



**10 Robertson St.
Virginia**

**The "New River" City
October 24 , 2016**

Radford,

Work Session 2 of Radford City Council, F.Y. 2016-2017

The work session of the Radford City Council was convened at 6:00 p.m. in Council Chambers, 10 Robertson Street, Radford, VA. The Mayor of the City, Dr. Bruce Brown, was present and presiding. Other members of City Council present were Mr. Robert Gropman, Dr. Richard Harshberger, Mr. Daniel Keith Marshall and Mr. David Michael Turk.

Others present were as follows:

- Mr. David Ridpath, City Manager
- Ms. Jenni Wilder, City Clerk
- Mr. Basil Edwards, Economic Development Director
- Mr. Donald Goodman, Chief of Police

The work session was a discussion of several items related to Economic Development.

NEW BUSINESS

Business Retention: Mr. Gropman updated City Council on the progress of the Business Retention Team, together Council and Staff discussed several items including:

1. Mr. Edwards and Mr. Gropman met with Angela Stanfill of Goodwill Industries, they discussed the services Goodwill provides in Radford including helping challenged citizens with job placement and training. They are looking into branching out into janitorial services, as well continuing with manufacturing services. There are approximately 50 people working in the Radford office. Ms. Stanfill was very complimentary of doing business in Radford.
2. Mr. Edwards, Mayor Brown and Ms. Davis of the Radford Chamber of Commerce met with the new HR Director of Kollmorgan, it was a good conversation discussing the possibility of a new business name and new business model. They look to be molding their business model to the current economy, which will great employment potential and greater market shares going forward. Mayor Brown also stated that they had a good discussion about why people are choosing to live outside of Radford in the surrounding communities, reasons include, aesthetics, schools, and housing stock available.
3. Mr. Edwards has been to RADVA to see Stephen Dickens twice and they are in the process of redoing their office space and a part of the factory. The last updates there go back to the 1970s, once the upgrades are complete Council will be invited to visit.
4. Questionnaires were sent out to local businesses through the Radford Chamber of Commerce and they are starting to come back in, might look into doing a focus group after questionnaires are received.
5. Council discussed some items relevant to the Radford Chamber of Commerce, including adding an exit interview into the Chamber MOU, so if a company leaves they have to fill out an exit interview. A monthly report from the Farmer's Market, the Radford YouTube Channel and possibly a partnership on the Christmas parade making it a signature event for Radford were also

mentioned. Also Chamber members should be encouraged to be honest with Ms. Davis feedback, whether positive or negative is good to hear and then improve upon.

6. Virginia Main Street representation met with Mr. Edwards, Ms. Skelton, Ms. Cooney and Mr. Ridpath, about looking into applying to becoming an affiliate member. Council recommended that it might be a good idea into meeting with other Main Street Communities to see how their programs are going.
7. Dr. Harshberger mentioned that the president of the State Chamber of Commerce is planning on visiting Radford soon and we should be prepared to give him a warm welcome.

Business Recruitment: Mr. Turk updated City Council on the progress of the Business Recruitment Team, together Council and Staff discussed the following items:

1. The Business Recruitment team has met and have a direction and set goals.
2. Mr. Edwards should be bringing some possibilities before City Council in the not too distant future.
3. There are a number of items in front of the team that are just beginning to be worked on, they will continue to recruit and bring n prospects and hoping to see fruit from that in the near future.
4. Several restaurants have approached Radford, as well as a Bed and Breakfast, there is also the possibility of a Tea Room downtown, so there is some development in the future.

Legislative Team: Mr. Marshall discussed the progress he has made on the legislative end:

1. Mr. Marshall stated that he and Mr. Edwards met in Abington with Congressman Morgan Griffith, while meeting they discussed the VCI property in detail, including ideas to get it moved along and they have some ideas on how to move the property forward.
2. Mr. Turk and Mr. Marshall invited Congressman Griffith to town a couple of weeks ago for a meet and greet with citizens, which went well.
3. City Council needs to decide on collective ideas to take to Richmond for General Assembly Day, including the VCI property as one idea, there need to be a collective 1-2 others, which are agreed upon by Council.
4. Mr. Marshall hopes to meet with Delegate Yost and Senator Chafin soon.

Conferences and Events in collaboration with Radford University: Mayor Brown discussed his progress in meeting with Radford University about the possibility of hosting more events and conferences at the University, which would bring in visitors to the City.

1. Jim Perkins is on board with bringing in more conference to the University and Mayor Brown is still discussing this with him.
2. There are renewals on Boys State, Governors School and the VHSL Spring Jubilee, which will all be hosted at Radford University
3. Rob Lineburg, and the athletic department could look into having facilities used location for nonprofit events and could also be used to bring in vendors, where money could be made from vendors and visitors.
4. Mr. Gropman suggested that Radford should look into hosting the VML regional dinners at the University or somewhere in Radford.

The meeting ended at 6:50p.m.