Town of Dumfries
Council Meeting Packet

Derrick R. Wood, Mayor
Monaé S. Nickerson, Vice Mayor
Selonia B. Miles, Chair Pro Tem
Tyrone Brown, Councilmember
Brian K. Fields, Councilmember
Shaun Peet, Councilmember
Caetrina A. Peterson, Councilmember

Tangela Innis, Town Manager
Sharon E. Pandak, Acting Town Attorney
Tangi R. Hill, Town Clerk

June 6, 2023

DUMFRIES, VIRGINIA
Virginia's Oldest Continuously Chartered Town
CHARTERED 1749 INCORPORATED 1961

John Wilmer Porter Municipal Building
17739 Main Street, Suite 200
Dumfries, Virginia 22026
Tel: 703-221-3400 / Fax: 703-221-3544
www.dumfriesva.gov

DUMFRIES TOWN COUNCIL MEETING
TUESDAY, JUNE 6, 2023 AT 7:00 PM
COUNCIL CHAMBERS

I. Call to Order and Roll Call

II. Invocation – Dr. Chrystal M. Woodard, Pastor of Dumfries United Methodist Church

III. Pledge of Allegiance

IV. Adoption of Agenda

V. Awards and Proclamations

- A. Proclamation Honoring the Life of Mrs. Elsie Garrison – Mayor Derrick Wood
- B. Small Cities Month Proclamation – Mayor Derrick Wood
- C. Black Music Appreciation Month for Tony Craddock Proclamation – Mayor Derrick Wood
- D. National Soul Food Month Proclamation – Mayor Derrick Wood
- E. Juneteenth – Freedom and Equality Day Proclamation – Mayor Derrick Wood
- F. Gun Violence Awareness Month Proclamation – Councilman Tyrone Brown

VI. Approval of Minutes

- A. Minutes of the May 16, 2023 Regular Meeting

VII. Citizen Comment Period

VIII. Mayor and Council Comments

IX. Reports and Presentations

- A. Retail Strategies Presentation – Lacy Beasley, President of Retail Strategies, Mead Silsbee, COO of Retail Strategies, and Hannah Simmons, Portfolio Director of Retail Strategies

X. Action Items

- A. Ordinance Appointing the Town Manager Tangela Innis, Acting Town

Attorney Sharon Pandak, Town Clerk Tangi Hill, Town Treasurer Kiran Uppal, Zoning Administrator Nick Cicero, and Building Official Eric Clark

B. Oath of Office for the Town Manager Tangela Innis, Acting Town Attorney Sharon Pandak, Town Clerk Tangi Hill, Town Treasurer Kiran Uppal, Zoning Administrator Nick Cicero, and Building Official Eric Clark – Prince William County Clerk of Court Jacqueline Smith

C. Amendment to the Town Manager's Employment Agreement – Acting Town Attorney Sharon Pandak

D. Adoption of the Dumfries Town Council Meeting Schedule July 1, 2023 – June 30, 2024 – Town Manager Tangela Innis

E. Resolution Authorizing the Town Manager to Advertise Public Hearings on the Conditional Use Amendment application, CUPA2019-003, for Colonial Downs Group, LLC (Public Hearing Date June 20, 2023) – Nick Cicero, Principal Planner

F. Consideration of Approval of an Extension of Land Purchase Agreement for the Community Housing Initiative and Pillar Church at 17956 Curtis Drive – Nick Cicero, Principal Planner

G. Reappointment of Diane Knez, Larry Nickerson, Kelvin Noye, and Philip Beisel to the Dumfries Planning Commission – Nick Cicero, Principal Planner

XI. Adjournment

HONORING THE LIFE OF MRS. ELSIE AMANDA GARRISON
PROCLAMATION

WHEREAS, it is with profound sadness that we, the Town of Dumfries, mourn the loss of Elsie Amanda Garrison, a cherished member of our community; and

WHEREAS, Elsie's life was a testament to strength, resilience, and unwavering faith, as she overcame hardships during the Great Depression and became a beacon of love and compassion; and

WHEREAS, Elsie's dedication to her family, friends, and the Town of Dumfries was unparalleled, as she opened her home with open arms, providing warmth, laughter, and countless memories for all who knew her; and

WHEREAS, Elsie's unwavering support for her late husband Jack and her beloved Washington Redskins showcased her loyalty, dedication, and unwavering spirit; and

WHEREAS, Elsie's commitment to environmental preservation and her passion for the restoration of Quantico Creek exemplified her love for the natural beauty of our town and her desire to leave a lasting legacy for future generations; and

WHEREAS, Elsie's presence at our senior lunches will be greatly missed, as her wit, laughter, and engaging conversations brought joy and brightened the lives of those around her; and

WHEREAS, Elsie Amanda Garrison will forever hold a special place in our hearts, and her legacy will continue to inspire us to live with kindness, love, and a zest for life.

NOW, THEREFORE, I, Mayor Derrick R. Wood, the Dumfries Town Council, and the entire Dumfries community, do hereby proclaim:

- Our deep gratitude and appreciation for the remarkable life of Elsie Amanda Garrison, whose impact on our town will be forever cherished.
- Our commitment to continue Elsie's passion for environmental preservation and the local restoration of Quantico Creek, ensuring the sustainability of our local waterways and preserving the natural beauty she held dear.
- Our support and condolences to the Garrison family during this time of grief, as we stand united as a community to provide comfort, strength, and love.

IN WITNESS WHEREOF, I, Derrick R. Wood, Mayor of the Town of Dumfries have hereunto set my hand and caused the seal of the Town of Dumfries to be affixed this 6th day of June 2023.

Derrick R. Wood, Mayor
Town of Dumfries

NATIONAL LEAGUE OF CITIES SMALL CITIES MONTH PROCLAMATION

WHEREAS, small cities and towns under 50,000 population are the home to millions of Americans and constitute the vast majority of municipalities across the United States; and

WHEREAS, small cities and towns strive to strengthen their communities through the provision of services and programs to improve the quality of life for all citizens; and

WHEREAS, the federal government is an essential partner in the success of small cities and towns, and must be encouraged to continue to support programs and legislation that strengthen small communities; an

WHEREAS, state governments are partners in the success of small cities and towns, and must be encouraged to continue to support key programs and legislation that strengthen communities; and

WHEREAS, organizations, businesses, and citizens are partners in the success of small cities and towns, and must be encouraged to continue to grow their efforts to make small communities a viable choice for people to live in; and

WHEREAS, during these challenging economic times, the need for a renewed intergovernmental partnership to support essential public services is more important than ever to ensure the safety and growth of small town America; and

WHEREAS, the National League of Cities President *and* the Small Cities Council of the National League of Cities have declared June 2022 as Small Cities Month.

NOW, THEREFORE, I, Mayor Derrick R. Wood, and the Dumfries Town Council, do hereby proclaim June 2023, as Small Cities Month, and encourages President Biden, Congress, state governments, organizations, businesses, and all citizens to recognize this event, and to work together this month and throughout the year to invest in small cities and towns to better the lives of all citizens.

IN WITNESS WHEREOF, I, Derrick R. Wood, Mayor of the Town of Dumfries, have hereunto set my hand and caused the official seal of the Town to be affixed this the 6th day of June 2023.

Derrick R. Wood, Mayor
Town of Dumfries

BLACK MUSIC APPRECIATION MONTH
PROCLAMATION

WHEREAS, the Town of Dumfries recognizes the profound impact of African-American musicians and their invaluable contributions to the world of music; and

WHEREAS, Black Music Appreciation Month is a time to honor and celebrate the rich history, cultural significance, and extraordinary achievements of African-American artists in shaping the diverse landscape of American music; and

WHEREAS, we are privileged to acknowledge the outstanding musical talents of Tony Craddock Jr., a native of Woodbridge, Virginia, who has graced our community with his incredible artistry and brought his exceptional performances to the Town of Dumfries Summer Concert Series, captivating our residents with his soulful melodies; and

WHEREAS, Tony Craddock Jr. pursued his passion for music and meteorology at Cornell University, where he founded the student-led jazz/soul ensemble "After Six," showcasing his exceptional talent and commitment to his craft and has since embarked on a remarkable musical journey, developing his unique sound, "Cold Front Music," which seamlessly blends contemporary jazz, gospel, and soul, creating a captivating and uplifting musical experience for his listeners; and

WHEREAS, his talent and dedication have been recognized and celebrated throughout his career, including his noteworthy collaboration with Grammy-winning producer/keyboardist Daniel Weatherspoon on the inspiring single "Elevation"; and

WHEREAS, Tony Craddock Jr.'s album H2O, produced by Grammy-nominated jazz guitarist Ken Navarro and featuring Grammy-winning saxophonist Kirk Whalum, has touched the hearts and souls of listeners with its soul-stirring rendition of "Amazing Grace" and the moving track "Living Water"; and

WHEREAS, Tony Craddock Jr.'s musical contributions have extended beyond stages and concert halls, as he has shared his gift by performing at church worship services, community events, and charitable initiatives throughout the Mid-Atlantic region, spreading joy and inspiration through his captivating performances; and

WHEREAS, Black Music Appreciation Month provides an opportunity for us to honor the legacy of African-American musicians, recognize their immeasurable influence on various music genres, and celebrate the profound impact they have had on our cultural heritage.

NOW, THEREFORE, be it proclaimed that I. Mayor Derrick R. Wood, and Dumfries Town Council, commend and express our deep appreciation to Tony Craddock Jr. for his remarkable talent, outstanding contributions to the music industry, and his dedication to promoting cultural understanding through his music. We encourage all residents of Dumfries to join us in celebrating Black Music Appreciation Month. Let us recognize and honor the immense contributions of African American musicians to the rich tapestry of American music.

IN WITNESS WHEREOF, I, Derrick R. Wood, Mayor of the Town of Dumfries, have hereunto set my hand and caused the official seal of the Town to be affixed this the 6th day of June 2023.

Derrick R. Wood, Mayor
Town of Dumfries

NATIONAL SOUL FOOD MONTH
PROCLAMATION

WHEREAS, the Town of Dumfries recognizes the rich culinary traditions and cultural heritage of African American cuisine known as soul food, which has significantly contributed to the vibrant tapestry of American culinary diversity; and

WHEREAS, National Soul Food Month, observed in June, provides an opportunity to honor and celebrate the extraordinary flavors, techniques, and historical significance of soul food, highlighting its role in shaping our nation's culinary landscape; and

WHEREAS, soul food represents the fusion of African, European, and Native American culinary influences, characterized by its hearty, comforting, and flavorful nature, embodying the creativity, resourcefulness, and resilience of African American cooks who transformed humble ingredients into culinary masterpieces; and

WHEREAS, the Town of Dumfries acknowledges the exceptional talents of soul food chefs, cooks, and home cooks who have preserved and innovated within the soul food tradition, enriching our community with their culinary creations and providing opportunities for individuals to savor the flavors and experience the joy of soul food; and

WHEREAS, Chef Rahman "Rock" Harper, an esteemed chef, television personality, and restaurateur, has made significant contributions to the culinary world and has garnered accolades for his culinary prowess and dedication to the art of soul food. He discovered his love of cooking in his teens and went on to earn a culinary degree at Johnson & Wales University (JWU); and

WHEREAS, Chef Rock Harper has held esteemed positions at Café Calliope, Burke Station Restaurant, Planet Hollywood, BET on Jazz Restaurant, B. Smith's Restaurant, National Celebrity Chef for the March of Dimes, winner of the third season of the renowned reality-television show Hell's Kitchen, published the book "44 Things Parents Should Know about Healthy Cooking for Kids, and recognized with prestigious nominations, including being a RAMMY Award finalist in the category of "Hottest New Sandwich Shop" for his establishment Queen Mother's Fried Chicken, showcasing his innovative approach to soul food and culinary entrepreneurship; and

NOW, THEREFORE, be it proclaimed that I, Mayor Derrick R. Wood, and the Dumfries Town Council recognize June as National Soul Food Month. We celebrate the contributions of talented chefs and culinary experts who have dedicated their lives to the art of soul food, enriching our lives with their culinary creations, and inspiring us with their passion and creativity. We invite all residents, businesses, community organizations, and educational institutions to join us in celebrating National Soul Food Month by embracing the flavors, history, and cultural significance of soul food.

IN WITNESS WHEREOF, I, Derrick R. Wood, Mayor of the Town of Dumfries have hereunto set my hand and caused the seal of the Town of Dumfries to be affixed this 6th day of June 2023.

Derrick R. Wood, Mayor
Town of Dumfries

JUNETEENTH – FREEDOM AND EQUALITY DAY
PROCLAMATION

WHEREAS, the Town of Dumfries, recognizing the historical significance of Juneteenth, a day that commemorates the emancipation of enslaved African Americans and serves as a powerful reminder of the end of slavery in the United States; and

WHEREAS, on June 19, 1865, Union General Gordon Granger arrived in Galveston, Texas, and announced General Order No. 3, proclaiming the freedom of enslaved individuals, marking a momentous milestone in the struggle for civil rights and equality; and

WHEREAS, Juneteenth represents a pivotal moment when the principles of freedom, justice, and equality reached the deepest corners of our nation, empowering African Americans and igniting the ongoing fight for social justice and the pursuit of equality; and

WHEREAS, the Town of Dumfries, in recognition of the profound importance of Juneteenth, took a historic step in 2019 by declaring it a national holiday within our community, joining other forward-thinking communities that honor this significant day; and

WHEREAS, Juneteenth provides an opportunity for us to reflect on the painful legacy of slavery, acknowledge the strength, resilience, and contributions of African Americans throughout history, and commit ourselves to promoting understanding, equality, and unity within our diverse community; and

WHEREAS, Juneteenth celebrations and observances have become an integral part of our nation's cultural fabric, featuring community gatherings, parades, music festivals, educational activities, and cultural exhibitions that honor African American history, heritage, and achievements. The Town of Dumfries recognizes the importance of preserving and sharing the history of Juneteenth, promoting education about the struggles and triumphs of African Americans, and fostering an inclusive environment that embraces diversity, equity, and social justice.

NOW, THEREFORE, be it proclaimed, that I, Mayor Derrick R. Wood, and the Dumfries Town Council solemnly recognize and commemorate Juneteenth – Freedom and Equality Day. We encourage all residents, businesses, community organizations, and educational institutions to join us in celebrating Juneteenth by engaging in activities that promote reflection, education, and dialogue about the legacy of slavery, the ongoing pursuit of equality, and the contributions of African Americans to our community and our nation.

IN WITNESS WHEREOF, I, Derrick R. Wood, Mayor of the Town of Dumfries have hereunto set my hand and caused the seal of the Town of Dumfries to be affixed this 6th day of June 2023.

Derrick R. Wood, Mayor
Town of Dumfries

GUN VIOLENCE AWARENESS MONTH
PROCLAMATION

WHEREAS, gun violence remains a pressing issue, with tragic loss of lives, including homicides, suicides, and unintentional shootings; and

WHEREAS, events, such as the heartbreaking mass shooting at a home in our Town of Dumfries, resulting in the loss of a 3-year-old girl's life and serious injuries to four other juveniles, have deeply impacted our community; and

WHEREAS, we mourn the loss of this innocent life and stand in solidarity with the victims and their families during this challenging time; and

WHEREAS, the Town of Dumfries recognizes the urgent need to address gun violence and work towards implementing effective measures to safeguard our residents and all humankind;

WHEREAS, communities nationwide are striving to find solutions to end senseless gun violence and protect public safety; and

WHEREAS, supporting the Second Amendment rights of law-abiding citizens goes hand-in-hand with the responsibility to keep firearms away from individuals with dangerous histories;

WHEREAS, the impact of gun violence extends beyond immediate incidents, affecting the sense of security and well-being of our community;

WHEREAS, we commend Sharon Kelly and the PowerMax Company for their remarkable community efforts in promoting togetherness, creating a safe environment, and actively working towards reducing gun violence;

NOW, THEREFORE, I, Mayor Derrick R. Wood, and the Dumfries Town Council do hereby proclaim the first Friday in June, which falls on June 2nd this year, as Gun Violence Awareness Day in the Town of Dumfries, Virginia. Additionally, June 2nd to June 4th shall be recognized as Wear Orange Weekend. By wearing orange, we aim to raise awareness about gun violence, honor the lives affected by such tragedies, and reaffirm our commitment to preventing gun violence in our community. We continue to offer our deepest condolences to the victims and their families affected by the gun violence. Together, we stand resolute in our efforts to create a safer community, foster unity, and combat gun violence.

IN WITNESS WHEREOF, I, Derrick R. Wood, Mayor of the Town of Dumfries, have hereunto set my hand and caused the official seal of the Town to be affixed this the 6th day of June 2023.

_____
Derrick R. Wood, Mayor
Town of Dumfries

DUMFRIES TOWN COUNCIL
MEETING MINUTES
TUESDAY, MAY 16, 2023

MEETING HELD IN COUNCIL CHAMBERS

A video recording of this meeting is available on the Town's Website at www.dumfriesva.gov and YouTube Channel at https://www.youtube.com/live/RqUPcF36_UU?feature=share

Call to Order and Roll Call

At 7:02 PM, Mayor Wood called the meeting to order. The following members were recorded as present: Brown, Fields, Miles, Nickerson, Peterson, and Wood. Mayor Wood noted that Councilman Peet was absent due to illness.

Invocation

The invocation was led by Dr. James R. Kull, Pastor of Concordia Lutheran Church, Triangle, Virgina.

Pledge of Allegiance

Mayor Woods asked all to stand for the Pledge of Allegiance.

Mayor Woods read a statement regarding the recent break-in at the former rescue building on Graham Park Road.

Adoption of the Agenda

On a motion made by Councilman Brown, seconded by Chair Pro Tem Miles to adopt the agenda as presented. Vote 6-0-0 (Yes: Brown, Fields, Miles, Nickerson, Peterson, and Wood; No: N/A; Abstain: N/A)

Awards and Proclamations

The following proclamations were presented:

Mental Health Month and Trauma Awareness – Mayor Derrick Wood
Teacher Appreciation Month – Mayor Derrick Wood

Approval of Minutes

Minutes of the May 2, 2023 Regular Meeting

On a motion made by Chair Pro Tem Miles, seconded by Vice Mayor Nickerson to approve the Dumfries Town Council Meeting Minutes of the May 2, 2023, Regular Meeting. Vote 6-0-0 (Yes: Brown, Fields, Peterson, Miles, Nickerson, and Wood; No: N/A; Abstain: N/A).

Citizen Comment Period

There were no citizen comments heard.

Reports and Presentations

275th Charter Anniversary Celebration Committee Report – Dr. Anita Frevert, 275th Charter Anniversary Celebration Committee Member

Dr. Frevert presented the 275th Charter Anniversary Celebration Committee report. She provided the Council with an overview of the activities being planned for May 10-12, 2024. The themes for the weekend are "Honoring the Past of Dumfries (Friday, May 10, 2024), Celebrating the Present of Dumfries (Saturday, May 11, 2024), and Celebrating, Honoring, and Looking Forward to the Bright Future of Dumfries (Sunday, May 12, 2024). She noted that on Thursday, May 9, 2024 will be for the press and a gala is being planned for Friday, May 10, 2024 at the new Rosie's. She also expressed a need for volunteers.

Fiscal Year 2022 Audit Presentation – Michael Moran, Auditor, Robertson, Farmers, and Cox Association

Micharl Moran, Auditor of Robertson, Farmers, and Cox Association presented the Town of Dumfries Fiscal Year 2022 Audit. Questions from the Council were addressed.

Response to the Audit – Kimberly Goodwin, Director of Finance

Finance Director Kimberly Goodwin presented the Council with a response to the FY2022 audit findings. Questions from the Council were addressed.

Action Items (Public Hearing)

Consideration of an Ordinance to Appropriate Funds for Fiscal Year 2024 in the Amount of $10,818,856 (Public Hearing) – Jonet Prevost-White, Deputy Town Manager

After the Public Hearing, on a motion made by Chair Pro Tem Miles, seconded by Vice Mayor Nickerson to adopt the Ordinance to Appropriate Funds for Fiscal Year 2024 in the Amount of $10,818,856. Vote 6-0-0 (Yes: Brown, Fields, Nickerson, Miles, Peterson, and Wood; No: N/A; Abstain: N/A).

Consideration of an Ordinance to Adopt Town FY24 Fee Schedule (Public Hearing) – Jonet Prevost-White, Deputy Town Manager

After the Public Hearing, on a motion made by Chair Pro Tem Miles, seconded by Vice Mayor Nickerson to adopt the Ordinance of the FY24 Town Fee Schedule. Vote 6-0-0 (Yes: Brown, Fields, Nickerson, Miles, Peterson, and Wood; No: N/A; Abstain: N/A).

Consideration of a Resolution to Adopt FY24-28 Capital Improvement Plan (Public Hearing) – Jonet Prevost-White, Deputy Town Manager

After the Public Hearing, on a motion made by Chair Pro Tem Miles, seconded by Councilman Fields to adopt the Resolution of the FY24-28 Capital Improvement Plan. Vote 6-0-0 (Yes: Brown, Fields, Nickerson, Miles, Peterson, and Wood; No: N/A; Abstain: N/A).

Closed Session

One personnel matter relating to the consideration of prospective candidates for a new Town position and assignment of responsibilities to that position pursuant to Va. Code §§2.2-3711.A.(1); Two (2) personnel matters relating to a specific employee pursuant to Va. Code §§2.2-3711.A.(1); One personnel matter relating to assignment and performance of specific public officers pursuant to Va. Code §§2.2-3711.A.(1); One personnel matter relating to the Town Manager's Employment Agreement pursuant to Va. Code §§2.2-3711.A.(1); and Consultation with legal counsel regarding the foregoing specific personnel matters pursuant to Va. Code §§2.2-3711.A.(8).

On a motion made by Mayor Wood, seconded by Chair Pro Tem Miles, the Council convened in Closed Session, at 7:58 pm pursuant to Va. Code §§2.2-3711.A.(1) for two personnel matters relating to a specific employee pursuant to Va. Code §§2.2-3711.A.(1); One personnel matter relating to assignment and performance of specific public officers pursuant to Va. Code §§2.2-3711.A.(1); One personnel matter relating to the Town Manager's Employment Agreement pursuant to Va. Code §§2.2-3711.A.(1); and Consultation with legal counsel regarding the foregoing specific personnel matters pursuant to Va. Code §§2.2-3711.A.(8). Vote 6-0-0 Yes: Brown, Fields, Peterson, Miles, Nickerson, and Wood; No: N/A; Abstain: N/A).

On a motion made by Mayor Wood, seconded by Chair Pro Tem Miles, the Council concluded Closed Session and reconvened in Open Session at 8:10 pm certifying that only the matter required in closed session was discussed in closed session. Vote 6-0-0 (Yes: Brown, Fields, Peterson, Miles, Nickerson, and Wood; No: N/A; Abstain: N/A).

On a motion made by Mayor Wood, seconded by Vice Mayor Nickerson, the Council concluded Closed Session and reconvened in Open Session at 7:50 pm certifying that only the matter required in closed session was discussed in closed session. Vote 7-0-0 (Yes: Brown, Fields, Peet, Peterson, Miles, Nickerson, and Wood; No: N/A; Abstain: N/A).

Action Item

Appointment of Town Treasurer – Tangela Innis, Town Manager

On a motion was made by Councilman Fields, seconded by Vice Mayor Nickerson to appoint Kiran Uppal as the Town Treasurer. Vote 6-0-0 (Yes: Brown, Fields, Miles, Nickerson, Peterson, and Wood; No: N/A; Abstain: N/A).

Resolution for Workers' Compensation for Members of the Town Council of the Town of Dumfries – Tangela Innis, Town Manager

On a motion made by Councilman Fields, seconded by Vice Mayor Nickerson to adopt the Resolution for Workers' Compensation for Members of the Town Council of the Town of Dumfries. Vote 6-0-0 (Yes: Brown, Fields, Miles, Nickerson, Peterson, and Wood; No: N/A; Abstain: N/A).

Adjournment

Mayor Wood adjourned the meeting at 9:03 pm.

Dumfries, Virginia

retail strategies

Partnership Review + Update

WHO WE ARE

Our Partnership

We are retail real estate professionals.

We will tell your story in a way that matters to retailers.

COMMUNITY INNOVATORS

Services

retail strategies

- retail recruitment
- retail academy
- downtown strategies
- small business support

ONGOING EFFORT

Our Process

Community Analysis

Strategic Planning

Revitalization

Results

∞

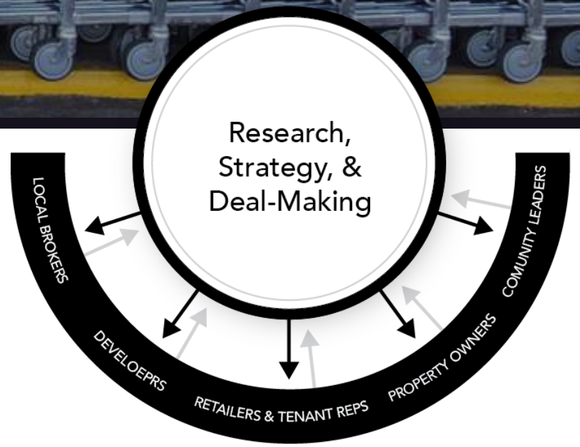
discover

connect

advance

WHO WE ARE LOOKING AT FOR YOU

Retail Recruitment 101



THE MAGIC INGREDIENTS

Our Secret Sauce

- Relationships with national retail
- Comprehensive data
- Relationships with local brokers
- National reputation for success

DAY IN THE LIFE OF A

Retail Recruiter

- Updating prospect lists
- Calling brokers
- Scouting sites for real estate directors
- Strategizing for the next trade show

Tradeshows

Retail Strategies attends on behalf of Dumfries, VA.

ICSC Las Vegas
ICSC Mid-Atlantic

icsc

WHO WE ARE

Your Team

Hanna Simmons
Portfolio Director

Clay Craft
VP of Client Services

Leadership Team

Robert Jolly
CEO

Mead Silsbee
CFO

Lacy Beasley
President

Scott VonCannon
COO

Marketing Team

Courtney Hall
Chief Marketing Officer

Michelle Moultrie
Marketing Director

Ryder Richards
Creative Director

Katelyn Little
Marketing Associate

IN REVIEW

Partnership Recap

- Entering Year Three of the Partnership
- To date, Retail Strategies has reached out to **over 70 retailers** on behalf of Dumfries, Virginia
- Over **30+ landowners** and shopping center owners contacted
- Focus areas for retail include **General Merchandise**, **Restaurants, Home and Garden (Hardware), and Health and Medicine**
- Real estate focus has been centered around The Rose Gaming Resort along Jefferson Davis Highway and Dumfries Road

IN REVIEW

Recruitment Update

IN REVIEW

Recruitment Update

- **Fast Casual Restaurant 1** – We had a call with the real estate manager, and they named Dumfries as a market of interest. We are currently working to find the right site.
- **Fitness Center 1 -** We had a call with their Franchise Director and RE manager. They signed a franchisee for the area and like the market. The criteria for the site needs to be 2nd generation, in a grocery/DG/Goodwill anchored type center. They prefer to be located for convenience and near residential. We are currently working to find them a site that fits.
- **Fast Casual Restaurant 2** – We had a call with their Director of Real Estate. They shared that their Virginia expansion strategy is in full force and will look at any markets that could fit their criteria. The ideal location needs to be 2,000-2,500 SF, but this is flexible. End cap lot preferred and at least 20,000 VPD. They go for grocery-anchored centers and do not have contenancy requirements.
- **Convenience Store 1 –** We need to find a site that works for their model, but they are interested in the market overall.
- **Quick Service Chicken Restaurant 1** – We followed up with the real estate manager. They got us in touch with their area franchisee, who shared that there is still interest in this market. Working together on finding a site that works for them. They prefer to purchase over lease.
- **Convenience Store 2 –** We had a call with their Virginia expansion team. They are rapidly growing and want to take another look at this market.
- **Quick Service Restaurant 2** – There is currently no franchisee for the area, but they said they would be in touch once that changes.
- **Fitness Center 2 -** They do not currently have a franchisee for this market but will let us know once that changes.

- Retail Strategies is in constant communication with the following other retailers as they continue to review market opportunities : (3) Health and Medicine Clinics, (2) Hardware/Home and Garden Stores, (1) Boutique Fitness Studio, and (12) Restaurants

IN REVIEW

Recruitment Update

ICSC Las Vegas

Retail Strategies represented Dumfries, Virginia at ICSC Las Vegas

- There are ~2,400 retailers that registered to attend the show. Our job was to market Dumfries to these retailers and connect them with available land and existing real estate.

What we heard from Retailers at ICSC Las Vegas

- **Family Dollar** is optimistic in their Virginia expansion plans and is rolling out a new prototype with a complete redesign.
- **Firehouse** is in expansion mode in the state, but it is all dependent on getting franchisees, so if there are any individuals in the community who have the means and the interest to do so, let us know and we can connect you to the real estate manager.
- **Qdoba** has over 740 locations and is looking to expand along the east coast.
- **Veterinary Emergency Group** is a 24/7 emergency vet clinic. They are currently growing in the Virginia market.
- **Tropical Smoothie Café** is actively seeking franchisees in Virginia.
- **Planet Fitness –** Expressed interest in the market and Northern VA as a whole. Would go inline in an existing center or in a stand-alone building.

IN REVIEW

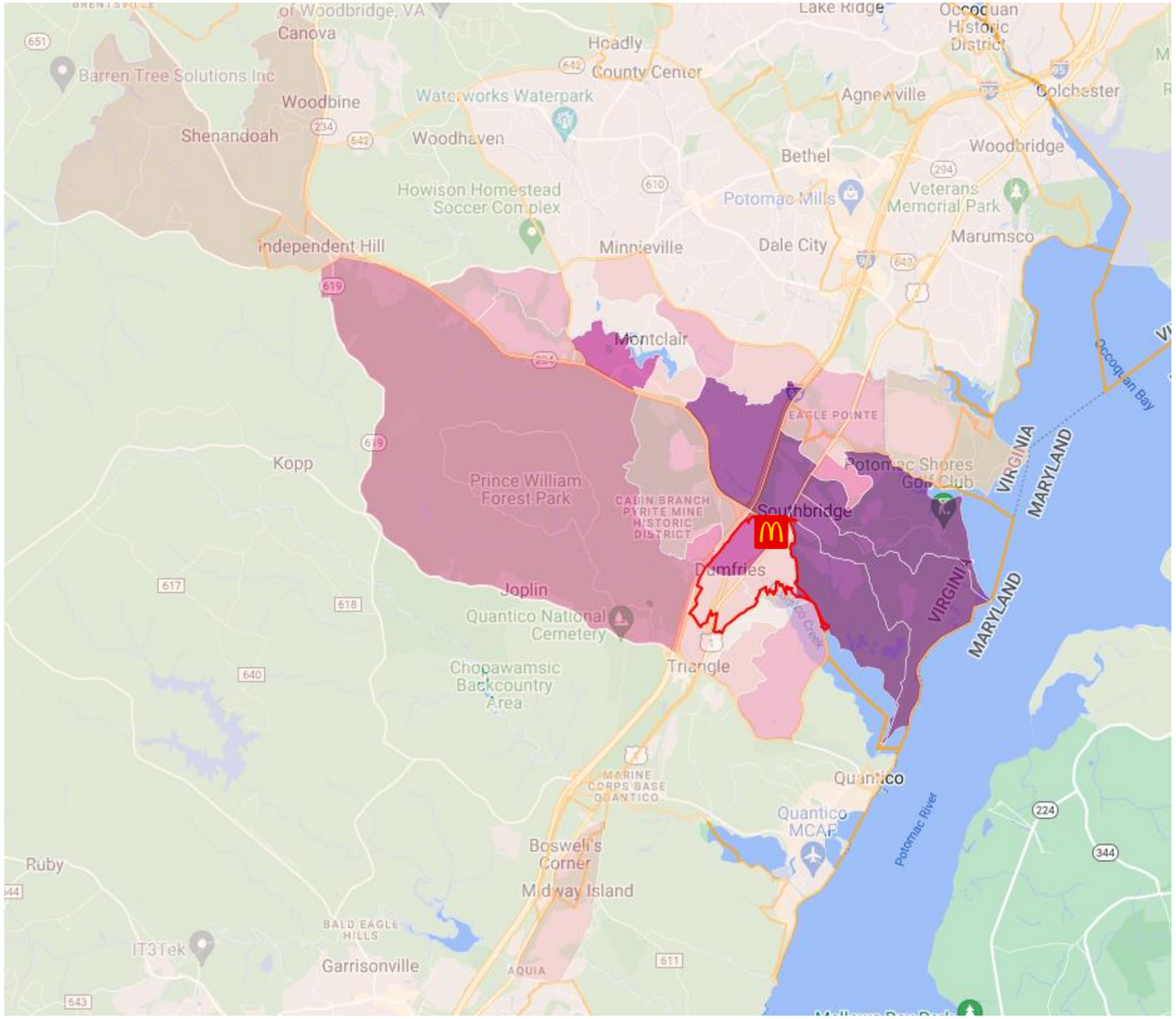
Mobile Data Study

McDonald's

17340 Dumfries Road
Dumfries, VA 22026
United States

Details

Sector	QSR
Sector Rank within County	#6 of 174
Estimated Annual Visits	125,300
Estimated Annual Visitors	58,642
Avg Distance from Home	3.0 miles
Average Dwell Time	12.8 min
Tourist Visits	10.7%
Brand	McDonald's
Brand Rank within State	#64 of 397
Brand Rank within DMA	#25 of 313



retail strategies

QUESTIONS?

Thank you!

www.retailstrategies.com | info@retailstrategies.com | +1 (205) 313-3676

AT A REGULAR MEETING OF THE DUMFRIES TOWN COUNCIL HELD ON _____: ON A MOTION DULY MADE BY _____, AND SECONDED BY _____, THE FOLLOWING ORDINANCE WAS ADOPTED BY THE FOLLOWING VOTE:

Tyrone A. Brown, ____;
Brian K. Fields, ____;
Selonia B. Miles, ____;
Caetrina A. Peterson, ____;
Monae S. Nickerson, ____;
Shaun R. Peet, ____;
Derrick R. Wood, ____;

REAPPOINTMENTS, TAKING OF OATHS, BONDS IN ACCORDANCE WITH TOWN CHARTER SECTION 8.03

WHEREAS, Town Charter Sec. 8.03 requires that all elected or appointed officers and officials of the Town take the oath of office and execute such bonds as may be required by general law, this charter or ordinance or resolution of the Town Council and file duplicate certificates with the Town Clerk and Clerk of the Circuit Court of Prince William County before entering upon discharge of their duties and within 30 days after the term of office shall have begun and the Council desires to ensure that compliance with the section has occurred; and

WHEREAS, the elected Town Council and Board of Zoning Appeals have taken the oath administered by the Clerk of the Circuit Court; and

WHEREAS, Town Manager Innis has been appointed and taken the oath administered by the Town Clerk but said oath and bond of her office were not filed with the Clerk of the Circuit Court within 30 days; and

WHEREAS, Town Clerk Tangi Hill and Town Treasurer Kiran Uppal have been appointed but have not taken the oath of office, and

WHEREAS, Zoning Administrator Nick Cicero has been appointed but has not taken the oath of office, and

WHEREAS, Sharon Pandak has been appointed Acting/Interim Town Attorney but has not taken the oath of office, if one is required;

NOW, THEREFORE, BE IT ORDAINED that the Town Council takes the following actions to address the requirements of the Town Charter and directs its Town Clerk to make sure that applicable bonds are executed, oaths administered, and certificates of the oaths and bonds are timely filed in her office and the office of the Clerk of Court:

1. Appoints Tangela Innis as Town Manager effective April 4, 2023;
2. Appoints Tangi Hill as Town Clerk effective May 2, 2023;

3. Appoints Kiran Uppal as Town Treasurer effective May 16, 2023;
4. Appoints Nick Cicero as Zoning Administrator effective February 7, 2023;
5. Appoint Erick Clark as Building Official effective February 7, 2023; and
6. Appoints Sharon Pandak as Acting Town Attorney effective May 19, 2020.

BE IT FURTHER ORDAINED that to the extent necessary the Town Council hereby ratifies the actions taken by each of the foregoing officials in their respective stated capacity retroactive to the date of their original appointment as reflected in this ordinance.

By Order of Council:

_____
Derrick R. Wood, Mayor

ATTEST: _____
Tangi Hill, Town Clerk

FIRST AMENDMENT TO
TOWN MANAGER APPOINTMENT/EMPLOYMENT AGREEMENT

THIS FIRST AMENDMENT to TOWN MANAGER APPOINTMENT/EMPLOYMENT AGREEMENT ("Agreement"), dated the ____ day of _____, 2023, is by and between the TOWN OF DUMFRIES, VIRGINIA ("Town"), acting by and through its Town Council ("Council"), and TANGELA INNIS, Town Manager.

Section 7 is amended to state as follows:

7. **Motor Vehicle**. The Town shall provide a public use vehicle for Innis' use for business purposes. Innis may take the vehicle to her place of residence in order to readily perform Town business. The vehicle may not be used for personal matters. Innis shall state the mileage used in her monthly reports to Council.

All other provisions of the Agreement shall remain the same.

WITNESS the following signatures and seals:

TOWN OF DUMFRIES

By: _____ (SEAL)
Derrick R. Wood, Mayor

ATTEST:

_____
Tangi Hill, Town Clerk

_____
TANGELA INNIS, Town Manager

APPROVED AS TO LEGAL FORM:

_____
Sharon E. Pandak, Interim Town Attorney

AT A REGULAR MEETING OF THE DUMFRIES TOWN COUNCIL HELD ON _____, 2023: ON A MOTION DULY MADE BY _____, AND SECONDED BY _____, THE FOLLOWING ORDINANCE WAS ADOPTED BY THE FOLLOWING VOTE:

Tyrone A. Brown, ____;
Brian K. Fields, ____;
Selonia B. Miles, ____;
Caetrina A. Peterson, ____;
Monae S. Nickerson, ____;
Shaun R. Peet, ____;
Derrick R. Wood, ____;

FIRST AMENDMENT TO TOWN MANAGER'S APPOINTMENT/EMPLOYMENT AGREEMENT

WHEREAS, the Town Council and Town Manager both desire to amend Section 7 of the Town Manager Appointment/Employment Agreement ("Employment Agreement") between the Council and the Town Manager, dated April 5, 2023, to reflect their agreement that the Town Manager may take home a Town vehicle in order to better respond to Town business;

NOW, THEREFORE, BE IT ORDAINED that the Town Council amends Section 7 of the Employment Agreement to state as follows:

> 7. **Motor Vehicle**. The Town shall provide a public use vehicle for Innis' use for business purposes. Innis may take the vehicle to her place of residence in order to readily perform Town business. The vehicle may not be used for personal matters. Innis shall state the mileage used in her monthly reports to Council.

and

BE IT FURTHER ORDAINED that the Council authorizes the Mayor to sign the attached First Amendment to Town Manager Appointment/Employment Agreement incorporating this amendment.

By Order of Council:

_____
Derrick R. Wood, Mayor

ATTEST: _____
Tangi Hill, Town Clerk

DUMFRIES, VIRGINIA
Virginia's Oldest Continuously Chartered Town
CHARTERED 1749 INCORPORATED 1961

John Wilmer Porter Municipal Building
17739 Main Street, Suite 200
Dumfries, Virginia 22026
Tel: 703-221-3400/ Fax: 703-221-3544
www.dumfriesva.gov

FY2024 TOWN COUNCIL MEETING SCHEDULE (JULY 1, 2023 – JUNE 30, 2024)

(All meetings will begin at 7pm in the Council Chambers)

Tuesday, July 11, 2023

Tuesday, August 7, 2023

Tuesday, September 5, 2023

Tuesday, September 19, 2023

Tuesday, October 3, 2023

Tuesday, October 17, 2023

Tuesday, November 7, 2023

Tuesday, November 21, 2023

Tuesday, December 5, 2023

Tuesday, January 2, 2024

Tuesday, January 16, 2024

Tuesday, February 6, 2024

Tuesday, February 20, 2024

Tuesday, March 5, 2024

Tuesday, March 19, 2024

Tuesday, April 2, 2024

Tuesday, April 16, 2024

Tuesday, May 7, 2024

Tuesday, May 21, 2024

Tuesday, June 4, 2024

Tuesday, June 18, 2024

AT A REGULAR MEETING OF THE DUMFRIES TOWN COUNCIL HELD ON ON JUNE 6, 2023: ON A MOTION DULY MADE BY _____, AND SECONDED BY _____, THE FOLLOWING RESOLUTION WAS ADOPTED BY THE FOLLOWING VOTE:

Tyrone A. Brown, _____;
Brian K. Fields, ___;
Selonia B. Miles, _____;
Monae S. Nickerson, _____;
Shaun R. Peet, _____.
Caetrina A. Peterson, _____;;
Derrick R. Wood, _____;

RESOLUTION AUTHORIZING THE TOWN MANAGER TO ADVERTISE PUBLIC HEARINGS FOR CONDITIONAL USE PERMIT AMENDMENT APPLICATION, CUPA 2019-003, TO ALLOW UP TO TEN ADDITIONAL GAMING MACHINES, NOT TO EXCEED 160 TOTAL MACHINES, TO THE EXISTING GAMING FACILITY AT 18059-18139 TRIANGLE SHOPPING PLAZA.

WHEREAS, Colonial Downs Group, LLC submitted a Conditional Use Permit Amendment application, CUPA 2019-003, to the Town of Dumfries Department of Planning and Community Development; and

WHEREAS, the Town Council desires the Department of Planning and Community Development to provide a staff report and recommendation to the Planning Commission and to the Town Council for CUPA2019-003; and

WHEREAS, the Town Council desires CUPA2019-003 be forwarded to the Planning Commission for public hearing, review, and recommendation to Town Council; and

WHEREAS, pursuant to the requirements in the Town Code and all other applicable laws, the Town Council further desires to deliberate upon and review CUPA2019-003 and provide the public with the opportunity to be heard on the application.

NOW, THEREFORE, BE IT RESOLVED by Town Council that the Town Manager is authorized to advertise for public hearings to consider an action on conditional permit application CUPA2019-003 before the Planning Commission and Town Council, respectively.

By Order of Council:

_____
Derrick R. Wood, Mayor

ATTEST:

_____
Tangi Hill, Town Clerk

AGENDA ITEM REQUEST FORM

Item Type

☐ Award ☐ Proclamation ☒ Resolution/Ordinance ☐ Motion ☐ Discussion

Statement of Purpose

RESOLUTION AUTHORIZING THE TOWN MANAGER TO ADVERTISE PUBLIC HEARINGS ON THE CONDITIONAL USE AMENDMENT APPLICTION, CUPA2019-003, for Colonial Downs Group, LLC.

Background/References

Colonial Downs Group LLC has submitted an application to amend the previously approved Conditional Use Permit. The only substantive change is the allowance of up to 10 more gaming machines in the existing facility, for a total not to exceed 160 machines.

Fiscal Impact

N/A

Suggested Motion

Approve resolution to authorize public hearing for CUPA2019-003

Requested Meeting Date

June 20, 2023

Attachments

- Resolution

ADDENDUM TO PURCHASE AGREEMENT

This Addendum, with an effective date of_____, 2023, to that certain Agreement dated October 16, 2019, is made by and between COMMUNITY HOUSING INITIATIVE, INC. ("CHI") and the TOWN OF DUMFRIES. ("Dumfries") with respect to real property described in said Agreement located in Dumfries, Virginia, containing 2.64 acres, more or less.

Notwithstanding any other provisions of the aforesaid Agreement, the parties mutually amend the Agreement as follows:

1. The settlement date as set forth in Paragraph 4 of the Agreement shall be extended to on or before June 30, 2024.

2. All other terms and conditions of said Agreement are not modified and remain the same in full force and effect.

IN WITNESS WHEREOF, the parties have executed this Addendum under seal as of the effective date set forth hereinabove.

ATTEST:

CHI:
Community Housing Initiative, Inc.

_____

By:_____(SEAL)
Name:_____
Title:_____

ATTEST:

DUMFRIES:
Town of Dumfries.

_____

By:_____(SEAL)
Name:_____
Title:_____

AGENDA ITEM REQUEST FORM

Item Type

☐ Award ☐ Proclamation ☐ Resolution/Ordinance ☒ Motion ☒ Discussion

Statement of Purpose

Discussion on Extension of Land Purchase Agreement for 17956 Curtis Drive

Background/References

This parcel is included in the Harbor at Quantico Creek Development. Due to Covid and other unforeseen circumstances the applicant is asking for an extension to finalize financing through VHDA and to gain site plan approval.

Fiscal Impact

N/A

Suggested Motion

Motion to Authorize the Town Manager to sign an extension for a Purchase Agreement with Community Housing Initiative and Pillar Church for 17956 Curtis Drive.

Requested Meeting Date

June 6, 2023

Attachments

AT A REGULAR MEETING OF THE DUMFRIES TOWN COUNCIL, HELD VIRTUALLY ON JUNE 6, 2023: ON A MOTION DULY MADE BY _____, AND SECONDED BY _____, THE FOLLOWING RESOLUTION WAS ADOPTED BY THE TOWN COUNCIL WITH THE FOLLOWING VOTE:

Tyrone A. Brown, _____;
Brian K. Fields, ___;
Selonia B. Miles, _____;
Monae S. Nickerson, _____;
Shaun R. Peet, _____.
Caetrina A. Peterson, _____;;
Derrick R. Wood, _____;

PLANNING COMMISSION APPOINTMENT

WHEREAS, the Dumfries Town Council is the governing body responsible for appointing members to the Planning Commission; and

WHEREAS, the Council has traditionally reviewed applications for the Planning Commission and selected only the most qualified applicants to be appointed; and

WHEREAS, the Council has received a request from Diana Knez to be reappointed to the Planning Commission; and

WHEREAS, Council desires to reappoint Diana Knez to fill a term that shall expire on June 30, 2026.

NOW, THEREFORE BE IT RESOLVED that the Town Council for the Town of Dumfries hereby reappoint Diana Knez to serve on the Planning Commission for a term to expire on June 30, 2026.

By Order of Council:

_____
Derrick R. Wood, Mayor

ATTEST: _____
Tangi R. Hill, Town Clerk

AT A REGULAR MEETING OF THE DUMFRIES TOWN COUNCIL, HELD VIRTUALLY ON JUNE 6, 2023: ON A MOTION DULY MADE BY _____, AND SECONDED BY _____, THE FOLLOWING RESOLUTION WAS ADOPTED BY THE TOWN COUNCIL WITH THE FOLLOWING VOTE:

Tyrone A. Brown, _____;
Brian K. Fields, ___;
Selonia B. Miles, _____;
Monae S. Nickerson, _____;
Shaun R. Peet, _____.
Caetrina A. Peterson, _____;;
Derrick R. Wood, _____;

PLANNING COMMISSION APPOINTMENT

WHEREAS, the Dumfries Town Council is the governing body responsible for appointing members to the Planning Commission; and

WHEREAS, the Council has traditionally reviewed applications for the Planning Commission and selected only the most qualified applicants to be appointed; and

WHEREAS, the Council has received a request from Lawrence Nickerson to be reappointed to the Planning Commission; and

WHEREAS, Council desires to reappoint Lawrence Nickerson to fill a term that shall expire on June 30, 2026.

NOW, THEREFORE BE IT RESOLVED that the Town Council for the Town of Dumfries hereby reappoint Lawrence Nickerson to serve on the Planning Commission for a term to expire on June 30, 2026.

By Order of Council:

_____
Derrick R. Wood, Mayor

ATTEST: _____
Tangi R. Hill, Town Clerk

AT A REGULAR MEETING OF THE DUMFRIES TOWN COUNCIL, HELD VIRTUALLY ON JUNE 6, 2023: ON A MOTION DULY MADE BY _____, AND SECONDED BY _____, THE FOLLOWING RESOLUTION WAS ADOPTED BY THE TOWN COUNCIL WITH THE FOLLOWING VOTE:

Tyrone A. Brown, _____;
Brian K. Fields, ___;
Selonia B. Miles, _____;
Monae S. Nickerson, _____;
Shaun R. Peet, _____.
Caetrina A. Peterson, _____;;
Derrick R. Wood, _____;

PLANNING COMMISSION APPOINTMENT

WHEREAS, the Dumfries Town Council is the governing body responsible for appointing members to the Planning Commission; and

WHEREAS, the Council has traditionally reviewed applications for the Planning Commission and selected only the most qualified applicants to be appointed; and

WHEREAS, the Council has received a request from Kelvin Noye to be reappointed to the Planning Commission; and

WHEREAS, Council desires to reappoint Kelvin Noye to fill a term that shall expire on June 30, 2026.

NOW, THEREFORE BE IT RESOLVED that the Town Council for the Town of Dumfries hereby reappoint Kelvin Noye to serve on the Planning Commission for a term to expire on June 30, 2026.

By Order of Council:

_____
Derrick R. Wood, Mayor

ATTEST: _____
Tangi R. Hill, Town Clerk

AT A REGULAR MEETING OF THE DUMFRIES TOWN COUNCIL, HELD VIRTUALLY ON JUNE 6, 2023: ON A MOTION DULY MADE BY _____, AND SECONDED BY _____, THE FOLLOWING RESOLUTION WAS ADOPTED BY THE TOWN COUNCIL WITH THE FOLLOWING VOTE:

Tyrone A. Brown, _____;
Brian K. Fields, ___;
Selonia B. Miles, _____;
Monae S. Nickerson, _____;
Shaun R. Peet, _____.
Caetrina A. Peterson, _____;;
Derrick R. Wood, _____;

PLANNING COMMISSION APPOINTMENT

WHEREAS, the Dumfries Town Council is the governing body responsible for appointing members to the Planning Commission; and

WHEREAS, the Council has traditionally reviewed applications for the Planning Commission and selected only the most qualified applicants to be appointed; and

WHEREAS, the Council has received a request from Philip Beisel to be reappointed to the Planning Commission; and

WHEREAS, Council desires to reappoint Philip Beisel to fill a term that shall expire on June 30, 2026.

NOW, THEREFORE BE IT RESOLVED that the Town Council for the Town of Dumfries hereby reappoint Philip Beisel to serve on the Planning Commission for a term to expire on June 30, 2026.

By Order of Council:

_____
Derrick R. Wood, Mayor

ATTEST: _____
Tangi R. Hill, Town Clerk

AGENDA ITEM REQUEST FORM

Item Type

☐ Award ☐ Proclamation ☒ Resolution/Ordinance ☐ Motion ☐ Discussion

Statement of Purpose

Resolution To Reappoint Kelvin Noye, Lawrence Nickerson, Philip Beisel, And Diana Knez to The Planning Commission.

Background/References

Please see the attached individual resolutions to reappoint each Planning Commissioner.

Fiscal Impact

N/A

Suggested Motion

Approve Resolution to Reappoint Each Member to The Planning Commission

Requested Meeting Date

June 6, 2023

Attachments

- RESOLUTION