plan.

Hobie Mitchel further stated that on this particular site, there is infrastructure, transportation, infrastructure that's close by and when the interchange is eventually under construction, it will actually help that cause as well, there will be ways of distribution with vehicles keeping it out of residential neighborhoods.

Chuck Kuhn stated that the other properties total approximately 130 acres. He reiterated, a blank canvas, currently zoned for residential. In the county every residential rooftop is costing the state in the county and some cases the town approximately \$33,000 a year to support. In his opinion, there is not a need for more rooftops in western Loudoun and feels there is a need for more commercial. He stated that there is a need for more employment and more tax base and less housing. He shared one area talked about with the county is a recreation center, Western Rec Center, that could fit very well on this property here. He stated also there is a challenge with a police station for the Town of Purcellville. In his opinion, it could go over in the proposed commercial industrial park mentioned earlier, or it is moved to western end of the town. He'd like to get some input on this because it's time for him to move forward. Mr. Kuhn stated moving forward with residential development on these three sites is by-right. There are residential home builders that would love to purchase the ground and get moving. Mr. Kuhn stated that unless council tells him that is the only interest, he'd like to look at other uses for this property and possible layout for the Warner Brook 120 acre site for commercial light industrial use.

Hobie Mitchel commented that this is the parcel for the community center that the county may have an interest in. In some earlier discussions, there's a 20-acre piece right next to the town, and also on that, the future interchange. Another thought is to try and create another bypass corridor with two properties that Chuck Kuhn has that could be a future connection. He stated there's no money for any of this, but one thing is sure we can create a transportation route to connect it. Mr. Mitchel stated that years ago, when the study was done about different alignments for putting up the interchange, one of the big points that they couldn't come to agreement with was how to connect business seven. With these two properties, you can actually reserve an area for a bypass road to help alleviate some of the downtown traffic. He stated that they're not promoting anything on this other than showing you where the community center could possibly be if the town and the county could agree. Mr. Mitchel walked through a plan earlier that went through all the tax records for the existing industrial park, and based upon land values and building values, they came up with this particular use that, you'd have approximately 101 million dollars of assessed value at build-out. At the current tax rate, that would generate on an annual basis, at build-out of about \$224,000 a year in annual revenue at the current rate. Addition to that, this would also generate with availability fees about \$1.8 million in availability fees for sewer and water. Based upon what they thought is absorption for user rates for water and sewer, you could generate possibly another \$140,000 a year in annual revenue for sewer and water usage as well. The residential use that is allowed there wouldn't have the revenue potential that comes in there, but with the commercial use that was discussed, in some of the examples, the town could generate just in annual tax revenue based on what they think is the assessed values on the product, almost \$225,000 a year, which doesn't cover all the gaps but makes a dent in it plus get availability revenue of about \$1.08 million with no school generations or other services needed other than public safety and that's not including some of the other revenue sources that might get for personal property, business taxes or sales tax, depending on who the user is.

Chuck Kuhn turned it over to the council and the mayor for questions. He stated that none of this property is currently in the town. The town could easily say, 'Hey, thank you. Appreciate the presentation. We're not interested.' and then we'll approach the normal procedures of going through the county for rezoning and moving forward, but if there's an opportunity here to help the economic situation that the town is in, if there's an opportunity here for the town to have input, we welcome it."

MAYOR/COUNCIL COMMENTS:

Mayor Kwasi Fraser stated gratitude to Mr Kuhn and Mr Mitchel. He stated "That it's rare we have

someone on the outskirts of the town present to council before they even think about development. They usually come to these chambers and ask for annexation. What you're doing is asking us for our interest in partnering with you with an opportunity. You could have left it at that and go ahead and build the homes on JLMA. I believe those are JLMA 2 but thank you for considering us and coming before us so we can provide you with input. Mayor stated that our situation in the Town of Purcellville, the challenges that we face can be summed up within our wastewater treatment facility that was purchased back in 2010 because of that, the significant debt within the Town of Purcellville, all is attributed to that wastewater treatment facility. I do see that wastewater treatment facility as an asset that can be monetized, and the way you monetize a wastewater treatment facility is by getting more users. But, with more users comes more traffic and more burden on our infrastructure, so there is another option there, is to get a big user that will not bring more burden on our infrastructure and those are ideas I'll like us to start looking at instead of thinking about residential uses as the one that will basically take up that excess capacity." The Mayor opened up to the Town Council and EDAC for questions.

Council member Milan questioned what type of light industry did Mr. Kuhn have in mind that may go in there. Chuck Kuhn answered it would be items that fall under the PDIP zoning category, commercial light industrial. It could be warehousing, distribution, or light manufacturing. He referenced the county website to identify those uses, but they're not heavy industrial use, they're commercial light industrial use under PDIP. Council member Milan stated in that area, there's a housing development Mayfair, and the Mayor mentioned about the traffic. Council member Milan stated there's a two-lane highway going in that direction, and he questioned how would that traffic be mitigated if to move forward with that type of industry. Chuck Kuhn suggested to do a traffic impact study and look at exactly what type of uses would be generated by the number of square feet that could be built in the park and do an analysis of the existing roadways and see what impact it would have. If you look at what could be built there by-right with residential, you're talking about a lot of car traffic. Individually, you'd have to weigh the car traffic with buy right residential versus commercial light industrial.

Hobie Mitchel commented that one of the things also in that preliminary plan in the presentation is that there was a limited connectivity from the commercial area into the residential neighborhoods. The traffic focus was to get it right onto the highways right away, and with the new interchange coming in it really helps alleviate some of that as well so the focus on the design was to mitigate any impacts on residential neighborhoods as far as traffic was concerned.

Council Member Grewe stated that he appreciated the point being brought up relative to the converse of what can be done by-right versus what we can do when we enter into this discussion because we have to remember to think at a certain point for council, and he thought the Mayor noted this well, you can go do what you want to do within the zoning that's already there and the traffic and back from that we would just have to shoulder, but if we can come up with another discussion within this that is amenable with everyone, he thought there's value in the discussion. He admitted to not be familiar with the PDIP zoning, light and industrial, although he did note in the summary the county provides, it's supposed to be designed in a park-like environment which, adds to the green strip that works around here. Council member Grewe questioned the noted two properties in orange on page 13, the Warner Brook property, but also the land over on the west end, and the west side. Chuck Kuhn confirmed. Council member Grewe asked that this is not being approached as separate parcels, but approaching these in tandem. Chuck Kuhn commented that they, all three, are actually separate parcels. Council member Grewe stated that the strategic approach is to not consider each of these independently, but trying to move all of them together. Mr. Kuhn stated that the Warner Brook property over by the current industrial park,

that as a separate approximate 120-acre parcel, and then come over to Purcellville west, and look at the two properties there, that are totaling approximately 130 acres, and to look at those collectively as well independent of the Warner Brook 120.

Council member Bertaut stated that the first thing that was mentioned early in the presentation was the light industrial uses on Main Street, and asked Mr. Kuhn to name an examples of the uses he would see migrating out to such a potential facility. Mr. Kuhn explained what he would see, that would fall under that PDIP category, would be the gym on Main Street, the tire repair, the tire and auto, a lawnmower and tractor sale and maintenance shop, and the separate store. All of those uses are uses that would fall under the PDIP and can certainly function in a commercial light industrial park, possibly, more effectively than being on Main Street, Council member Bertaut agreed. He also stated that the other point would be if the town does a revised plan for this corridor, and the economics will work for those particular property owners, this would give them an alternative place to move to if the economics work and the town plan would be in conformist for what they eventually wanted to do. It's not requiring somebody to move, but if you establish the right planning criteria and economic base, he thought you could probably incentivize people to relocate to an area which you prefer but you're not requiring.

Mr. Chuck Kuhn commented when looking at the land cost currently in eastern Loudoun County, especially in the commercial light industrial, heavy industrial, the cost of the acreage in those areas today is getting high. If looking at service providers that are serving Loudoun County residents, they would not be able to remain in Eastern Loudoun County. He stated that a moving company, for example, it does not make sense to have a moving company storing furniture in eastern Loudoun County with the price per acre and the price for buildings. If someone was to move out, even himself for example, was to move out of eastern Loudoun, there was nowhere for me to go in Loudoun. He'd have to go to Winchester. He also used examples of a moving company, the carpet cleaner, the HVAC guy, the general contractor etc., in which it's going to get too expensive for these service providers to remain in eastern Loudoun. He stated then if service providers are then going to be domiciled in Winchester commuting in to service Loudoun County residences, the cost of serving some of those residence is going to absorb that travel cost.

Council member Bertaut questioned if there are any differences in PDIP zoning when it's in the county versus the town in terms of permitted uses and densities. Mr. Kuhn stated none that he was familiar with and hasn't researched it to the fullest degree. He first wanted to make sure that he had some level of buy in support before spending much time looking at town requirements. He is familiar with what's allowed with PDGI and PDIP in Loudoun and didn't know if there's any differences with respect to the town. Council member Bertaut added that if there were anything in there that you don't prefer you could also proffer those things out, so getting what the town would like, that makes economic sense too.

Mr. Kuhn stated the planning commission and the administration is beginning the process of comprehensively rezoning and amending our zoning ordinance to comply with the comprehensive plan, so the opportunity exists to essentially amend our commercial industrial commerce zones to accommodate not only the comprehensive plan but whatever direction this council wants to, essentially, tweak it in.

Council confirms the land being discussed is outside town limits, but adjacent. Mayor Fraser stated confirmation of Mr. Mekarski's point with the right arrangement of zoning it might be able to alleviate some of the traffic on Main Street. The size and scope of the road of Main Street cannot be changed, but with a good routing plan, there is potential to divert where some of the flow goes just by moving where the services are located, and make the commute across town a little shorter. Mayor

Kwasi Fraser confirmed Council member Milan's point of going forward with our comprehensive plan, there would be , 'No annexation for a high residential growth,' there is something that needs to reconcile there if this is the path going forward.

Council member Stinnette commented on the principal argument by annexation you control the development adjacent to your town limits, and stated that has always been the argument for annexation is for the municipality that is adjacent to exert a certain amount of control. He questioned fundamentally, Warner Brook, as laid out by concept is under JLMA 2 Zoning which is residential housing; 1 house per 2 acres with room for 30-40 houses. Council member Stinnette confirmed with Mr. Kuhn that he either negotiate something with the county to change the zoning, or do it by-right, or would work with the town.

Council member Stinnette mentioned reference to PDIP and with the zoning around Ashburn and data centers which fit into a PDIP context or allowance. Hobie Mitchel commented that most of the data centers in Loudoun are built in either a PDGI or a PDIP. Council member Stinnette questioned what the water requirements are for a data center. Hobie Mitchel responded that it depended on the user and on how they handle their cooling, it varies depending on user. He stated that they are not as much of a water hog, but he could get exact specifics on examples in eastern Loudoun.

Council member Stinnette confirmed that some would be able to use greywater and some would not and he also questioned wires being needed for a center of excellence to make that a viable operation, so that would extend broadband out to the west. Mr. Chuck Kuhn stated that he hadn't researched doing that, and wanted to be clear about not asking or proposing data centers in western Loudoun.

Chuck Kuhn stated he is ready to move forward on the three sites, and referenced them as two sites and in development of them in one form or another. He further stated that ground does not work well for conservation easement. The Warner Brook area that is being discussed could be rezoned commercial light industrial. He could move forward with a plan to do such without annexation and does not need the water and sewer that annexation would necessarily bring. The water and sewer would be beneficial to some potential users, but it's going to help the water and sewer problem the town of Purcellville has. He stated that could bring revenue into the town of Purcellville which is sorely needed. Council member Stinnette confirmed with Mr. Kuhn that property in orange on chart 11 would be property to develop first, but the only caveat would be if the Town of Purcellville and the County of Loudoun wanted to move forward on the recreation center, stating that he could re-prioritize and move on that quicker and also could develop both properties at the same time. Council member Stinnette recapped, if Mr. Kuhn developed by-right with the county, one house for two acres, total of forty properties, but if the intention is not to go by-right, and then the intent is to renegotiate the zoning with the county as to put light industrial there.

Council member Stinnette questioned timing with Mr. Kuhn and he expressed if the town agreed to move forward together that there would be time needed to address the comprehensive plan process. Mr. Kuhn preferred taking one year versus two, but could work within that time frame, if working towards an agreed goal with a plan. Council member Stinnette stated he appreciated the assurance that there is no interest in bringing a data center out to western Loudoun County.

Council member Greenly thanked Mr Kuhn and Mr Mitchel for coming to speak with council. He confirmed a discussion of options for lower traffic in our community and to do a traffic impact study and compare what the traffic would be by-right under current zoning versus what it would be proposing under commercial light industrial. He also confirmed about enticing businesses to move out to a business park that would be attractive, affordable, and convenient. Mr. Kuhn shared conversations that

he has had with businesses to the east that would entertain moving west. He also stated that JK Moving Services could use a remote storage facility in the west.

Council member Milan stated he thought a recreation facility would be a good idea as a development idea for the other properties.

There was a question asked within chambers of how many facilities and size could be built. Mr. Kuhn responded that one if not two 100 square foot buildings could be built at a fraction of the costs that it would cost to build in eastern Loudoun County. JK Moving currently has a large lot on Old Ox and Reston or Herndon and 600,000 square feet of storage facilities in eastern Loudoun and currently going under construction for permit right now, to add an 88,000 square foot building in the Mercure Business Park. If a park was approved outside Purcellville, JK would absolutely build out here before additional buildings in Sterling. This would also bring employment to Purcellville, and bring taxes to Purcellville, and certainly help with the water, sewer scenario.

CITIZEN/BUSINESS COMMENTS:

Lydia Clarke, lives in Wright Farm development adjacent to the Warner property, proposed questions, but first commented being grateful for no data centers, and felt she could speak on behalf of all western Loudoun for that. Her question was why bring light industrial to western Loudoun and what is the need or what is the data compiled to say that there is a lack of commercial light industrial or business use that Purcellville needs, western Loudoun needs to fulfil that gap in western Loudoun in particularly. Her next question would be about how adjacent it is to the Wright Farm properties, based on the drawing, it's a 50-foot buffer between residential and light industrial. Light industrial is going to have noise pollution, light pollution, traffic. You have one road going in and out, and you say you would do a transportation study, yet you come to council, and don't know if you have that information available to share, so that council could make a better decision on moving forward instead of just a concept, and the fact that western Loudoun, Purcellville specifically, has spoken very loudly over the last couple of years about annexing property whether residential or commercial or anything. She found it surprising that, so quickly, the properties would be brought to Town Council for annexation, again.

Chuck Kuhn commented that purely land cost is less expensive in western Loudoun. Acreage today in eastern Loudoun can range for commercial light industrial from \$500,000 to \$2,000,000 an acre which for service businesses to build and operate is too expensive. The high land cost is going to drive high rent cost, and it already is pushing service providers out of the county, service providers out of the Sterling area and Loudoun, as a whole, we had very limited commercial and industrial ground to start with if you look back 25 years ago at original zoning in Loudoun County, we did not allocate adequate commercial and industrial zoning. What happened previously is some major areas that were identified for commercial and industrial wound up getting rezoned in the housing boom for residential development, and if you go down Route 606 today, it's a true mess. You have a major heavy industrial park, PDGI. Adjoining PDGI you have a toll brothers neighborhood, where kids are getting on school buses next to dump trucks and moving trucks and tractor-trailers, and a lot of that rezoning taking commercial and industrial to residential diminished what was already a small pool industrial ground, so I think that answers why I would target Purcellville, western Loudoun. The mentioned buffer, that's a very preliminary sketch, so buffers can be proffered and negotiated to make sure there's adequate buffering between the current residential development and whatever's developed for commercial. Ms. Lydia Clarke stated that Mr. Kuhn just made her point, a Toll Brothers community being right next to

industrial. They don't want it in Ashburn or Sterling, people are not going to want it out here in Purcellville, was her thought. Mr. Chuck Kuhn stated that this would be a different scenario with traffic patterns. There would be no cut-through. Ms. Lydia Clarke mentioned about the transportation study and noise, light pollution and having that information readily available for Town Council and EDAC so that they can make a better-informed decision. Mr. Kuhn stated that to do a traffic study during COVID would be misleading and if it is elected to advance together, we'll do a traffic study when it's real, when it's data that's affected by normal traffic patterns, not the COVID period. Mr. Hobie Mitchel agreed and added to have a scoping session to decide how to look at it, and what timed things mitigate things, and to get support from the community, and also the staff at the town.

Mayor Kwasi Fraser stated he believed the other question was, 'Why are we talking about annexation?' He stated that this was just an idea session, He called it "ideation". There is no request for annexation, there is not an application for annexation, it may result in that, but Mr Kuhn came to us with a blank sheet of paper and wanted our input.

Warren Grossman stated he was a member of EDAC. He questioned with site development would there be any structures. Chuck Kuhn stated that he would only be doing site development. The structures we would be developing would be only structures for JK Moving. The other sites would be sold, and they would be developed per the covenants that were established for the park. Mr. Grossman also questioned if there was a projection or any feeling for when sales would be made and the projected date for a sell-out if things went according to plan? Mr. Kuhn stated that this was all preliminary, and just a discussion, so we have not done any of the projections or gone down that path yet but shared the existing industrial park in Purcellville sold out in remarkable timing. Mr. Grossman stated that there is still time to get a lot more pertinent information as this progresses and thanked Mr. Kuhn for his time and the effort of coming before EDAC and the Town Council.

Mayor Kwasi Fraser made the statement that he knows folks hate the word, 'Data center,' 90% of the data in the world today was created in the last two years, there will come a time of reckoning, and questioned where will those data centers go. He further stated that back in the 70s and 80s, AT&T and the Bell Atlantic's of the world were able to put data centers in the community where they bury them or make them look like mansions or make them look like homes, he stated he would not say he is against data centers coming into western Loudoun if the data center could look like a barn and eliminate the issue with noise pollution and all of the other stuff that makes folks not like data centers, He further stated to look at it and that's just him in his innovative mindset thinking from a divergent perspective. Mayor Fraser shared all options are on the table if they are possible and it needs to look like a barn or mansion and we have to take care of the issues with lighting pollution and noise pollution.

Jessica Lillian Camp, lives in Wright Farm, questioned if those maps shared at the meeting will be posted to the town website. David Mekarski confirmed it would be posted. Jessica Lillian Camp stated that it would be wonderful to make data centers look beautiful, green and be quiet, but right now it seems they're still working on that technology. Her concern was the traffic could go directly to Route 7. She encouraged both Mr. Kuhn and the town officials to consider is if there's trucks going there, and cars going, coming off of Main Street, but also have a great deal of new drivers between Woodgrove and Loudoun Valley High School to consider the safety of the increased traffic, especially if it would be increased by trucks. Ms. Camp would like to see something more towards residential than light industrial. Her question pertained to the map with the community center.

Mr. Hobie Mitchel stated that on the presentation, a slide that showed a discussion where the potential could be, which was right on Business 7, adjacent to the town with the twenty acre piece right

across the street from the golf course. David Mekarski stated it was a field. This particular area has eighteen by-right lots and then the other one is about thirteen, totaling about 31 residential units.

Mr. Hobie Mitchell commented that the concern he has is the answer for the town of Purcellville, the answer for Western Loudoun cannot be to continue building residential dwellings that are costing the county, the state and the town \$33,000 a year in infrastructure support. He stated this town, this county can't afford to continue this. It's one of the reasons we put forward so much effort to place the property and the conversation easement. There needs to be balance. He stated that the area is getting overdeveloped and costing the county and the state too much money.

Jessica Lillian Camp stated she understood alleviating traffic for Main Street, but also concerned about just pushing it out to Hirst and then pushing it further and further up.

Council member Grewe questioned David Mekarski about what was needed for future revenue and that was essentially where we need to grow our revenue stream. David Mekarski stated that specifically for the general fund and also conceptually about the possibility of a police facility which was adding a (*inaudible*) \$6.7 million to the capital budget, but there is a significant amount of capital improvements for water, \$22 million in total. There was almost \$9 million deferred of that to the second decade, to 2030 to 2040. The current decade from '20 to '30 has essentially \$13 million of water infrastructure, critical lines that serve our water supply as well as ensuring flows in our neighborhoods. When looking at water and sewer you have in 2023 the debt growing to \$2.5 million annually and you have the capital improvement through that \$13 million of water at a minimum of \$1 million a year. That's without amortization, without interest. There is about a requirement of \$3.5 million. He shared the only way to maintain services, and that's ensuring that we have capital improvements and capital improvements usually are a pay down debt, so it would be paid out more and it wouldn't be paid out in a ten year period, but it could extend debt for 20 to 30 years for water capital which would be less than \$1 million a year. He stated that the only way to sustain services and the community is increased property taxes, increased water rates, increased sewer rates or do exactly what this council is doing, exhaust every avenue for monetizing our assets and also strategically looking at commerce decisions. To take the tax burden off the resident and put it on large commerce and with commerce you have the benefit of getting not only significant amounts of property tax, but you can get the possibility of personal property tax. Council member Grewe stated we don't estimate any sort of personal property tax collection and this is just real estate tax and water and sewer in your page fourteen estimate. Mayor Fraser stated that was correct.

David Mekarski commented then aside from that, there is the secondary impact of any employer who comes to the community. He stated in and out of the town they would utilize their services. They generally would use our grocery stores, our restaurants, our dry cleaning. He shared this year, there has been some significant declines in our commerce. He stated for example, the Lower building would employ 300 employees where the police facility is now and that's 100% vacant. That's 300 employees that customarily would buy lunches in Purcellville would probably do their dry cleaning in Purcellville, that attended the doctor's office in Purcellville or got their eyeglasses or went to Harris Teeter or Giant. He stated that COVID is reshaping our land and next year's budget is going to be a challenge from two avenues; meals tax in particular and sales tax, because as long as this pandemic continues, the question is will it be sustainable and is there going to be some permanent changes in our economic base that we have to look at other avenues forever.

Mayor Fraser commented that there are challenges and if \$22 million in CIP is accurate, there's no way for us to really determine that \$22 million today, would in ten years, be \$22 million. He shared that a

real number is the \$1.3 million which is in debt which will be due in 2023 and to focus on that number, about data center or super computing center of excellence, comparing to Barcelona, Spain, where they converted a chapel into a data center. A discussion about a potential center of excellence within the town of Purcellville, referring to Loudoun county, Ashburn which he believed might be around \$290 million a year on personal property tax and that's the data center computing equipment. Mayor Fraser stated that he doesn't want to take data centers off the table and they would need to be built uniquely in the town of Purcellville and there is a need to innovate, there's no way we can have another town the size of Purcellville with residential growth and not come up with those costs of residential growth. HE stated there is a need to think out of the box and if it's light industrial, it needs to be a user that would not put a burden on our infrastructure and a user that would drive a lot of revenue to the town and today that user is a data center, tomorrow it may not be, but that's the way he would like to think.

Council member Grewe wanted to add one additional point for the benefit of the public, your comprehensive plan set, and about the town's new comprehensive plan that takes us up to 2030, has set some really strong parameters for the administration, your management team, and for your boards and commissions. Before any major development of any kind comes in this town, whether it be annexation, whether it be something in the town, we have to do a full infrastructure assessment. He stated that the town would do that assessment with an independent consultant, that would be financed by any prospective developer, but the contract would be controlled by the town, by the Town Council, to get impartial, objective analysis and our comprehensive plan calls for our administration through the Town Council to amend the zoning ordinance to ensure that there is a fiscal impact analysis, identifying every benefit that a proposed development has to offer for the community and outside of the community and every cost. He further stated that's not just the number of trips that would be generated in terms of traffic, but how those trips would affect the intersection at Hatcher and Purcellville Road or Berlin Turnpike and the intersection at Route 7. The town would look at the developers and offsetting those costs. Council member Grewe stated that the burden of that development wouldn't be borne by the Purcellville taxpayer or the folks that are out in the Wright Farm, the developer would have to put up a significant amount of dollars to compensate for traffic improvements, to mitigate that impact. He also stated the impacts to our water system, impacts to our sewer system, impacts to police delivery and firefighting delivery and EMS should be considered and every single service that the community delivers would be assessed and the town would work out through a negotiated proper agreement, an assessment of those costs and that cost would be borne by the development community.

Mayor Kwasi Fraser cautioned that there is a need to focus on not residential. It would be for the Town benefit or the developers benefit to look at the costs for light industrial and items like that.

Mr. Kuhn questioned David Mekarski as stating him being a prior planner, senior planner and intimately familiar with the town comprehensive plan, if light industrial was brought into the community at the scale that's been discussed which is ostensibly 100,000 square feet which is almost 65,000 square feet above our biggest number in the comprehensive plan, we would have to address that in addition to the annexation application that to go through, in terms of a time horizon, public hearing, coming up with a change to the comprehensive plan in those two sections, he questioned that would it be a fair assessment on my part that the time horizon on that is a year and not necessarily one or two months. David Mekarski stated that he would agree with that assessment that it's probably a year to two years. First and foremost because any kind of development of this nature or consideration of annexation, a pledge to the community to have a series of community meetings, planning workshops with our boards and commissions and do that in partnership with the developer

and the developer's consultants. He further shared that the town would have our own consultant assessment that would be essentially reimbursed through the process that would be setting forth in a fiscal impact analysis.

Mr. Chuck Kuhn commented the reason he brought this up, is not because he didn't know the answer, but because he wanted to express to the Wright Farm neighbors and all our community members that this is a blank sheet of paper. He stated that it's at step one of about 1,000 step process that's going to take a long time and it is a very deliberative process. He stated that the comprehensive plan that passed was designed in such a way that there has got to be a significant amount of consultation with our community before we go towards one of these endeavors and he thought that the Mayor was making that point that sometimes people will come away from a discussion like this which is a very preliminary, pre-decisional kind of collaboration and say there's been a decision, but that would be an inaccurate assessment of the discussion.

Mayor Fraser stated a note of assurance for the citizens in Purcellville and our neighbors in Wright Farm, it's not an easy process to go through a comprehensive plan amendment with the county to get light industrial development. That will take time and he recognized having a light industrial development in that area with self-contained water and sewer, and then having to go to the state and get health department permits and all of that. It is nothing that will happen fast also. He thanked Mr Kuhn and Mr Mitchel, for bringing this to our attention. The EDAC team is aware of it, the town council is aware of it. Let's move forward and see what can be done to get to the next because there are challenges before us.

Council member Grewe questioned for the sake of the public, "what's next". This was a discussion, we think about it, and we go back. He assumed to open to comments, questions and feedback from us outside of this room.

Mr. Kuhn stated he could touch on that a little bit and in fairness the Mayor and David and others here have been extremely cooperative, they've been extremely available to us and this dialogue behind the scenes started quite some time ago. It's taken us the better part of a year to get in front of the council here tonight. He would like to try and get back in front of a small committee of your team in the next 30 to 60 days to understand feedback you received from the community, feedback from the town, the county, etc. and go back to the blank canvas comment, this is one conceptual idea. If there's a better idea that better serves everyone we mentioned, let's get back in front of one another 30 days from now, 60 days from now and let's strategize on that opportunity. He continued stating that the fields currently outside of the town of Purcellville cannot remain fields. It's not economically permitable for them to remain fields and have to accept that there's going to be change and let's work together on the most productive change and then let's implement. He stated that he feels for Council being in a tough spot. He has watched the town of Purcellville for years and years and knows the inherited the situation the town is in today. Every time a toilet flushes in the town of Purcellville, it's losing money. If the town of Purcellville was a private business and he owned it, he would be scared to death and I'd be bracing for bankruptcy. He stated he has seen the books, and the budgets. Economically the town of Purcellville is in trouble and change has to happen, the cost of water and Sewer. He further stated that the only thing that can't remain is denial and watch this airplane crash and get out of denial of the economic situation the town of Purcellville is in. He would like to help implement positive change. Mr. Kuhn commented that if there isn't an interest, he would respect it and go another direction.

Mayor Kwasi Fraser stated he does not feel the town is in denial and case in point, ideas are being brought to the table. Mr. Kuhn stated he did not mean his comment in any objecting way and wants to be proactive.

David Mekarski commented on trying to help resolve a \$1.3 million gap coming through in a couple of years and that's one of the things, trying to figure out economic incentives that can be reasonable with a lot of community discussions and so that's something that has to be addressed on a short term as well.

Mayor Fraser stated in 2023 less than 24 months away, there is that issue. He commented to Mr. Kuhn to follow up within the next 30 to 60 days to see how to move this forward.

Council member Stinnette commented he appreciated Mr. Kuhn's bluntness and candor, but he disagreed. He stated, like the Mayor, he doesn't believe that the town is facing being bankrupt. He believed fiscally the town is in a great position and just have to juggle a few things. He stated to share a copy of the comprehensive plan, sit down with our community development staff and walk through the various processes and educate on what our processes are here so that it can begin to inform the thinking on a time horizon. He suggested Mr. Kuhn to engage through the Planning Commission or the EDAC and try to do some small focus groups with those committees and commissions and boards, that might be of some use. This will get a description to connect the dots and possibly can do it organically through the county, and then there comes a point where the evaluation of our process is done. He then stated to come back to this kind of forum again and have a second discussion.

Mr. Chuck Kuhn commented that he would make himself available and to work with the town groups. As in his previous comment when he said if you were a private business, he'd need to be mindful that private business move a little differently than townships. Private business has different restrictions to lending and borrowing than the townships. He apologized if he meant any harm with the comment. He stated the town has finances reported as a township that he doesn't have in private business. Mayor Fraser stated that he understood. Mr. Chuck Kuhn stated that it be prudent, to set up a smaller group that could to talk about things to see a business perspective as well and quoting some business here in Purcellville to get things moving forward because there is that due date and the only way to make up some of the differences is something that you have the ability for is to raise fees or raise other things to cover shortfalls.

Council member Grewe stated there might be a "go do" in the next 30 to 60 days, with the town staff, the community and the EDAC team to be able to be in a better position to say to look further or not.

Mr. Hobie Mitchel stated to be happy to move forward in any productive way and if we could use David as a point of contact who seems to be fairly accessible to us, maybe we could check back in in a week and get an understanding of a plan to go forward over the next 60 days as you mentioned.

Council member Greenly stated that he thinks it's going in the right direction and his only concern is we're heading down the same path of tossing more stuff on our staff's plates. He wanted to hear from David if this is too much and the time to devote to this and what work proposed to take off because everything can't be a priority. He stated he liked this idea and wanted to be sure not to be adding to our staff's burden yet again. David Mekarski commented that's a very good perspective, but he is of the mind that the sooner to get out to the community even conceptually and start getting ideas and input, the better for both parties. He suggested for Mr Kuhn, might have somebody, a landscape architect representing, the buffer and the landscaping requirements that would be part of the park and might have somebody from his planning or architectural firm talking about the covenants and restrictions that would call for architectural design of the buildings. The buildings could be depicted from an aerial and are not that warm and fuzzy and conducting to the public, but showing how those

buildings could look from an eye level can make a huge difference. He further commented that there would be another table with myself and the planning staff that would address concerns that the community might have about the planning process and about the fiscal impact and the traffic studies that would be done by having a traffic engineer work with the public that would put this development together and communicating with meaningful questions that are getting meaningful answers. He stated that this would help alot of people coming to public hearings afraid to come up to that mic. Council member Greenly stated that he was trying to give David Mekarski a graceful out, but it sounded like staff have enough time to go ahead and do this. David Mekarski stated that his is so important for the economic welfare of the town and he'll make the time and thought the sooner to get out to the community, the better for everyone because it dispels rumors. Council member Greenly agreed.

Mayor Kwasi Fraser commented to present this to the community at large to get input and feedback and maybe just for other ideas, that have not been thought about tonight or that were not presented. The Mayor confirmed with Mr. Kuhn to get together with Mr. Mekarski and then report back.

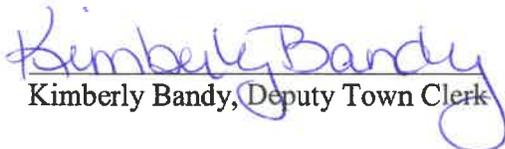
Council member Stinnette made a side comment to answer an online chat question from Ryan Cool. Mr. Cool's question: "\$ of revenue was mentioned earlier. That's about 1.5 cents on the tax rate. Can we get clarification on the \$200k revenue projection?" Council member Stinnette answered "that it's basically \$101 million worth of potential value by '22 our tax rate which nets you \$223,000 per year", and that he would follow up with an email to Ryan Cool.

ADJOURNMENT:

With no further business, Council member Grewe made a motion to adjourn and second by Council member Milan. Mayor Fraser stated that the motion carried by both EDAC and Town Council. Mayor Fraser adjourned the special meeting at 8:43PM.

Submitted by TAKE NOTE.


Kwasi A. Fraser, Mayor


Kimberly Bandy, Deputy Town Clerk