

**PURCELLVILLE TOWN COUNCIL MEETING
TUESDAY, AUGUST 11, 2020, 7:00 P.M.
TOWN HALL COUNCIL CHAMBERS/VIRTUAL**

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

PRESENT: Kwasi Fraser, Mayor
Tip Stinnette, Council member
Ted Greenly, Council member
Christopher Bertaut, Council member
Stanley Milan, Council member

PRESENT VIA REMOTE PARTICIPATION:
Joel Grewe, Council member
Mary Jane Williams, Council member/Vice Mayor

STAFF: David Mekarski, Town Manager
Sally Hankins, Town Attorney
Chief Cynthia McAlister, Police Department
Jason Didawick, Assistant Director of Public Works
Diana Hays, Town Clerk/Administrative Assistant
Max Inaba, IT Specialist

STAFF VIA REMOTE PARTICIPATION:
Liz Krens, Director of Finance
Linda Jackson, Financial Analyst
Deputy Chief Dave Dailey, Police Department
Dale Lehnig, Capital Projects and Engineering Manager
Hooper McCann, Director of Administration
Sharon Rauch, Director of Human Resources

CALL TO ORDER:

Mayor Fraser called the meeting to order at 7:00 P.M. The assembly recited the Pledge of Allegiance. Mayor Fraser asked everyone to stand for a moment of silence and reflection, especially to reflect the passing of Council member/Vice Mayor Mary Jane Williams father over the past week. Let's keep them in our thoughts and prayers.

AGENDA AMENDMENTS/APPROVAL:

Mayor Fraser stated Agenda Amendments/Approval. This agenda was presented to the Town Council and the public last week. He inquired of the Council whether or not there were any changes to the agenda.

Council member Stinnette stated that he was wondering if we could add to the Discussion Items a quick couple of minutes on the Town Sponsored Shred Event. He believes that Bill Conover was expecting us to talk about that. Mayor Fraser stated okay.

Council member Grewe inquired whether or not we could get a quick public update on where we are in the cell tower. He had a question about that over the weekend. He figured having that on the record would be good. Mayor Fraser inquired of Council member Grewe Cell Tower 1, or Cell Tower 2. Council member Grewe stated he is sorry, the Water Tower, and putting the antennas back on top of it. He stated that he is sorry, he could barely hear you. Mayor Fraser stated so the Water Tower, not the brand new tower. Council member Grewe stated correct. Mayor Fraser stated okay. We will add that to Item 10(g).

CONSENT AGENDA:

a. Approval of Meeting Minutes – July 28, 2020 Special Meeting

Mayor Fraser stated that we will now go on to Consent Agenda.

Motion by Council member Tip Stinnette, Second by Council member Greenly that the Purcellville Town Council Adopts the Consent Agenda and the Approval of the Meeting Minutes from the July 28th, 2020, Special Meeting.

Roll Call: Ayes (7) Nay (0)

Motion Carried: 7-0

PRESENTATION(S):

a. (UPDATED 8/11/20) Aqua's Public Private Education Act (PPEA) Proposed Acquisition of Water and Wastewater System (Presentation is on file at the Clerk's Office)

Mayor Fraser stated now we move on to Presentations. We have Aqua's Public Private Education Act (PPEA) Proposed Acquisition of Water and Wastewater System. You will be granted 20 minutes with questions and answers.

Mr. Clifton Parker of 8124 Crown Colony Parkway of Hanover County, Virginia, thanked the Mayor and the Council members for giving them this time. He asked if his presentation could be pulled up. (At this time a PowerPoint Presentation was given). Mr. Parker stated that he is here with John Aulbach our President. He was previously the Director of the Office of Drinking Water of the Virginia Department of Health before he became our President of Aqua Virginia. He is also with John Andrews who is our Vice President of Corporate Development from our headquarters Bryn Mawr Office. He is going to let John Andrews kick us off.

Mr. Andrews thanked the Mayor and the Council members for their time tonight. They appreciate being here to talk to you about their PPEA that they submitted. Mr. Andrews stated that he wanted to give you an introduction to utilities in case you are not familiar. Mr. Andrews stated that Essential was created in March when Aqua America, the historical company, purchased Peoples Energy. That brought together two, 100 year old companies, both with business units and business focus on regulated utilities. He stated Aqua America obviously in the water, wastewater business which still remains two-thirds of our business, and Peoples Gas. The combined business serves about five million people across 10 states. We've combined that to create a rate base greater than about \$7.0 billion.

Mr. Andrews stated that he thinks what is important to you when you think about the combination is, it really brings together and allows us the scale to bring the type of technical resources, engineering and operations excellence that you would expect from a big company to the acquisitions of water systems that we are stewards of. That's a quick overview of Essential.

Mr. Parker stated that Mr. Aulbach will take you through our specific operations in Virginia, and what we do here with Aqua Virginia. Mr. Aulbach stated that this is "Aqua Virginia at a glance." You can see our footprint across the Commonwealth. We are widely spread out. Aqua Virginia has been in the Commonwealth since 2003. We serve approximately 33,000 connections. He stated about 27,000 in water connections, and about 7,000 wastewater connections for that total. He stated about 80,000 served. You can see the breakdown with the large number of wells that we have, eight wastewater plants, (inaudible). We have a variety of water and wastewater systems within our ownership. This provides us efficiencies across the state. He stated and combined with Essential, it brings in our buying power (inaudible), fire hydrants and all those pieces that we negotiate for. It's pretty well known that utility consolidation increases efficiencies and allows us cost effectiveness throughout the (inaudible). (Noise interruption) Mr. Aulbach stated just to recap, cost efficiencies affecting our service through a consolidated basis with nationwide purchasing allows us to focus on infrastructure investment across Virginia.

The PPEA has an infrastructure component to it. It's a vehicle. It's a procurement process. It stands alone and does not require a separate RFP process. It is a process. The Town had previously adopted this process back in October of 2009. It is in place, ready to use to process a proposal.

Mr. Aulbach stated that we have looked at our rate forecast. We compared those against studies that the Town had commissioned through an engineering firm. We believe that they are favorable to the Town and to the citizens. With our estimates we looked at the capital investments and infrastructure that the Town's consulting firm had considered, and what the Town has in their Capital Improvement Program. We've looked at that. We've made some adaptations to it as far as time and when the money goes in. Our way of doing business built into that with the efficiencies that we provide, some in-house engineering services and have forecasted to our Capital Improvements with that. He stated that through those estimates that are contained in our proposal, it's going to provide rates that are less than the Town is looking at currently, going forward. Those rate projections were accepted in the past by Council, and allows for the infrastructure of investment that is necessary in the Town's systems. It will remove your existing infrastructure debt on the Town freeing up your debt capacity. The Town would not have to incur additional debt going forward with their Capital Improvements.

Mr. Parker stated that some of these are pretty obvious. He doesn't want to read this slide. What are the benefits of the sale? He stated like John just said, "trusted utility with expertise and financial capital." He stated financial capital is not one time doing a project. It is an ongoing effort. There is a depreciation in a little bit of capital all the time. They are going to hire all of the utility employees. They are going to eliminate the Town's utility risk, financial risk, the compliance risk, the environmental risk. They are going to generate sale proceeds for the Town and eliminate the debt associated with the utilities, which is a giant part of the Town's Budget. And enable the Town to focus on economic development. That's where the Town, the Council, can really focus on what you are doing and you are not running the day-to-day operations of drilling a well, or testing the iron and manganese, or rebedding a greensand filter, or replacing the membranes at your Wastewater Treatment Plant. He stated nor are you getting the best price for those membranes because that's our job. That's what we specialize in. We are going to allow the customer rates to be regulated by the SCC. We will get into this later on if we have time tonight, or we can talk about it later at another session, about how we do that and how we work with your community.

Mr. Parker stated that this is just a slide pulled from your November Rate Study Impact. The Town is looking at massive rate increases to pay for the infrastructure investments that are needed to support the Town. He stated really high connection fees, a lot of debt, and a lot of work that need to be done. We are prepared to address that.

Mr. Parker stated let's just talk about rates in general. He took the last 26 years of the Draper Aden Studies. We have looked at rates all across the state. This is just one snapshot year. In the last 10 years, the municipal group in general that is featured in the Draper Report has a compounded growth rate or CAGR of about 4.1%. It's not just Purcellville. This issue is hitting many utilities across not even just Virginia, but across the United States that have kicked the can down the road in terms of making those needed infrastructure investments and now they are trying to play catch up. He stated particularly on wastewater which is very expensive.

Mr. Parker stated that the next question might be, Cliff, you come in here and you are a private company. He likes to say that we are a regulated public service company regulated by the State Corporation Commission. If we were jacking up rates on our customers, we wouldn't be growing and expanding our company, and doing acquisitions. When he looks back, this is all of our customers Food Lion, residential, everybody. He stated that when he looks at that compounded growth rate for the last 10 years, we are averaging less than 1%. He stated .06 CAGR over 10 years. That is very impressive.

Mr. Parker stated that the next question is, like John said, he has a forecasted rate schedule in this. He would like you to look at it. He is asking for you to look at that Rate Schedule. Given all the alternatives that you have going on right now, why not look at? He stated you say, "Cliff, are you good at acquisitions?" We have done more acquisitions in Virginia than anybody. He wants to say 26, or 27 of them in the last dozen of years or so. We picked a handful of Water, Wastewater Systems with massive capital, millions of dollars. New surface water

plants, new wastewater plants. We looked at the five year projection. We looked at this. This came up on another transaction we are working on in Virginia. We said we are pretty close to the mark on our variance. We are running about 2% under. It is very important to us that we are good forecasters, because 10 years from now he wants you to be able to go and say, "We made a good decision. This was the right thing for us to do." He stated and 10 years from now somebody says, "Would you do it again?" And you would say, "Absolutely. We would do it again because it was the right thing to do."

Mr. Parker stated "Financially Sustainable Utility." This is what it is really all about, and why people are kicking the can. You want the lowest rates to meet all the regulatory obligations, investing long-term, for a sustainable utility. He stated not doing more than you need, just Goldilocks, not more, not less, but doing what you need to do. He stated facing all these head winds the Town is facing doesn't make sense to examine the benefits. He stated and for the community's sake. The community says, "Hey, I want you to look at this proposal because there might be something in there that we can use." And, the Applicant is paying for it. All you have to do is put it out there for competing offers. Sustainability is going to be ensured by the State Corporation Commission. We are still regulated with the Health Department, the DEQ, and the SCC. It all has to work together. It is all transparent. Everything is out in the open. This is not smoke and mirrors.

Mr. Parker stated the PPEA challenge. You have already adopted the guidelines. We provided you with unsolicited proposals. All you need to be able to do is put that out there to Bid and follow the process. Then you can evaluate, develop your ranking and scores on your evaluation process. He isn't going to go through all of that. You have it in your Guidelines. It gives lots of flexibility in the way you can do your evaluation. It's very flexible, unlike an RFP process which is very rigid. The PPEA process allows an applicant to provide a solution. Then you can analyze our competing solution. It's a great process. (At this time the Council viewed a video).

Mr. Parker thanked the Mayor and the Council. He stated that they are submitting the PPEA. They would like you to look at it and then you can beat them up with your questions. We can go into way more detail. We tried to stay on budget with our time. He asked Mr. Andrews to come up here and wrap us up and bring this presentation home. Thank you for your courage to ask us to be here in public. We certainly don't mind being in public. We can't give you the rates information and the confidential information. That's in the package. We look forward to answering all of your questions about those issues.

Mr. Andrews stated that was a great summary. He stated that in the PPEA process has a document process that's in place. It can be followed immediately. It allows for a fair evaluation. It allows for fact-finding. It allows for competitive offers to come in so that there is a sound, technical basis and a sound economic basis for decision making on whether or not to continue to look at an acquisition, sale of the assets. That's in the Town's best interest, because we believe it is. The citizens can look at the details when we come back from closed session and going through those details with you of our rate analysis, how we got there, our Capital Plan, how it got there, and what the real numbers are. We would be glad to vet that with you, and show it to you, and have that conversation.

Mayor Fraser inquired of the Town Council whether or not there were any questions within the next 10 minutes. He stated and questions that you can answer within reason.

Council member Stinnette stated that he had a lot of questions. He will limit them to two. He is looking at the SCC denial of Wal-Mart's request to leave a Utility System. Do you know what the SCC approval rate is of rate increases for utilities such as yours? Mr. Andrews stated no, sir. (inaudible) Council member Stinnette inquired how about speaking to what you know. (inaudible)

Council member Stinnette stated that if he were to read back what you just said, the SCC in your experience has approved increases for you 100% of the time, but not at your requested rate. Mr. Andrews stated yes, sir. There is one exception to that. In 2017 we filed a case to have an increase. We didn't get any increases during that timeframe. We filed in August of 2017. He thinks it was in January with the tax cut in jobs (inaudible) that

reduced the Federal Income Tax from 31% down to 20 something. That pretty much negated out the rate increase. When that happened, we pulled out and didn't continue.

Council member Stinnette stated that his second question is, since you have acquired many systems such as ours, how did those Towns value their system in advance of you coming in and making an offer on the system. Aqua Representative Right now, in Virginia, we do have the fair market value legislation that was recently passed by the General Assembly. We are working with the State Corporate Commission to establish the rules and regulations for that. That provides an evaluation process through appraisers, utility evaluating experts. The importance of that comes in, after we agree to a value for a system and it gets into the rate base analysis of the worth and what the rates will be based on a Town say, "Purcellville," going into this would do what they did and do their own due diligence with the appraiser ahead of time to see what those values may be.

Council member Stinnette stated that he is going to read back what he heard him say. It's kind of like buying a house, you might have come to an agreement to buy the house and then you have an assessment done on the house to say, "Okay, what you guys are going to exchange money wise can be collateralized by the house, so to speak." Aqua Representative stated so to speak, within the rates it does not change our agreed upon purchase price. Council member Stinnette stated right. He gets that. He stated and one more read back is you did say that most municipalities that you've dealt with have done some sort of internal assessment to determine the value. Aqua Representative stated that Purcellville's books and records are very good in looking at your value (inaudible). Council member Stinnette stated got it.

Another Aqua Representative stated that he would follow up with John's comments (inaudible) that's really where we shine. If we install a fire hydrant for twenty cents on the dollar we are buying pipe by the mile, not the foot. That's really going into rates. The SCC would not want us to overbill or do too much if it is not prudent. They are coming in; they are auditing our books too. He stated to John's point, if they were to come in and say, "You shouldn't have done this." Everything we do is being scrutinized.

Council member Greenly stated that he has two questions also. On Slide 3 under your company overview, you talk about serving approximately five million people across 10 states. If we go down this path that Aqua resource becomes yours, could you conceivably divert water that was intended that we would have thought would come to the Town to other municipalities for other services? How does that work?

Aqua Representative within the 10 states, eight of those are Aqua states. Three of those are Peoples Gas states. One of those is Pennsylvania. It combined. It's Peoples Gas and Aqua. That graph gives us the ability for the purchasing efficiencies and nationwide contracts, teams of experts to backup what we are working with and that sort of thing. We wouldn't be taking Purcellville water and sending it to Pennsylvania and billing the pipelines for that. That just wouldn't make economic sense.

Another AQUA Representative stated that he will follow-up on that as well. Your existing customer base paid for existing infrastructure. The existing customers are not going to pay for capacity for somebody else. Developer expansion, or line extension to the new customer, the customer has to pay his own way in a rate making sense for the SCC. They are very strict on that.

Council member Greenly stated that what he is really asking for is in the event of a drought, and somebody needed to pump water or come in with tanker trucks, you could do that. You could sell that water and take it off premises, correct? Aqua Representative stated he wouldn't say, yes. It works the other way around too. We have an Eastern Seaboard Hurricane Response Plan. That's North Carolina, Virginia, Pennsylvania, and New Jersey. He doesn't have a water truck in Virginia. We have several in Pennsylvania. During some outages in Virginia and North Carolina, they rolled the water trucks out of Pennsylvania with water to help serve our communities in need. He stated Hurricane in North Carolina; he shipped down 10 generator trucks and two man crews to man those generators, so the North Carolina crews could work on their infrastructure. They reciprocated and done the same thing. It's a mutual aid agreement which is good.

Council member Greenly stated that on Slide 10, you have the Rate Forecast History. He is going to assume this is all your good news. Any miss forecasts? Aqua Representative stated a lot of the systems that we have purchased in the last few years have been relatively small. We try to pick a handful of large, multi-million dollar larger systems to be representative. Generally, no. We have a good track record on our forecasting. It is very, very important to us.

Council member Milan stated that you said that you would be assuming our debt for Capital Improvement, and you would be purchasing our system. Aqua Representative stated as part of the purchase and sale of the system, the dollar transaction would be the dollars that would pay off your existing debt versus an assumption of that debt.

Council member Milan inquired how are you going to recoup your investment. Is that through your rates? Aqua Representative stated it is through rates regulated through the State Corporation Commission at our allow return on equity. Yes, sir. Council member Milan stated that he lives in the Town. His wastewater is twice his water rate. If you are removing our debt from us, the citizenship, he, would assume that his waste rate would drop. Aqua Representative stated we are removing the debt from the Town. We are paying it off, so that becomes money that we need to recover and earn on from that. Council member Milan stated but the rates that we are charging the citizens are such, that they are paying that debt. Aqua Representative stated correct. Council member Milan stated that since they are not paying that debt. Aqua Representative stated the debt becomes rate based and the value in the system. They would be paying it for that, not the debt per se. He thinks more importantly, what it is; we would not be incurring additional debt. It would be paying as we go with it and investing in the system.

Council member Milan inquired what would happen to the citizens' rates and what they are paying. Aqua Representative stated that our projections are showing that the rates are not going to increase as high as you are currently looking at doing with them. Council member Milan inquired how can you solve our water capacity. We are at 90 plus water capacity now. How would you be able to increase that for the Town? Mr. Parker stated that we have done a lot of due diligence here and looked at the reports and so forth. He stated that what we would like to do is come back with our full team, our engineering staff, and go through some of the finer details. If we go into a Closed Session, we can go into the rates and go into a lot more detail on some of these questions. He stated just from a high level view, we have a Capital Plan. It's contained in the proposal. You can look at it, and read it, and read it, and see it in there. And then we can provide additional detail as we dig into it. We are experts at greensand filters and well systems in Virginia. We are experts at making sure that the surface water plants are going to be optimized and churn out everything they can. We are going to approach those issues and resolve them. We have them in our Plan.

Council member Bertaut stated that he had a couple of questions too. How did you inventory the physical plant here in Purcellville? Mr. Parker stated that we use a couple different methodologies that we came up with our pricing and how we were going to handle that. It has to do with the financial review and the Capital Review, and looking at the assets and the regulatory reviews to be able to come up with some of the details that we have in our Plan. Am I being too vague? Council member Bertaut stated that he doesn't think that you are answering my question. How did you determine the average age of a section of pipe? How did you determine the value of the individual, physical plant components?

Mr. Parker stated that this is kind of multi-parts. Several are regulatory information and the due diligence. We got a chance to tour the facilities twice in the last couple of years as you were looking to find solutions to issues. There's information in your files and Engineering Reports, and with the regulatory agencies. In terms of each discreet section of pipe down to an individualized menu, or Engineering Study, he doesn't believe that has been done to that detailed level. That would be one of the steps as part of the Fair Market Value Process that we would eventually pay for as part of the process. It's just part of that process.

Council member Bertaut inquired what is your average rate of retention for employees in systems that you buy from municipalities. Mr. Parker stated in Virginia, right now for every system we have acquired, we have acquired the employees it's 100%. We have 3,000 employees in 10 states. People move around. That's one of the

great things about the employees. They can move up. They can go state to state to fill positions. They are not just focused on one utility. They are integrated into a larger operating team. They get to travel to other Wastewater Plants and get a lot of opportunities to grow. Generally, the utility employees, they stick around. The people that are in this business, they tend to stick to it.

Mr. Aulbach stated that he has 55 employees in Virginia, including himself and Cliff. This year he has had about four that have left service with Aqua Virginia. It's the normal flux rate within the utility industry. They move around. They come and go for other opportunities. It's just like any business enterprise that that happens with.

Council member Grewe stated that he has two questions. Loudoun County and our residents here had a less than joy filled history with the Virginia SCC being willing to hold the line on costs. He thinks the last Council Meeting Tip aptly put it the greed way rather than the green way regarding the SCC's willingness to restrain rates relative to users. This Plan, if he understands it correctly, would eliminate the Town of Purcellville from having oversight or accountability regarding rates and services. All of that would devolve to the VA SCC.

Aqua Representative stated that the Virginia State Corporation Commission has the ultimate authority to set our rates. He can ask and they set them. It's based on our Capital Investments. It's based on our expenses. It's based on our return on equity. It's based on the volume of use. It's based on citizen input. The State Corporation Commission holds an Evidentiary Hearing in Richmond as part of each rate case. In our 2017 rate case, they also had three or four local Evidentiary Hearings where citizens could come and speak and present their concerns with the projected rate increases. They could discuss the service quality. They could present information. They could present exhibits. We had State and local elected officials submit letters of concern to the State Corporation Commission. We had Board of Supervisor members come speak in their official capacity and as citizens at those. There is a wealth of opportunities for customers and local elected officials to be intimately involved in the process.

Council member Grewe stated that the design is specifically to that. The point that he is reaching for is to clarify, is the members of the VA SCC are not elected. They definitely are not elected by the residents of Purcellville. There's no direct legislative accountability in that regard. There's input and then they make a decision. That decision is binding one way or the other. There's nothing that "we" the Council, or the Town could do, other than make our opinion known admittedly having weight, to the SCC regarding those rates and proposals.

Aqua Representative stated for the most part that is correct. They are appointed by the Senate of Virginia he believes, who are elected officials, subject to recall if the citizens and members of the Commonwealth oppose their decision making (inaudible) that is a direct involvement arm with that.

Mr. Parker stated that if we were to do a project in Purcellville that was unwarranted and Council or citizens spoke out, we would lose the earnings on those assets, and if the service was not pleasant, it could impact our lease. The impacts to the company are quite significant.

Council member Grewe stated that the reason he is fielding the question is because he has a fair bit of concerns that if we go down this path, and he is not saying that we shouldn't, this is something that should be explored. He stated but we lose our direct control. That's one of the questions. His second question is kind of a follow-up to that. Let's say we do this. And let's say for some reason, a couple years down the road, we are like; "I really wish I hadn't done this deal." There is no undo option to something like this, correct? Hopefully, we wouldn't need to have an undo option. But there isn't one by design.

Mr. Parker stated that he would ask you to read our proposal, Volume 2 to address your question. It's three or four pages. It's the confidential section that addresses your question. Council member Grewe stated due to the nature of it being confidential and not being accepted that is not transmitted to Council. It is being held by Staff. He stated that he would love to. Since he has to see it in person and he is currently several states away, he can't do that. That being said, he will do it when he gets back in town. Mr. Parker stated that he is leaving 10 copies right

here with a digital copy. Aqua Representative stated that we are available to have a phone call, a Zoom conversation, or face-to-face conversation when you return too. Mr. Parker stated that we can meet one-on-one or two-on-two meetings, or do WebEx meetings after this. If you have questions tomorrow or next week, you say, "Hey guys, we want to talk to you." He knows you can't have a quorum. You can't get together. But if a couple of you say, "Hey, we want to get together and we want to bang you with some questions on the phone, or a conference call, we can set that up and continue this dialog as we go forward to sort of educate and make people feel comfortable even as you are reviewing the materials. That's no problem. That's part of what we do. He also has copies of the proposal to handout. He has some of his business cards here and another flier that he will leave behind for you.

Vice Mayor Williams was speaking but no one could hear her. Mayor Fraser thanked the presenters for their time. He has a series of questions, but it is 45 after. Thank you for coming. Thank you for being open. He stated that David has your contact information. We will get questions from the public. He will put together his questions also for answers. Thank you very much. He inquired the 10 copies; these are just for Town Council. Mr. Parker stated that it is 10 copies per your PPEA. He stated an original and nine copies per your PPEA requirement. Mayor Fraser stated that they go to each Council member. We have seven Council members. Mr. Parker stated that it is up to you how you want to handle your working group. He would suggest, yes. Don't be afraid to look at it.

b. (UPDATED 8/11/20 Site Selection Alternatives – Temporary/Permanent Police Headquarters (Josh Bennett, Moseley Architects) (Presentation is on file at the Clerk's Office)

Mayor Fraser stated that we will now move on to Presentation Item 7(b). The Site Selection Alternatives – Temporary/Permanent Police Headquarters. Josh Bennett of Moseley Architects.

Mr. Mekarski stated that this is the first Public Presentation that we are giving to the public relative to our quest for a possible new Police Headquarters Site for the Town of Purcellville. It also incorporates a search that we have been engaging in for a temporary Police Headquarters during the interim period before construction would begin. This process has been looked at in an exhaustive extent for the last two years. Mr. Mekarski stated starting with some work from John Anzivino, that our Interim Manager did in the transition when he first came aboard. We looked at over 30 different sites for possible Police Headquarters. We narrowed it down today through this two year analysis to four potential sites. He stated that Josh is going to outline those new sites. We also have done some Cost Benefit Analysis on the temporary sites we are looking at.

Mr. Mekarski stated that about a month ago, we only had the possibility of two, maybe three viable temporary sites. We were required essentially to exit our existing site in Lowers by February 2021. COVID has changed the office market radically. He stated that within the last week, we have been able to negotiate with Lowers to consider an extension of our lease in the current site, and the expansion of that lease, and some ancillary spaces right adjacent to the existing facility. The COVID situation has encouraged Lowers Group to move out 300 employees that were occupied in between the Lowers building and the Chapman building. They are going to a business model of running their employees offsite. Literally, in the last days, if not hours coming up to this, we have been scurrying revising some of the analysis that you see here today.

Police Chief Cynthia McAlister thanked the Mayor and Town Council for allowing us the time to talk about the temporary and the new police facility. You know that it is near and dear to her heart. (At this time, the Town Council watched a PowerPoint Presentation).

Chief McAlister stated that what we have here is a Minimum Force Staffing Level that was presented in FY20 Budget Workshops. It's an organizational chart that she feels, even in today's time is what we really need in the Town of Purcellville to give you quality law enforcement services, as well as effective community policing and engagement. Community policing and engagement is manpower intensive. These positions, she thinks are really minimal of what we need to properly police the Town.

Chief McAlister stated that she is going to show you some slides. Some of you have had the opportunity to come into our facility. She stated that some have not. She stated as far as any community members that are watching tonight, give them an idea of some of the downfalls and the poor conditions that we have, and some of the safety issues.

Chief McAlister stated that first of all, the facility is a rented facility. The parking that we have for patrol cars as well as officers' personal vehicles is unsecured. There is no stand-off distance from the building. There are clear sight lines into the building. It is both in the front lobby here as well as her office that you will see in the next slide coming up. This is the lobby. One thing that she wanted to discuss about the lobby, the glass right there that you see that protects our Administrative Assistant is not ballistic. It creates a big hazard for her. She definitely does have an Emergency Plan should anything go wrong. The lobby itself is very, very small. When we have conflicting parties come into the lobby, it can create a very adversarial situation, and then to put the officer in there, the door that you see on the right opens out into the lobby, which then takes up more space in the lobby. Another thing to note in our building, there is no public facility for a restroom.

Chief McAlister stated that this is the work space that the officers have. They have cubicles, but in these cubicles they store all their resource information, as well as case files. Some of their equipment has to go here. The storage is insufficient. We have many cardboard boxes on top of file cabinets. We have equipment in the hallways, which makes it sometimes nearly impossible. This is just showing the work space.

Chief McAlister stated that this is the men's locker room. Currently, right now we don't have enough locker space for all of the men that are working in the police station. You can only have probably two officers changing at the same time in the locker room.

Chief McAlister stated here we have an officer packaging evidence and there is no place really to package properly the evidence that we collect. In the top right you see the equipment that we need, the tape, the containers, and all that, but there is really no desk space. At the bottom, you see an officer using the floor space to sort out evidence he got from a case. Then, of course, trying to get it in the small evidence lockers can sometimes be a challenge. The ventilation in this room is not very good. You can definitely smell a lot of the drugs in the Property and Evidence Room, which is not good for anybody working in the facility.

Chief McAlister stated that this is just an interior picture of her office. It was a Chiropractor's Office she was told before we moved in. It is just a glass front door and window. When the sun does go down, you can see right into the office space.

Chief McAlister stated that this is our only conference room. It is upstairs in the building. There is only one stairway in and out. If something were to happen that would block that stairway, there is no way to egress out of the conference room. It is extremely small. The entire staff cannot fit in there. You can probably have about eight people in a meeting. That's a little tight as well. When we have briefings for the Fourth of July Parade, the Christmas Parade, or anything dealing where we have to have officers and deputies combined from Loudoun County as well as us, there is overflow and some of the staff members that are there to assist don't really even hear the whole briefing because they can't contain themselves in the same room.

Chief McAlister stated that this is our Interview and Interrogation Room which has no recording capabilities in it. There is one small window that you can watch from the outside of the room, so that you can have somebody watch anybody that's in there. It's a big liability. There's nothing in here that is child friendly. It's right outside the lobby which has no acoustic treatment in the room as well. She stated again, no restroom. If anybody needs the restroom, we have to walk them through the secure part of the building where the officers work space is.

Mr. Josh Bennett thanked the Mayor, and the Council for having us tonight. Thank you for contracting with our services to provide space needs assessments and site test fits for the eventual permanent Police Headquarters. He stated recognizing some of the space deficiencies that the Chief noted, Moseley Architects engaged in preparing

the document that you can see on the screen, which is a Space Needs Document that indicates each of the spaces in the building and quantifies them objectively in terms of their overall size, so that we can determine how much space the police department actually needs.

Mr. Bennett stated that these numbers in front of you were not generated out of thin air. We engaged in a process where we send a questionnaire to the Chief and her staff, and then interviewed her based on the results of that questionnaire to arrive at an objective numerical value. So, based on this, the current staffing levels, you will see 24 indicated there. The Chief indicated 32 staff members currently. That includes eight officers who do not have desks in the building. The 24 number that you see indicated is for people in the building. There are facilities in the building for those eight officers. However, they are not counted towards the number of people in the building based on this document.

Mr. Bennett stated that as you can see, we've got about 12,000 square feet of need. We took that document, and based on the proper adjacencies, the sizes of spaces indicated, we prepared a Conceptual Floor Plan. This Plan is intended to give a general idea of how this police station should function to serve the needs of the Town of Purcellville.

Mr. Bennett stated that we then took that Plan, and looked at three sites around Town: The Alder School Road Site; the West Main Street site; and the Hirst Road, or the Stupar site. We took that Floor Plan, and based on the site operation, and the building operation, we came up with what we call a "Test Fit." If you were to put this building on the Alder School Road site, what would it look like? How would it function? As you can see, the site has a fair amount of room. We have a good setback of the building from the front parking lot that we don't have at the current facility. There is, however, only one entrance and exit to the site, which is not as desirable as it could be for a police station.

Mr. Bennett stated in looking at the Stupar site, we do have two entrances and exits from the site. They are somewhat close together, but they do have a remoteness that provides good security features. We do have some setback from the front parking lot. And we are able to accommodate all the secure parking.

Mr. Bennett stated finally, on the West Main Street site, this site does not afford us as much setback from the front parking lot to the building as we would like to see. It does accommodate all of the needs, and has two remote entrances and exits from the site.

Mr. Bennett stated based on that, we prepared a Total Project Budget. This is a Budget. This is not an estimate. We have not carried the project to the point to where we are selecting finishes and colors. We don't know exactly how many doors are going to be in the building. This is based on our experience generally what we think this project could cost. We are looking at the hard costs which are the construction costs at the top. And then we have broken out several of what we call the "Soft Costs," at the bottom. He stated things like appliances. Things like signage, Voice and Data Systems, AV Systems, Architectural and Engineering Fees. We established a contingency for any design and construction overages to insulate you from anything that we might find, be it bad soils on the site, or any changes that we may want to make as we move through design. We established a Total Project Budget of roughly \$6.35 million all in. That does include approximately \$580,000.00 of contingency. He stated with that, we took that number and we gave that number to Davenport, who then began an analysis of the actual financing costs associated with the project, and how that compares to any of the temporary facility costs that the Town may incur.

Mr. Bennett stated that the next slide is for Davenport. Are they on the line? Mr. Mekarski inquired whether or not Davenport is on the line tonight. He stated that he doesn't hear any response. Mr. Mekarski briefly went through this portion of the slide. The permanent (inaudible) at the police station. Their estimates are based on a project cost of \$6.5 million. That's rounded and assumes 20 year financing. Obviously, this could be financed for a longer term, such as 30 years. He stated a 20 year rate maximizes and captures probably the lowest interest rate that is currently afforded on the market. The estimates are based on estimated current market interest rate. He stated the current market rate plus 1%, and the current market rate plus 2%. As you know, in the financing of the

sanitary sewer debt through direct financing through 10 competitive banks, we were able to finance a much larger amount between 1.4% and 1.5%. We are not taking that lower estimate. We are basing it on a base of 2%.

Mr. Mekarski stated that the temporary police station, it was very difficult to have us estimate the cost. We wanted to create a chart to compare apples and apples. We've given our estimates based on a number of lease options. It's one of the things we can't really lock down until the Council gives us some directive of whether they want us to lease short-term, mid-term, or long-term. It's all dependent on when we would argue to go forward and actually build a permanent Police Headquarters. That long-term interest rate in this model is fixed at a 20 year rate. Davenport just wanted to emphasize to the Town Council members that we are at a 60 year low for interest rates. Since 2018, pre-COVID-19, inflation increases in the Consumer Price Index causing the police station costs to increase on an average of 4.5% to 5% per year, or roughly 10% over two years compounded. The argument that Davenport is making is the longer we wait and lease a temporary facility, our costs will go up by approximately 10% over two years compounded.

Mr. Mekarski stated that since the onset of COVID-19, the estimated construction costs decreased by roughly the same amount. Note that the \$6.5 million cost estimate of 2020 was provided by Moseley taking into consideration the factors above. That's exactly what we are experiencing in the rental market, where the rents were at the peak, he thinks, pre-COVID. We are seeing some measure of depression in the office market, which is opening the door for new opportunities that we didn't have for a temporary Police Headquarters.

Mr. Mekarski stated that the next chart that they outline is on the Tax Exempt Interest Rate. It's a chart that Davenport put together showing the 20 year Bond index since 2000. And the 20 year Bond index since November of 2016. You can see the curve going extremely down. The lowest it has been in a 60 year period.

Mr. Mekarski stated that the permanent police station payment estimates, what you see on the next slide are the project cost. The estimated current market interest rate, and that's for current population, of \$6.5 million, the total cost. They are showing you the estimated current market rate plus 1%. Again, in case interest rates do go up from 2% to 3%, and to 4%. The first column is what we anticipate is 2%. It could be less. The other two are just one basis point each for the second and third column. So, let's look at the first column. He stated \$6.5 million. He stated interest rate 2%. Finance term, 20 years. Your annual payment amount is \$400,000.00. He stated total payments over financing term, approximately \$8 million.

Mr. Mekarski stated that we looked at three temporary police station locations. This was recently advised as of today, because the Lowers opportunity literally came to us late last week. What you see on this chart is comparing the Lowers Group, temporary police station. It assumes getting additional space that Lowers is now offering. He stated moving their existing facility from 4,300 square feet to approximately 7,400 square feet. That 7,400 consist of the 4,300 that they currently have, plus an additional 1,300 that just became available last week. The approximate annual rent for that combined space of 7,400 square feet is \$192,400.00. The annual build-out cost, he is going to ask Moseley to expound on this. The annual build-out cost was very hard to estimate. If we are going to be there for a short period of time, and Moseley believes we can construct a new Police Headquarters within a three year period, we would recommend bare boning the build-out cost, and sticking it out in the existing facility without throwing a lot of additional cash in there. There are safety and security issues that could open up and expose the Town to liability. He wouldn't argue there would be zero. He stated the Interrogation Room, the Armory, the Evidence Room, and not even having a good area for holding children when there is an interrogation going on, would be minimal improvements that would take place if we were to stay for a three year period. Mr. Mekarski stated that what Moseley has done is stagger that. At three years we would do an annual build-out cost of about \$100,000.00, not exceeding \$300,000.00. As we go up the scale, for five years, it would be \$100,000.00 annually or \$500,000.00. He stated that for seven years it would be \$100,000.00 annually or \$700,000.00. He stated that for 10 years it would be \$100,000.00 annually or \$1,000,000.00 build-out. Even a \$1,000,000.00 build-out at year 10 does not give you the same kind of building as a new Police Headquarters. He was wondering if Josh could emphasize that point. What we are ultimately doing here is comparing our rental cost

with our amortization cost of a new building. Can you elaborate on why we have scaled it to \$100,000.00 per year every year, and how that last 10 year period compares or not compares with a new building?

Mr. Bennett stated that the longer the police stay in that one location, the more amenities they are likely going to require. It just means the less time they can make do with what they have. If they have a long-term solution in place, we will likely want to build that out to a higher level of quality that will stand up to the daily abuses that a police department puts on to a facility. If we know they are going to move out in three years, using regular drywall in corridors, and keeping corridors narrow is reasonable, because we are going to beat the drywall up, and we are going to move out and it will likely be deteriorated by then. He stated think of this. A police station is typically open 24 hours a day. There is going to be somebody in and out of there. It is going to be subject to rugged use. It will be subject to three times the normal amount of wear and tear of a normal building. In three years we say we are going to use standard finishes. We can build-out a reasonable police station for about \$300,000.00. What we spend that on will be up to the Town, in concert with the Chief, and recommendations that we have. He stated certainly to build the safety items first. He stated building the Interview Rooms, putting in the bullet resistant glazing. He stated putting in the right armory and good evidence storage. From that, we would then add other features to the building the longer we were going to stay there. The longer you are going to stay there, the bigger of an investment you can make because you are going to have to live with those choices for a longer amount of time. These are Budget numbers. These are not estimates. They are not based on specifically saying, "Here's what we are going to do." This is saying this is reasonable for giving us a path forward.

Mr. Mekarski stated that the point for this exercise in looking at the Lowers Group, and we did it for our other alternative sites we are looking at, if you look at that last column of 10 year rental, our current payment in the Lowers building is about \$110,000.00. We are increasing that rent to \$292,000.00 close to \$300,000.00. He stated compare that with the 20 year amortization cost of a new building which is \$400,000.00. In the scenario on the left, the temporary building, you are essentially not building an asset or an investment for the Town taxpayers. You are giving it to another entrepreneur who obviously owns that building. Take a look at the total payments when you consider that minimal build-out of \$100,000.00 a year, multiply that by two for 20 years, you are going to be spending almost \$6,000,000.00 versus what a new building would cost with interest at \$8,000,000.00 and you have a long-term investment. Obviously, you are going to be able to have a life in that building way beyond amortization. You are going to have that not for 20 years, not for 30, not for 40, but probably 60 or more.

Mr. Mekarski stated that the last column is again, the cost of a permanent police station. That is not just based on 7,400. It is based on 12,000 square foot. It's a professional, secure, safe space to operate a professional police department. You are only increasing your yearly cost by \$100,000.00. If you double up your 10 year rate of \$3,000,000.00, it is only \$2,000,000.00 more.

Mr. Mekarski stated now the same analysis if you go on to the Pickwick building. The Pickwick building is an old medical facility off of Pickwick Drive. It's really not a Class "A" office building. The Pickwick building is essentially a metal frame, butler building. It has rigid insulation. It's stucco. He inquired of Mr. Bennett how he would describe that building to give more of a picture of the Pickwick building.

Mr. Bennett stated that it is very economical, but not as secure as we would like to see for a facility of this type. The investment that the Town would make right off the bat would be focused more on providing exterior security to the building, for the building, to shore that up, and less about what amenity we can provide inside the building for functionality. Mr. Mekarski stated that we have it for a maximum rental period for up to 10 years. Could you actually even consider that for a purchase and making that the permanent building? Does it even meet the Loudoun County Building Code for Police Headquarters? Could you advise the Council on the Code, and how that is different than some of these other buildings we are looking at?

Mr. Bennett stated in terms of the Building Code itself, it is a Business Use. There would be no change of use occupancy going into it. It does have a significant number of limitations that in our analysis have indicated it may

be worth considering tearing down and rebuilding, as being more economical in the long run. It would give you a better functioning building that is purpose built for the police that can be expanded in the future. He stated unlike the current building, which as a pre-engineered metal building has structural limitations in terms of what we can put inside of it, and how much improvement we can actually do. Its internal organization is better suited towards its previous life than it is to a law enforcement activity.

Mr. Mekarski stated that he should note, keep in mind that the police facility not only houses the police day-to-day business. Our police facility is utilized as our local Emergency Control Center for winter storm conditions, tornadoes, and floods. The Pickwick building, for instance, wouldn't even meet those storm conditions for EOC operations. This is much like the Lowers building. It shows for a three year rental, the Town would essentially be conveying close to \$900,000.00, \$885,000.00. That's rent and minimal build-out, five year, \$1.5 million. Rent and minimal build-out, seven year, \$2.1 million. At 10 year, \$3,000,000.00 rent and minimal build-out. Again, double those up you've got \$6,000,000.00 for 20 years, where for 20 years you could finance a brand new building at essentially \$100,000.00 more for \$8,000,000.00.

Mr. Mekarski stated Dragon Hops is much the same situation. The rents are relatively the same. We haven't finalized any three of these sites in negotiations on the lease rate. The lease rate is based on base rent, plus triple net which is common area maintenance, insurance, and taxes. That's been averaging plus or minus \$26.00 total. The base rents vary from \$20.00 to \$24.00. When you add those three components they are averaging about \$26.00. He stated for comparative purposes on this analysis we used \$26.00. He stated Dragon Hops, the one consideration about Dragon Hops that we were concerned about, while that was the former Town Hall, and it's in a perfect location, central location for the Town. It is near Town Hall. It does take that building out of commerce for a future commercial restaurant, retail opportunity. Nonetheless, you can look at the cost for three years rent and minimal renovations, \$910,000.00. Five year rent and minimal renovations, \$1.5 million. Seven year rent and minimal renovations, \$2.1 million. The same 10 year rent and minimal renovations, \$3.0 million. He stated compared to the \$8,000,000.00, it's about an equal analysis.

Mr. Mekarski stated what Davenport wanted to emphasize that the cost for the permanent police station is currently estimated at \$6.5 million. The Town could finance the \$6.5 million, a permanent police station over 20 years with an estimated annual payment of approximately \$400,000.00, \$500,000.00. That variance is based on that additional basis point going up from two, to three, to four. If the Town were to increase the temporary police station for 10 years, the Town would pay approximately \$2.9 million to \$3.0 million. The build-out cost over 10 years would still need to find a permanent police station at the end of that term. Assuming an annual inflation factor of 4% per year, the current \$6.5 million project cost could increase to approximately \$9.6 million after 10 years. That's changing the \$6.5 million building to a \$9.6 million building and then losing the lowest interest rates that we have ever seen for 60 years, which right now represents a \$2 million savings from when Davenport first estimated these costs to the Town Council in 2018 at your Strategic Planning Session.

Mr. Mekarski stated that the last point they would like to make is assuming a \$9.6 million project cost and a 4% interest rate, 20 year financing for the permanent police station would have an annual rate of \$710,000.00 and a total payment of \$14.2 million over the life of the financing.

Mr. Mekarski stated that we can rent, but renting does incur costs. It incurs costs to somebody else's investment not our own. After the rental period, we may not experience the same interest rates, and the CPI cost changes are approximate costs from \$400,000.00 to \$500,000.00 to \$710,000.00. Instead of \$6.5 million, it changes it to \$14.2 million. He thinks the argument that Davenport is asking the Council to consider is if we have to rent at all, let's rent for a short-term facility, let's do minimal improvements to the Lowers building, and let's start to take advantage of the existing interest rate and the lower cost of construction. Mr. Mekarski stated that Josh has an anticipated schedule and some other points to close out.

Mr. Bennett stated the Architectural Design Process typically consists of three design phases: "Schematic Design, Design Development," and "Construction Documents," each with varying levels of detail added to the Project

Design. We would contract with a professional cost estimator so that at the conclusion of each of those phases we are getting Budget updates to present to the Town, so we are keeping our finger on the pulse of that cost and making sure that we stay within whatever Budget it is that the Town sets for this project. We can complete these phases in four weeks for Schematics. He stated six for Design Development, and eight for Construction Documents. That is a fairly aggressive schedule. We can move faster or slower depending on how the Town feels. Then Permitting and Bidding would take approximately six weeks. Then we would have an Award Period of about four weeks where that formal Construction Bid would be brought before Council, and Council would decide whether or not to proceed. Then we estimate construction for a project of this size to be about 12 months, for a total of a 19 month schedule. Concurrent with that is our Site Plan Schedule. We've done this many times before. We are teamed with Timmons Group for this portion of the work. All that timeline still works out with this aggressive Design Schedule. So everything would complete at the same time and we would be able to go to bed with all of our Permits in hand.

Mr. Bennett stated as we've discussed, we have looked at temporary facility locations. The one location on this list is the Pullen House location. The reason it was not discussed is because the use of the Pullen House would require the demolition of an existing structure. He stated construction of trailers to serve as a temporary police station, as well as potentially some exterior improvements like a facade to make it blend in with the neighborhood that would add to its cost.

Mr. Bennett stated as part of the temporary facility assessment, Moseley Architects has contracted with the Town to provide reports on the Pickwick building and on the former Dragon Hops building. These reports document what each of these facilities has in them currently, in terms of systems and their feasibility for reuse. What would be the minimum things that we would need to improve to reuse those facilities and those have been provided to the Town.

Mr. Bennett stated how do we go about understanding reusing these facilities, or moving into one of these facilities. How do we objectively gauge them against each other? He stated that in working with Mr. Mekarski and the Chief, we developed this list of "Assessment Criteria." We took each and every one of these criteria and their sub-criteria, and we assigned them a score. We generated the next graph. This is a lot to take in at once. It's a lot of numbers. We took each of those criteria, "Access, Visibility, Viability, Cost to Implement, Operational Accommodation, Distance from Downtown, and Overall Building Security." We then weighed each of those criteria. The Visibility of the building is maybe not as important as the Overall Security of the Building. When we gave the Visibility a score, it had a weight of one. Security had a weight of 10. That way, everything isn't equal. Then we took each of those criteria and we added them up. The larger number here, the closer we are to 10, the better. We tallied it up. According to this document, the Dragon Hops building rose to the top. That was largely due to its existing construction. He stated being a masonry building as Mr. Mekarski alluded to, it does have some advantages. That type of facility is easier to reinforce for security purposes. The site on it has two ways in and out of it. It has good circulation. It's located right in the middle of downtown. It is pretty much an empty shell. We can go in and do a lot of creative things to it to make it viable for the short-term without building a lot of walls. In the longer term, it may become more difficult to try to envision that as an actual police station.

Mr. Bennett stated with that, following close behind it obviously, is the Lowers Group, the Pickwick building, and the Pullen House was right there as well. The challenge with the Pullen House is if we end up with the trailers leftover at the end, what do we do with them? Pullen House really had some challenges in terms of parking as well. It would be difficult to get the amount of parking on that site that we would need. This is the last slide in the presentation. He knows it is a lot to take in at once. We did want to share with you the objective evaluation that we have provided. Mr. Bennett stated that he will take any questions that the Council may have.

Council member Milan inquired did your cost include the purchase of the land for new construction. Mr. Bennett stated great question. It did not. The schedule did not include time to procure the land. The Budget did not include the cost to procure the land. Council member Milan stated so it would actually be more than the \$6.5 million. Mr.

Bennett stated that it would if you do not currently own any of those properties, or have an option on them that is proffer or something like that.

Mr. Mekarski stated for Council member Milan, a rough estimate, commercial land in the Town has been going plus or minus about \$100,000.00 an acre. You could probably put this building on a three acre site. We would recommend a five acre site for any possibility of future expansion, if necessary.

Council member Stinnette stated that his question for David is the decision or the input that you need from the Town Council, preferably sooner rather than later, is what time horizon are we working to. Mr. Mekarski stated right. Council member Stinnette stated that as he understands it there is a three year proposal, a five year proposal, a seven year proposal, and a 10 year proposal. Is that correct? Mr. Mekarski stated correct. Council member Stinnette stated ultimately, you would be doing the dance of joy if you walked out of this meeting this evening and you had a planning horizon to work towards. Mr. Mekarski stated that would be a big step forward and we could finalize negotiations.

Council member Stinnette stated that now he wanted to pivot to something that Stan brought up. He thinks it is a fair point. If we use a three year time horizon, we are already behind the power curve. We have to acquire or get agreements to the land and get that all squared away. So chances are that a three year time horizon is probably best characterized as overly aggressive, and more likely we are already behind the critical path for getting into a new building three years from now. Mr. Mekarski stated that is probably fair. He stated that Josh could probably give a better estimate. Council member Stinnette stated hang with me here.

Ms. Hankins stated that is correct except, the one exception would be the County land that was offered to us. That could be acted on fairly quickly. Council member Stinnette stated all right. Let's just characterize it as three years is aggressive. He would probably say that given experience on that, yours, and everybody else's collective, we are probably behind the power curve on a critical path. Nonetheless, he will grant you it is aggressive. He stated that a five year time horizon is probably more conservative, and certainly less aggressive, and probably executable given all the other dimensions. That also means that we have got to start our critical path pretty much now. Whereas, a seven year time horizon allows us to kind of think about this, breathe, wind our watches for two years before we have to begin a critical path. He stated that what he is looking for is how would you characterize those four or five timeline options in terms of executability.

Mr. Mekarski stated that he would agree with you that the three year is extremely aggressive. He thinks the public would appreciate the very collaborative process with site location and design considerations. That generally, can add a good six months to a year to it. Obviously, the construction of the permitting, we feel very confident that Moseley with their experience in doing buildings of this nature all throughout the country and Virginia, and worked with Loudoun County, they could crank this out in three years. He thinks the delay is two-fold: Citizen participation which is very important. And whatever kind of discussions we can do on land development, although, as Sally had indicated, at least two of the potential sites are unencumbered and could turnover relatively quickly. Probably the largest negotiations, and probably the most cost, might be associated with the Stupar site. He stated now seven years, the difference between five years and seven years adds about another \$600,000.00 to cost, because you are adding for five years the total of \$1.5 million. The seven year cost is \$2.1 million. They are all pretty much \$2.1 million for the three alternatives. That's a \$600,000.00 delta. That's certainly better than 10 years. He can see where you are going. That is certainly palatable. He stated and any three of the options would be open for a seven year term.

Council member Stinnette stated that he is not really going anywhere. Basically, where he is really trying to make sure that we understand as a body is your critical path for three years begins today. Would you agree with that statement?

Mr. Mekarski stated correct. Council member Stinnette inquired when does your critical path for five years begin. Mr. Mekarski stated probably within a year to lock down the site selection and begin the citizen participation

process. Council member Stinnette stated and your critical path for seven years would begin in three years or so. Mr. Mekarski stated probably two years. Council member Stinnette stated okay got it. That's what he really wanted to make sure that everybody understood is each option has a critical path associated with it, and when does that critical path in essence begin. Mr. Mekarski stated that this is something that we would have to talk to Davenport on. Obviously, the time to borrow money is not three years from now, five years from now, or seven years from now. It really is now. Obviously, you cannot borrow \$6.4 million and invest it and create an arbitrage. He stated but there may be a vehicle to go out and Bond for the potential project, and Bond for the full amount now at the lower interest rate. And while we might be incurring debt service, as long as we are investing at a rate lower than what the Bond rate is, we wouldn't be in an arbitrage situation. And then concurrently, as we are going through various stages with the citizens, we could release contracts out with Moseley for various components. We may not start the construction, if the construction does take three years, and we are shooting on a seven year horizon, we may not start construction for a few years out. We could begin a lot of the citizen participation, locking down the land, architectural analysis, and looking at design build options. It was very hard for him to even consider any rental arrangement above three years, when he kept looking at what the holding costs would be. When Davenport said, "David, when we started this two years ago, in the Strategic Session, that same \$8 million building at that time was at an interest rate of 4%." The debt service was like \$550,000.00. Now, that \$8 million building because of lower construction costs is \$6.4 million. Just on the interest alone from \$4 million to \$2 million, you are saving \$2 million. So we got a double header. Construction costs are down and interest rates are down. That's \$2 million of the taxpayers' dollars. When you compound that over seven years, we would have to have that new chart looked at by Davenport but they are estimating a CPI at 4% per year on the holding costs, which increases that \$6.5 million again. He could redo these numbers at seven years. He stated five and seven and you could look at them on a spreadsheet to be able to look at some analysis. He understands where you are going. It is hard, as your Manager, to justify a long-term lease that requires a sizeable amount of Capital Improvements and cash from the taxpayers that doesn't even get you to par with a new building, and then incurring holding costs and interest rates. So, the shorter the better, he guesses his argument is.

Mayor Fraser stated so David, you just made a statement that the time to borrow is now, right? Mr. Mekarski stated yes. Mayor Fraser inquired what does he say to the taxpayer that says, "David is the Town Manager. He is not a financial expert." How do you know the time to borrow is now? Mr. Mekarski stated that this is prepared by Davenport. He didn't do the financial analysis on this. We can bring in Davenport to really drill down on this. He wouldn't quote or take his representation on it. He would depend on making a decision on construction costs with Josh Bennett from Moseley, and he would bring in Davenport to have them really drill down on these numbers.

Mayor Fraser stated that statement was from Davenport, not David. Mr. Mekarski stated correct. He stated that all the slides that he was reading were prepared by Mr. Griffin from Davenport under the counsel of David Rose and Kyle Laux. Mayor Fraser stated fair enough. Thank you.

Council member Milan stated that what he is hearing from David is that the critical path is now. Mr. Mekarski stated yes. Council member Milan stated not three years from now or five years from now. Mr. Mekarski stated that it is a pretty good bet it is now at least to lock in some financing strategy, begin some of the preliminary analysis, lockdown the land. He does admit that three years is ambitious. He knows this community wants to get involved in the design process, and the location process and weigh-in, and that's critically important. You can't do this

without citizen input. Council member Milan inquired whether or not there are any Grants that could be applied to the cost that we can apply for. Mr. Mekarski stated that he is going to defer first to Josh, because he has had some experience all around the country with brick and mortar, and Justice Departments opportunities. Have you had any Grant opportunities from the Federal Government or State Government for any of the buildings that you've done? Maybe you can mention how many police facilities that your company has actually built.

Mr. Bennett stated that we have worked on over five dozen public safety facilities up and down the East Coast. We are doing several in North Carolina right now. They utilize USDA Grants for a lot of their funding. They don't have it quite as good as we've got it in Virginia when it comes to getting ahold of money. We can get

money from these Bonds as Davenport has indicated for the same price as we are able to get it in the form of Grants in North Carolina. We are very fortunate in that respect. There are occasionally Grants for specific pieces of a building. If we have E911 or Dispatch components as part of this facility, there is the possibility we could get a Grant to pay for a portion of the generator. In our experience, it does take a good amount of time to go out and get those Grants. If you don't have an experienced Grant Writer pursuing those, and tracking those, it can get quite costly. He stated that while you may get a \$50,000.00 Grant to put a generator on your building, you may spend \$20,000.00 in staff expenses going after it.

Council member Milan inquired have you considered energy efficient aspects for the building to offset the cost, and also get Grants from the government for those type projects. Mr. Bennett stated that Moseley Architects has more LEED facilities and certainly more LEED public safety facilities than any other architect out there right now. We've championed the design of green facilities with the lowest increase in capital costs. Right now, we can achieve a LEED Silver, LEED, which is of course the Leadership in Energy and Environmental Design. We can achieve a LEED Silver Rating with about a 2% cost increase in construction costs. We can achieve LEED Certified with no increase in costs. We are very adept at managing those costs. Currently, there are no incentives or initiatives that are not related to tax breaks. Many of the tax breaks that were available to private consumers have gone away. Their roadmap to procure some of those tax breaks for a locality is long and arduous. The breakeven point is somewhere around \$500,000.00 worth of tax incentives. On a project of this size we would not qualify for. You essentially have to get a third party to procure the tax break for you to take advantage of it as a locality. Unfortunately, for sustainability it is more about operating costs and durability for the Town, than it is saving money and getting Grants.

Council member Milan stated that he toured the police facility. He was concerned about the safety of the officers, and the safety of the citizens that have to come there. It's not adequate for what we are trying to do here in Purcellville.

Council member Bertaut stated throughout this analysis it appears that a lease extension was simply off the table as a possibility. It is now back on the table. He would agree that the current facility is inadequate. He stated but to what extent is a short-term lease with minimum build-out comparable to lease extension on the existing facility as an option.

Mr. Bennett stated that he wanted to make sure that he understands you. You are asking should we do a lease extension, or should we do a lease extension with renovation? Is that what he is understanding? Council member Bertaut stated a lease extension with some renovation, versus a short-term lease with minimum build-out somewhere else. Mr. Bennett stated that there are advantages, he thinks, to both. If you do a build-out somewhere else and we move there, there is less long-term disruption during the build-out to the police department. However, there is the overall disruption of moving. He doesn't think on a short-term lease, three or five years, there would be a considerable increase in your overall security or functionality of the space. He thinks if we got into a seven or 10 year lease, and we went and did a build-out somewhere else as opposed to a build-out where we are, he thinks then you would begin to realize the improvements and efficiency. As he is sure you are aware, renovating a space has its limitations because we have to keep the police operational and renovate their space. We may not be able to achieve an ideal situation long-term in Lowers, as opposed to some of the other locations. Does that answer your question, sir?

Council member Bertaut stated that it does. He has a second one, but it is not for you. Council member Bertaut inquired of Chief McAlister that he has seen the Minimum Acceptable Staffing Level that you put together. Was this the same staffing level that was used in order to develop the square footage requirements for the permanent facility?

Chief McAlister stated that we used this organizational chart with these positions in it. A couple extra things that we might add is a "Crime Scene Processing Room," which might require one other person or you cross train an officer to do that. As far as the actual bodies of people, it was set on this. One of the things that we talked about with the building, is to have it in such a location that if you did expand in the future, 30 years, 40 years out,

because when you build a building that's what you are really looking for is 20, 30, 40 years out, that you have it on enough property that if you had to expand the physical structure of the building you could bump out a back wall and do so. She wanted to go back to his first question if he doesn't mind. As far as renovating the space, the space that we are in now we have expanded twice since we have been there in 2005. We are very, very resourceful, law enforcement. We even thought what if we knew we could get on that fast-track for three years, could we really stay in the 4300 square feet we have now. She wants to take you back to the fact that our Interview and Interrogation Room is not adequate. Our lobby is not adequate. The ballistic treatment in the front lobby is not adequate. There's nowhere to push it out to make it just a little bit bigger. Wherever we go in the next three years or five years, in the next three, we are still going to have to have a little bit more space somewhere.

Council member Bertaut stated okay, final question. He thinks that you would get a lot of consensus from citizens on the need for additional patrol officers. There aren't enough to have a true, full schedule. His question is, in order to go from 12 patrol officers to 16, why do we need to nearly double the staff, including adding four School Resource Officers for County Schools, two detectives for the safest Town in Virginia, and so on.

Chief McAlister stated that as far as the patrol officers, they increase because of the training and the time off, sick leave, any reason an officer would be off. The whole idea of having at least four on a squad, or even the minimum of three, is so that you could have one off and one in training is how you look at it. She stated the idea of having every officer to have a backup officer when the critical call comes in, or even a backup for a traffic stop. What we have now in staffing we can't even come close to doing that. Adding the School Resource Officer is just something more of an enhancement. Do we need all of them? We don't. It's something that she thinks we look at down the road and say, "Is that something that we want to take in?" She stated that she thinks for us to have a Resource Officer in Blue Ridge Middle School and Loudoun Valley High School are important to us, because the kids in the Town of Purcellville normally go to those schools. Emerick will not put School Resource Officers in Elementary Schools at this point. The kids that go to Woodgrove are mainly from the County. Is it helpful to have School Resource Officers? She stated just building the relationships for law enforcement to the kids in school, she thinks is critical. Also, having that involvement with the kids and the school staff for when critical incidents happen in the schools. Council member Bertaut thanked Chief McAlister.

Council member Grewe stated a couple of things. First of all, David, he didn't see this package until we got here tonight. You sent it out to Council one, and then two, could it be amended into the agenda for people to see afterwards if they want to go back and dig this up. Would that be too hard? Mr. Mekarski stated that would be no difficulty whatsoever. We can forward it to the Council. We can include it on the Web. And we can come back and take a deeper dive after we conclude this presentation. Council member Grewe stated great. He appreciates the effort of the Town to put this together, particularly with the last minute changes you were talking about. The deadline comes for Council and we are still getting our data at the same time. He gets that. If that could be made available, both as part of record, and for people to be able to see, he thinks it would be helpful. Particularly, since this is the first time we have made this public.

Council member Grewe stated that he is glad to see kind of a general agreement as far as the concerns regarding the facility. He concurs with that. He thinks that sooner is better. He thinks that Council member Milan is quite correct regarding the inadequacies of the facility, he does think Council member Bertaut makes a good point about scalability particularly regarding School Resource Officers. That's not now. That's later. It is something that we might want to be considering at some point, and when we build we build forward. He thinks you know where we go from there. Council member Grewe stated that this goes back to something that David mentioned earlier and Tip was mentioning earlier. If we take that aggressive stance regarding that three to five year range, but we say we do want to include that citizen engagement and input. He thinks that is really important. He thinks that there are going to be a lot of people with opinions on it. He stated just regarding the Policing Advisory Committee we have talked and there has been a lot of discussion on it. He is sure they are going to want to have a very active weighing in to the process. Council member Grewe stated to David that he said that takes six months to a year in addition to the timeframe. Is that a correct remembrance of what you said? Mr. Mekarski stated that is

his estimate just based on the public involvement of Purcellville. He knows Josh has conducted a lot of public involvement and can probably give an estimate of what he has done for other clients like Front Royal.

Mr. Bennett stated that we do have the opportunity to run some of that public engagement concurrent with the design process. Certainly, we want to advance the design sufficiently so that the public has things to react to. What we would want to do with the Town is sit down and establish what items do we want public input on? He stated do that early. We can work that into our Design Schedule so that we can save on time in the long run. The longer things sit out there, the more we tend to hem and haw about it. We all do it in our personal lives. We all do it here. It is better if we make decisions and move steadily forward. Council member Grewe stated that is all the questions and comments he has. He thanked Mr. Bennett.

Mayor Fraser inquired whether or not Vice Mayor Williams had any comments or questions. Council member Grewe stated that she made a comment in chat that she didn't have any further questions. He doesn't know if her mic is up and running yet or not. Council member Greenly stated that he didn't have any questions.

Mayor Fraser stated thanks for this presentation. He stated David, relative to next step; we weren't here today to make a decision tonight. Mr. Mekarski stated no, no. Mayor Fraser stated and we understand that. He inquired of Mr. Mekarski in light of all the comments that you were provided and the questions tonight, let us know which critical path you would like us to proceed with, and when you would like us to meet and have a discussion so we can come to a decision on what we need to move forward with.

Mr. Mekarski stated okay. He stated that he can offer just some closing comments that get to that question, and we can refine it with the team. If he had to pick a sweet spot tonight, he would say, let's shoot for a horizon in five years. As a first step, he would bring in Davenport and see what is a mechanism that we can lock in at a lower interest rate. Even if we have to incur debt payments and not get ourselves in an arbitrage situation. If we can get 1.4%, 1.5% all the way up to 2% that's a \$2,000,000.00 savings right off the bat. In terms of temporary space, now that as of last week we have the Lowers opportunity, the safest bet is to take from 4,300 square feet, expand it to what they are offering at 7,200. The two new spaces are brand new. It comes with complete cubicles, and wall hangings, carpeting, and lighting. You could move the entire department into that smaller space and go in and just do minimum improvements for the safety of the officers and the accommodation of individuals that have to be interrogated, and those that are waiting. That whole space becomes vacant. They make a better waiting room. They do a proper Interrogation Room. A waiting area for those that are associated with those being interrogated, but separate. Secure your drywall/plywood armory to something that is a real armory. Expand the Evidence Room, and Processing Area. The rest of the space have it open as a squad area. Then you open the wall up and you have a good temporary space that may not meet the full parameter of a new building, but it at least is going to get us out of that liability issue. It's going to get us out of that safety issue. We can live in that 7,500 for that five year period. In two years that is plenty of time for both customer service and a lot of the design process. Then we can start construction at the end of the second year and we could take occupancy at the end of the five year lease.

Mayor Fraser stated that we will look for your action, David. Mr. Mekarski stated that he would say Davenport would be our next stop. We could have a roll up Work Session. We might schedule that on a separate night just solely on that matter. Mayor Fraser stated okay, perfect. He stated that the Town Council just got the presentation today. If you have any other questions shoot it to David.

Council member Milan inquired would the build-out you stated for the fifth and seventh year, the closer you get to completing a new facility could you defer from increasing the capacity at the three year point, and the five year point, if we know we are going to get into a new building. The Chief already stated that they can tough it out during that timeframe. That would defer that cost for the fifth year along the way. He is talking about the temporary space. Mr. Mekarski stated so scale up and then scale down. Chief McAlister stated that we are in 4300 square feet right now. The lower level of Lowers is 1900 square feet. The upper level is 1200 more square feet. She would say if we were going to expedite the time scale, we just

bump out to the lower level and not take the 1200 upstairs. That will give us the opportunity to make the Interview and Interrogation Room proper and make the lobby the size it should be. She stated make a hallway or however so that we have a public bathroom where people can come in and then they are not going into the secure area. Those are the critical things and the armory as he mentioned. That would save costs too because we are not taking the extra 1200. Council member Milan stated that answered his question.

c. 32nd and Main Street Alternatives (Kimley-Horn Associates) *(Presentation is on file at the Clerk's Office)*

Mayor Fraser stated that we will now move on to Presentation 7(c), 32nd and Main Street Alternatives, Kimley-Horn Associates.

Ms. Dale Lehnig stated that she wanted to give a brief introduction. This comes back to the 32nd and Main Street Alternatives. This was initially presented on December 10th in 2019. Since that time we have held a couple of public information meetings. During those meetings we have refined some of the alternatives. That's what we want to go over tonight. It is our hope that we can get some kind of a consensus tonight of which alternative to move forward with. They also spoke with VDOT about phasing the project. They are open to phasing it. We would not lose the allocation. The first phase would probably be something pretty specific, like speed signs, and then we would continue to work on the second phase. (At this time, a PowerPoint Presentation was presented).

Mr. Geoff Giffin stated that he is from Kimley-Horn and that Mark Phillips is here with him this evening. We are here to talk about the 32nd Street and Main Street Intersection Improvements. He stated that our agenda for the evening is to go over the background of the project, talk about the existing conditions, the concepts we developed, and summarize the input that they received from the previous Public Meetings that they had earlier this year.

Mr. Giffin stated from a background standpoint, this intersection has a long history of citizen and Council requests for improvements going back at least 10 years if not longer. The Town recently received project funding from Virginia Department of Transportation or (VDOT) and the Northern Virginia Transportation Authority (NVTA). He stated something that is unique about this project is Main Street is owned and operated by VDOT. Anything that we do here, we are going to have to make sure that VDOT is onboard with it, and that they have approved and reviewed the improvements.

Mr. Giffin stated that this project has gone in front of the public before. It went in front of Council last December. We had Public Meetings in February and most recently in June. That was a Virtual Public Meeting.

Mr. Giffin stated from an existing conditions standpoint, the graphic on the screen shows the location, the intersection location is noted as Number 1 on the screen. He stated that what we did for the existing conditions, we took a look at and compiled a lot of data that is out there. We did look at crash data. There were two crashes over the time period that they looked at from 2016 to 2018. This was from studies that was the most recent data that was available. We also know that there are several more misses that are observed. And there are some crashes that don't meet the minimum threshold. They aren't reported. There are safety concerns out there, as well as pedestrian concerns and safety.

Mr. Giffin stated that we did collect traffic data. The screen shows the peak periods they found for both the weekday and Saturdays. We looked at Cut-Through Traffic. They also identified other issues from being out there and observing traffic. There is not a westbound left-turn lane on Main Street. There is enough pavement left there that people sometimes wait to the left and go around to the right, which creates some other safety concerns. It is difficult to turn from 32nd Street onto Main Street, especially during those peak times. There are very few pedestrian facilities and the ones that are out there are not acceptable to all users because they are not ADA compliant, (Americans with Disabilities Act). There are trucks that access the 7-Eleven Store at the corner there and they do block the street sometimes. It's been brought as a concern. He stated and just from a physical standpoint at least, you think about improvements, there are a lot of utilities in that area and very limited right-of-

way. He stated that whatever we do, we need to try to do what we can to minimize those impacts, especially for the homeowners at the corners.

Mr. Giffin stated next we are going to talk through the concepts. He stated that we did reiterate these quite a bit. We had some initial concepts. When we went to the public we heard some more feedback so we enhanced and adjusted them a little bit. Then we continued to add. He stated that Mark Phillips is going to take us through the concepts now.

Mr. Phillips stated that these Concepts are the same as what was presented at the June 16th Public Information Meeting. He wanted to note that the first four Concepts all build upon one another, generally increasing in scope, size, and cost with each iteration. He stated beginning with Concept 1A shown here on the slide. We are proposing a new westbound left-turn lane onto 32nd Street to facilitate the turning movements. This concept would generally utilize the existing pavement, and would primarily involve new pavement markings and signing along the roadway, with the exception of a curb extension along the north side of Main Street to facilitate some drainage improvements. This Concept would also include some minor tree trimming and clearing on the southeast corner of the intersection to improve sight distance on 32nd Street to make that left-turn onto westbound Main Street. We also propose "Do Not Block the Box" pavement markings in front of 31st Street to better facilitate access for the residents and improve safety coming in and out on 31st Street. We would propose pole mounted speed display signs on the west side of Town, where the speed limit drops to 25 miles an hour to reinforce the lower speeds entering Town.

Mr. Phillips stated that these signs have the potential to reduce speed on Main Street, which we heard is a concern from the previous Public Meetings that we held. This Concept altogether is considered an urban improvement, which could be implemented fairly quickly, and has a relatively low cost as the impacts are minimal and very isolated to that curb extension on the north side of the intersection.

Mr. Phillips stated moving on to Concept 1B, as you can see this directly builds off of Concept 1A. It retains all of the pavement markings and signing improvements included in the previous Concept. It does add some additional sidewalk on the north side of the roadway. This sidewalk in this case, could serve as a potential future connection along Main Street and across 32nd Street. This Concept would include additional costs and property impacts due to the area necessary for the sidewalk installation on the north side of the roadway.

Mr. Phillips stated moving to Concept 1C, which again builds off of 1B, you now retain all of the northern sidewalk on Main Street. It includes all of the pavement marking and signing improvements from Concept 1A. He stated but now it expands upon that by providing new sidewalk on the southwest corner of the intersection, which is along the 7-Eleven property tying further to the south to the Blue Ridge Estates Residential Sidewalk that is being constructed. Along with that, it would formalize the entrances to 7-Eleven to help address and alleviate some of the concerns related to the ingress and egress of the property, along with some drainage improvements along 32nd Street. It would also include a crosswalk across 32nd Street for east to west movements with a new ramp over to the 7-Eleven property.

Mr. Phillips stated moving on to Concept 2, you can now see all of the improvements come together on this slide. He proposed in Concept 1C the sidewalk would remain along the 7-Eleven property and on the north side of Main Street. We are proposing to include a traffic signal that would be placed on the southeast corner of the intersection. In addition to that, we would also be able to propose a crosswalk and signalized crossing of Main Street on the west side of the intersection, and a signalized crossing of 32nd Street on the south side of the intersection. This signal would allow for protected pedestrian phasing and improve safety of that crossing. This Concept would again have the potential for larger impacts than the previous Concepts, due to the additional property impacts and construction costs related to the traffic signal equipment.

Mr. Phillips stated next is Concept 3. This is where we wanted to look at an innovative intersection within the context of the Town. As many of you may know, there is a roundabout on the east end of Town, along Main

Street at Route 287, and a recently constructed roundabout approximately one mile south of the intersection on Route 690 and A Street. This Concept evaluated the feasibility of a Mini-Roundabout at the intersection within a prescribed circle diameter of 60 feet. The diameter of the roundabout from inside curb to inside curb line is approximately 60 feet wide. It also includes traversable medians, and a traversable central island which would allow larger vehicles to traverse the roundabout and go over those medians and over the island as necessary, while smaller passenger vehicles would travel as they would in a normal, full size roundabout. The Mini-Roundabout could accommodate the pedestrian crossing of Main Street. However, the crossing would differ from that of a signal as it would not have a protected phase. Instead it would be the typical yield condition and vehicles would stop to pedestrians who are in the crosswalk. Because of that there would be potential to add some additional pedestrian signing, such as flashing beacons and lighting to improve safety of the crossing. This Concept of all the ones reviewed had the largest potential property impacts due to the sheer size of the roundabout, specifically on the north side of the intersection and then on the southeast and southwestern corners.

Mr. Phillips stated that the last Concept he wanted to discuss is one that came from the public comment and feedback that they received at the February Public Informational Meeting. This Concept took a fresh look at the intersection from a Traffic Calming and pedestrian perspective. As you can see on the slide, we are no longer providing a westbound left-turn lane. We are actually proposing to extend the curb further into the road, reducing the roadway width. This has the potential to slow speeds along Main Street. Further, the curb extensions could potentially facilitate pedestrian crossings of Main Street going north or south, and 32nd Street east to west. In order to improve the safety of these crossings, they would propose pedestrian flashing beacons, and pedestrian lighting to provide illumination at night to improve the safety of the crossing. This Concept is around the same relative cost as Concept 1C, due to the pedestrian roadway modifications. However, the curb extensions and reutilization of the pavement mitigate some of the potential property impacts except along the 7-Eleven property where the sidewalk would remain the same as Concept 1C. He stated with that, he will pass it back over to Geoff to discuss the measures of effectiveness for each of the Concepts.

Mr. Giffin stated that Mark went through the variety of different Concepts. We thought it would be helpful for the Council to see how these all rack and stack against each other. On this Table we are using the different Measures of Effectiveness. These are elements that we understand from the Town Staff and the community are key elements for improvements here, including "Safety, Traffic Operations, Neighborhood Cut-Through Traffic Impacts, Property Impacts, Implementation and Cost." He stated along the top row we have the different Concepts starting with the No Build. These are all compared to the No Build or do nothing scenario. He stated in general, some highlights to note are that Concepts 2, 3, and 4, provide improved safety for the intersection. Concept 2 provides the best Traffic Operations. Concept 2 is the traffic signal. We don't believe that any of the Concepts are expected to impact the Neighborhood Cut-Through Traffic. However, we believe that if improvements are made for the turn movements from 32nd Street to Main Street to make that easier, this will likely reduce any Cut-Through Traffic that is occurring now. Most of the Concepts require some right-of-way or easements. However, the majority of this is along the 7-Eleven property. Implementation is easiest under Concepts 1A and B. Those are the items that Mark had mentioned are more a quick hitter with pavement marking and signage improvements. Concepts 1C, 2, and 4 are similar. He stated that Concept 3 is the most challenging due to maintaining traffic under the construction of the roundabout.

Mr. Giffin stated that from a cost standpoint, Concepts 1A and 1B has the lowest cost at approximately \$750,000.00 or less. Concepts 1C and 4 have a median cost between \$750,000.00 and \$1.5 million. Concepts 2 and 3 have the highest cost at approximately \$2 million.

Mr. Giffin stated to summarize the public input, from the February meeting, we heard a lot of great feedback. We had 18 folks in attendance. This was before we had to go virtual. It was great to have people in person. Some of the common themes they heard were need to focus on safety. We heard concerns about the speed through this area and how people don't respect the 25 mile an hour speed limit. There was a desire to potentially relocate the speed limit further west. We heard issues about the 7-Eleven and some of the deliveries and the trucks blocking the roadway coming in and out. We heard issues about residents' concerns about turning in and out of the 31st Street

intersection just adjacent to the east. We heard the idea about providing Traffic Calming as an alternative and improving pedestrian connectivity. That's why we created a new Concept 4 at that time. At the February Public Meeting we had an online survey, and a paper survey was at the meeting. We had 91 that filled it out online and six paper forms for a total of 97 responses. The information that we got back is shown on the screen. The highest Concept was ranked Number 1. He stated Number 1 was the most preferred, for this one 5 was the least preferred. Signalization was ranked Number one by the most at 61%. The Mini-Roundabout was ranked at 21%. Concepts 1A, 1B, and 1C combined were ranked 15%. This is before we had the Concept 4 with the Traffic Calming. This did not include that option at that time.

Mr. Giffin stated moving to the June Public Meeting, we had 28 folks attend in the Virtual Meeting. We had some similar common themes and feedback from these folks. A lot of the folks that attended this meeting were right there at the intersection or very, very close. Most everybody at that meeting opposed the traffic signal and the Mini-Roundabout. Everybody wanted to focus on safety and walkability. They were very key both at this meeting and the previous. Again, there was acknowledgement of the Traffic Calming Concepts and improve pedestrian connectivity. They appreciated the new Concept. They had concerns about speeding and the idea of expanding it even further west and also looking at increased police enforcement. Again, the idea of a phased approach to the improvements was brought up and wanted to be explored here. Along with that Virtual Meeting we did have another online survey. This time we did include the Traffic Calming, Concept 4. We had a total of 156 responses. The results were relatively similar when you look at the raw information. The signalization, Concept 2 was ranked Number 1 at 44%. The Mini-Roundabout came in second at 32% for the ones that ranked that Number 1. He stated Traffic Calming; the new Concept came in below that at only 8%. Concepts 1A, 1B, and 1C combined were ranked at 14%. There were a couple of folks that did not provide a Number 1 ranking.

Mr. Giffin stated looking a little bit deeper into this information because we heard from some of the residents and the Council, are these people from Town. Are they vested in this location? Do they live here? We broke down the data a little bit further. In the survey we asked people their zip code, and where they lived, and their address. Not everybody provided that. We respect their privacy. He stated that 66% of the folks that did respond did provide this information. We have a breakdown here to show you what this looks like. We broke it down into three different areas. The first is within a quarter mile of the intersection, the folks that are most impacted or most vested in that location because that is where they live. The information is in the left of the screen there. The results there show that the Mini-Roundabout was the most desired from those folks, followed closely behind with the Traffic Calming and the Traffic Signal. Area 2, the top right of the screen shows the area that is within the Town limits, in the Town but outside of that quarter mile buffer zone of the intersection. Everybody in Town except for those folks that are right there. When you look at the data there, 48% of the folks wanted the traffic signal, Concept 2. Behind that was the Mini-Roundabout. That gets very close to the overall responses. Mr. Giffin stated the last area that we looked at was outside of Town. The folks that were outside of Town. The highest was traffic signalization, and the second was the Mini-Roundabout.

Mr. Giffin stated just in summary of the findings, Staff notes that Concept 2 had the highest public support based on the online survey. The signalization does address the ability to turn onto Main Street from 32nd Street, as well as provide a signalized pedestrian crossing. However, we do note that Concept 4, the Traffic Calming was strongly supported by the folks who attended the Public Meetings both in February and in June. A lot of those folks live very closely to the intersection. He stated that from a phased approach, Concepts 1A, 1B, and 1C could be implemented as part of a phased approach, small steps of building up to something larger.

Mr. Giffin stated as we look at next steps, Dale mentioned at the beginning that we have been working very closely with VDOT and talking to them about implementing some speed feedback signs. That was something that we heard there was very strong interest in. That is something that we can do relatively quickly. We are also going to explore looking at potentially adjusting the speed limit further west. That does require a study and does require some effort from both VDOT and law enforcement for that area. That's going to be a process. It could be a relatively short-term improvement that we could do. We would like to get some feedback from the Council tonight on the preferred Concept, so that we can then move forward to the engineering design of the

improvements. That process will involve VDOT for the design review and permitting so we can get into construction shortly after that. That concludes our presentation for this evening. We would be glad to answer any questions. We would certainly appreciate any thoughts or feedback for staff to move forward with design. Mayor Fraser stated thank you very much.

Council member Greenly stated thank you for the presentation. He thinks as we go forward as a Council, clearly we owe our allegiance to our constituents out there. One thing we definitely need to acknowledge is this is VDOT and NVTAF funding. VDOT owns that street. We do owe consideration to the people who live outside our community. Although, the individual who lives right on that corner, he had a long discussion there, and he clearly understands what he is saying that he didn't like the signaling and he gets it. If he was living there, he would probably take that same line of reasoning.

Council member Greenly inquired coming up on 32nd Street, a lot of horse trailers going through there, and the Mini-Roundabout you had mentioned is lower. When you said that the trucks could get over that, was there any consideration given to horse trailers or something like that going over that roundabout?

Mr. Phillips stated yes. The roundabout would have to be designed for vehicles such as horse trailers, emergency vehicles and other trucks. The traversable roundabout, it would have to go through the middle of it. We would have to coordinate that very closely with VDOT.

Council member Greenly stated that he knows that a lot of folks come up that road heading over to Franklin Park to take out their horses and stuff like that. Thank you so very much. He appreciates it.

Council member Stinnette stated that he wanted to go back to Dale. You were talking about what he calls "OPM," Other People's Money. If we were to take a phased approach, for instance, we start with moving the speed sign further to the west, the 35 mile an hour sign goes further to the west, you put in a 25 mile an hour sign with a feedback indicator on it. We would say, "Okay. That's step one." Then we see how that goes for six months or so. See how that does with the traffic there and so on and so forth. Then we start thinking about installing crosswalks. Basically, it is a crosswalk to get from the north side of the street to the south side of the street. Maybe a crosswalk that goes across the entryway to 31st Street and maybe a crosswalk between 7-Eleven and the East End curbside. Basically, what we are doing is putting paint on the ground. That would become like Phase 2. And then for Phase 3, maybe we do the north side of the street sidewalks and we do the 7-Eleven improvement area. We don't do the property across from 7-Eleven. We do the 7-Eleven curbing. We do the north end sidewalks. If you follow that phasing, your speed signage goes for six months, then you do the crosswalks and you see how that works for six months. He stated a year into this we might get into where we are actually spending other people's money, in terms of the sidewalks on the north side and the curbing around 7-Eleven. Is other people's money available a year from now, or do we have to reapply for that?

Ms. Lehnig stated that she talked to VDOT about this. She stated what we are proposing right now as Phase 1 is really the speed signs and lowering the speed limit. They said that would be fine. That would be a good Phase 1. We would go from the preliminary engineering into construction and that would be using their money for that. What they would do then is setup a new UPC Number for the next phase, to transfer whatever remaining money into that new phase as a new UPC Number. She would hesitate to put crosswalks in from north to south without some of those other safety improvements. It's a pretty tough cross up there, if people are coming into Town and not really looking for pedestrians. You put a crosswalk there, they are generally a little dangerous.

Mr. Phillips stated that he was about to say that. He stated without a sidewalk or a ramp to receive on the other side of the crosswalk he doesn't think VDOT would allow it. You would have to do a study to justify a mid-walk crosswalk too.

Council member Stinnette stated to simplify his ask, because his ask was fairly complicated, let's see if we can break this into two parts. If he reads back what he heard you say, VDOT is happy to work with us and use other

people's money to improve the speed signage and potentially move it to the west, yada, yada, yada, and then they would be willing to renegotiate a Phase 2 funding go do, and we could drift that out a year, two years from now, rather than try to figure out how to execute it within the next six months. Is that correct?

Ms. Lehnig stated that is her understanding, yes. Council member Stinnette stated for Council, he did sit in on the June virtual session. He thinks that Dale and company have captured the sentiment of that session. He stated that session was well-attended by the residents of North 31st Street. It was attended by the property owner right across from 7-Eleven directly to the east, as well as directly to the north from 7-Eleven. You basically had all four corners, if you will, of property interest represented. He was struck by the fact that they were more concerned about, and he underscored it, it is all about the speed of the vehicles. And not just one, but several of them said that. Interestingly enough, the property owners that are within close proximity of a roundabout almost seemed uniformly against a roundabout. He stated whereas, everybody else, at least according to the surveys, are kind of voting for the roundabout or signalization. He stated for this crowd, signalization was not a popular thing. He thinks the overall sentiment during that session was let's go do the signage and see if the signage improves the speed through here. He stated for the immediate affected community, it is all about not trying to expedite the flow of vehicles through that intersection, but actually control the speed of the vehicles through that intersection in mitigating.

Council member Stinnette stated that he thinks that is an important point. The Traffic Analysis that Kimley-Horn has done is actually pretty exhaustive. Your cueing comes up at the predictable times, that it's anywhere from 200 meters to 500 meters of cueing. It is for a relatively short period of time, maybe 20 to 30 minute period of time during the typical rush hour periods. He thinks what you get is you have two communities interests at the fore here. One is, if you live in the immediate vicinity of the intersection, your interest is safety. If you happen to use the intersection trying to get from Point A to Point B or somewhere else, he thinks your interest is on traffic flow. He thinks that is apparent in the analytics that were provided to us, all be it on the fairly unscientific and non-random survey that was implemented.

Council member Stinnette stated that he would think that a reasonable way for going forward, let's get the signs done. Let's push the signs as far to the west as possible. And let's work with all due diligence with VDOT to affect that as quickly as possible, because right now you assume 35 miles an hour before you leave Town. He thinks the idea is to go that 35 mile an hour speed further to the west, right around maybe where 33rd Street is, which represents pretty much the western boundary of the Town. And include with that here's your speed sign because it seems to be that the human factor element of that people generally try to match their speed to the sign or do less. He thinks that is a good first step. He doesn't know what Step Two looks like. He stated whether that is the Traffic Calming effort, or a combination of 1A, 1B, 1C. He doesn't know what Step Two looks like. He does know what Step One looks like. He would advocate that we lean into Step One because that's a pretty reasonable step to first take. And then we come back and we say, "Okay. How is Step One doing?" Then we figure out based on Step One's performance, do we need to change out what Step Two and Three needs to be with respect to the intersection? Thank you.

Council member Grewe stated that he wanted to concur with most of what Tip said. He is going to quibble with him on a small point. The timeline that you laid out that was probably a two to three year window to get the full fix, just from what he is hearing, he thinks if there is a way to compress that timeline that would be appealing, both for the people who use the road, and the people who live on the road, which obviously includes the people who use the road. He stated but understanding the various traffic flows beyond the immediate people that live there, obviously through that area, a sooner resolution is probably better than a longer one. Is there a way to say that once Step One is done, you have a 60 day, 90 day, whatever that sort of review and assessment is, and not let it drag? Most of the time when we set ourselves a timeline, it takes us the timeline plus. The plus varies wildly. Rarely is it the timeline minus. It is always the timeline plus. Let's shorten that if we can. He doesn't think there is any particularly harsh reason to try and make that a hard line. And then keep that process moving along. He thinks he is kind of a yes, and. He is saying just shorten the duration of that as a suggested strategy, and he is okay with that. Those are his comments for it.

Ms. Lehnig stated that as we come out of Phase 1 we should already have a Phase 2 in mind.

Council member Grewe stated far be it from me to disagree with VDOT. That's an oddity.

Council member Stinnette stated just to respond to you Joel, he thinks that would be fine. He stated Dale, he guesses what he is kind of trying to suggest is if we are going to win the immediate affected community on the four corners or the three corners of that intersection, we need to first demonstrate that we have done the low cost approach signage, and then show them the results. If, in fact, we have mitigated their safety concerns, then we can take on the traffic flow concerns of the other interests, if you will. He doesn't know in terms of her planning options how nailed down they have to be at the end of that study. He would say that we should certainly have like maybe two or three options. Depending on how that speed mitigation effort goes, then that informs which option we take going forward. He inquired of Dale if she sees what he is saying.

Ms. Lehnig stated yes. She is reading some of the comments on the chat and I hope these are for citizen comments.

Mayor Fraser inquired on Page 25 of 34, each of these pie charts, if you had to assign a percentage, what would those percentages be?

A woman stated oh, my goodness. Mayor Fraser stated that should be easy, right. Council member Grewe stated that he thinks that came from the public. He doesn't think that came from staff.

Mayor Fraser stated so the question so he is clear, 66% of the folks responded. If he was to look at Area 1, a quarter mile from the intersection, how many individuals does that account for? What percentage of the total does that account for? Mr. Phillips stated that there were 15 responses within a quarter mile. Area 2 was 67 responses. Area 3 was 21. Mayor Fraser stated so just 15 individuals responded within that area of most concern. Mr. Phillips stated a quarter mile, yes. Mr. Giffin stated that's an awful small area.

Mayor Fraser stated and now his second question. If we were to go the route of the Traffic Calming, should we then do another survey following that period to see if the remedy has changed the perception of folks? Mayor Fraser stated that is what he would recommend. Did you get that? Or questions from VDOT or Dale?

Ms. Lehnig stated that she is thinking about that a little bit. She wants to ask Geoff and Mark, if Concept 4 was put in, would that still allow for Concept 2 to be added on to that? Mr. Phillips stated that if you put in the Traffic Calming and then try to add a traffic signal later, you either lose the ability to add the westbound left-turn lane, and we would have to do some studies to see if it's absolutely critical or not. If you needed to add the westbound turn lane after you did the Traffic Calming, you basically have improvements that don't have a very long life and you spend a lot of money for taking them back out. That's one risk of doing that approach.

Ms. Lehnig stated so potentially if that westbound left-turn lane were not there, that could slow traffic down on Main Street. Mr. Phillips stated yes, and it would make it accumulate because you wouldn't have a place for people waiting to take the left-turn to wait and go through around the traffic signal.

Council member Stinnette stated that he likes what Kwasi is saying. He thinks we do the sign thing and we lean into that. This is Joel's point; we do that for six months. And then we go out with a survey. In this survey it is a little bit different. It says, "Okay. How is the speed thing doing?" And we get feedback on that. And then we go with two additional options. One is, okay, the sign thing doesn't prevent us from doing any of the options. We've got too many options now to effectively do any statistical analysis it gets kind of complicated here. You kind of go with, "Okay, let's go with the signalization and the Traffic Calming option, or you could go the signalization and the Mini-Roundabout and the Traffic Calming. Now, you have three basic Concepts. You go out with a survey and you ask everybody, "All right. How are we doing on the speed thing? Given how we are doing on the speed thing, which one of these three options do you like?" He stated not 1, 2, 3, 4, 5, 6 options, but three options. We have to test how we are doing with the signs, and narrow the options down. Does that sound reasonable to you, Dale? Is that what you were thinking, Kwasi?

Mayor Fraser stated yes, exactly. He stated before Dale chimes in, Town Council, did you understand that point? Mayor Fraser stated that he made a point and Tip clarified it. It's almost like hypothesis testing. We start with the lowest one. And then we retest it after six months. And then go with it. What are your thoughts on that?

Council member Milan stated that as he sees it, he travels that road himself. The issue is a little bit with the speed, but the bigger issue is the left-hand turn on 32nd Street. That's where the traffic will bottleneck and back up if there is more traffic coming into Town. That will be a safety issue because people will try to find a way to get around it if they are stuck there behind someone trying to make a left-turn. The phased in, what Tip mentioned earlier, would make sense. It makes sense to him. If we were to just do Concept 1A, and just do the survey after that, with the sign, that would accomplish two things. It would allow people to make a left-hand turn. It would allow people traveling westbound for traffic to flow. The signage would slow people coming into Town. There should be a sign coming westbound on the outbound lane and one inbound going east to address the traffic speed. He stated eliminating the left-hand turn; he thinks that would be a problem because that would stop the traffic flow.

Mayor Fraser stated that what he is saying is we start with the Traffic Calming, the signaling all the way west making that be reduced. Then we have that for a period of time and then we do a survey. So we are not going out there and do left-turn and right-turn yet. Do you agree with that Council member Milan?

Council member Milan stated no, he doesn't agree with that. Mayor Fraser stated we should just go with what? Council member Milan stated that if we are going to do anything that to him would provide invaluable feedback, would be the left-turn signal with the signage to start with.

Council member Bertaut stated that he thinks he favors an approach of going through this step wise and trying things one at a time. There are a number of improvements that are apart from the major change of say a Mini-Roundabout. There are a number of improvements that are scattered about each of these. The difficulty is if you fully implement any one of these Concepts, you can't really tell what the impact is to each individual one. He guesses the downside is that if you were to implement each of these step wise and give it six months at a time, it would take years to get through this entire list of things. It's possible we need to come up with some sort of alternative approach or try a couple of things at a time, and then redoing the survey and seeing what the impact is.

Council member Greenly stated that he likes your approach, Mr. Mayor. He shares Christopher's concern about the length. You were talking about the Traffic Calming. You are not talking about everything that is on this graph, right?

Mayor Fraser starting at the far west and small, which is the signal. Council member Greenly stated that he is onboard. He likes the idea.

Council member Grewe stated that he thinks he made his comments at this point. He likes a faster timeline to an end solution. He is willing to go with the larger consensus as far as what that solution is. It needs to move quicker. If we are going to try the lessened basis steps we need a shorter window for implementation and assessment. Otherwise, if it will require a more drastic solution, this incremental build will push the solution further out which means the problem just metastasizes as it extends. Those are his thoughts.

Mayor Fraser stated that he said six months. What if we were to do that for 60 days? Council member Grewe stated that he likes that a lot better. He thinks that would be wise.

Vice Mayor Williams stated that she agrees that we just need the 60 days to check on the signage. That should be plenty of time.

Mayor Fraser stated perfect. Council member Greenly stated that he likes the shorter timeline. The other thing that he would just like to point out, traffic flow is a little bit lighter now because of things that are ongoing. So, we

may get a false reading. He stated that six months is too long. He doesn't know what the answer is, but he likes the shorter timeline. He stated but just because we are not seeing quite as much traffic, we may get a false reading on that. It is just something to be aware of.

Mayor Fraser stated thank you, well stated. He stated Dale, and David, what we are hearing from the Town Council is that we take stronger approach. We start with the far west lowering the speed limit, and then move forward. At the end of 60 days, we need to do a survey on just a few of the options. He inquired of David and Dale how that sounds.

Ms. Lehnig stated yes, we can do it. Mr. Mekarski stated yes. Mayor Fraser stated he likes it.

CITIZEN/BUSINESS COMMENTS:

Mayor Fraser stated that we will move on to Citizen and Business Comments. He thanked the citizens for staying with us this long. He will give each citizen three minutes. Just state your name and address, and we will hear from you. He stated Citizens and Businesses. (At this time, Mayor Fraser opened up Comments for Citizens and Businesses at 9:48 P.M.)

Mr. Dan van Buskirk stated that he wanted to be recognized for Citizen Comment. Two things. First, the residents here, the six people who live on 26th Street have been waiting over five years to get their street paved. He wanted to make sure that the Council knows that we are still waiting to get this street paved. He is hoping that the money is in the Budget in the short-term. The other thing was the bike path that he heard that was going to be extended westward from the train station to Franklin Park, was suppose to meet up with the section going eastbound from Round Hill to Franklin Park. He is wondering if that is being considered with this 32nd and Main Street survey. That's it. Thank you.

Mayor Fraser stated thank you very much. Do we have any answer to that? He stated the first question was 26th Street; they have been waiting five years for the street to be paved. The second question is the bike path to Franklin Park. Are we considering that with this 32nd Street improvement?

Mr. Mekarski stated let me ask if Dale is still on the line. She was doing a Pavement Analysis and a Capital Improvement for roads.

Ms. Lehnig stated that the Pavement Analysis, the Pavement Management we started that in late 2018. We got the results back in 2019. We looked at the results and came up with a listing of streets to be paved in Fiscal Year 20. We focused largely on those streets that had more traffic and were in worse condition. We looked at the local collectors and conditions. The second round that we are going to be looking at in Fiscal Year 21, we will definitely be including North 26th Street, Mr. van Buskirk mentioned. It is in pretty bad condition. We will be looking at some of the smaller streets that effect people, but they are in poor condition. It should be no surprise to folks to know that we have a lot of streets that are not in great condition. We are trying to use the money wisely and with a Plan.

Ms. Lehnig stated that the second question was about the path going from Purcellville to the Park. We have been talking with Loudoun County about that as part of this 32nd Street Project. It is her understanding that they are not moving forward with that right now. We have been in contact with them. They are aware of what we are doing.

Mr. Brian Dean stated that he resides at 601 West Main Street at the corner of 31st Street and Main. His home directly faces the 32nd Street intersection and the 7-Eleven. He purchased the property about two and a half years ago with his family. He has two young children ages six and three. We love the Town. We are permanent residents. We immediately built a perimeter, aluminum fence around their property there. One of the biggest challenges we face is the lack of sidewalks and a safe way to simply walk across Main Street. We love walking. We love biking and going to Grutos. We long desperately for the day that we could somehow walk west to

Franklin Park and West End Wine Bar. He loved the comment before. He is very, very interested in sidewalks. He thinks the opportunity really is now to make that happen. We've been working with Dale and Jessica on staff. They have been fantastic. He thinks this is a great chance to improve the West End of Town. Honestly, he feels we have been a little bit neglected. There have not been traffic signals. There has not even been adequate signage out here to slow traffic. Mr. Dean thinks that we need to do three things: Number one, sidewalks; Number 2, crosswalks; and Number 3, we need to slow, but not stop traffic here. He is hugely in favor of the Traffic Calming option. If that isn't for whatever reason the direction the Council wants to go, he is all about a phased approach. He would urge you to consider Option 1C as opposed to just 1A, because sidewalks and crosswalks are needed now. He stated that 1C allows for that option. He believes that Kimley-Horn the engineers can also add a crosswalk across Main Street with 1C.

Mayor Fraser stated thank you very much. And since that relates to the topic we just went over, is it possible for our gradual solution to include 1C? He believes that Council member Milan was getting to that too.

Ms. Lehnig stated that she will talk to Mark and Geoff about this also. She thinks that what we want to try to avoid is putting something in that we would be taking out with another phase which she is assured that would not be appreciated. She stated with the first phase of doing the signage, we can get that done pretty quickly. The signage and painting the pavement. In the meantime, it's Council's desire for us to move forward with 1C, we can certainly be working on that as the next phase. Mayor Fraser thanked Dale. We will continue with what we decided on. After the 60 day period, Council will make a nod as to what we do next. It might be that 1C. Based on the survey, correct.

Mr. Mekarski stated that he just wanted to mention that we just received notice about the County offering its Capital Improvement Program. This year they are concentrating on opportunities for sidewalks and pedestrian amenities. We can look at the West End. We are preparing some other project recommendations. We have to come to you to ask for a Council Resolution of Approval. We will be scheduling that, Dale, Jason and I probably early September.

Mayor Fraser thanked David for that reminder. He stated Town Council; you are the eyes and ears of this community. If you have any ideas, shoot it to David for consideration.

Mr. Nedim Ogelman stated that he resides at 140 South 32nd Street. He stated a couple of comments. In this discussion, especially when he heard this idea of rushing through these initial efforts. Presumably if they are being tested, if the preliminary efforts are working, if the treatments are working then there wouldn't be a need to blast through them to something else. He stated without further discussion being had, it sounds to him like people are saying, "Yes, let's just go right through these preliminary steps because they aren't going to work, and let's just go right to a light or something." He would hope that you all have ways to test if there is being improvement on the flow and on the safety for each of the steps and that they get a fair test. If one of the less invasive ones functions, and operates, and helps, then his assumption would be that there would be no need to go to a more invasive treatment.

Mr. Ogelman stated secondly, from the Kimley-Horn presentation, and this is a chronic problem that he has actually talked with Dale and Kimley-Horn about. They assume based on no treatment that the Cut-Through Traffic or any additional effects on Cut-Through Traffic or anything like that would be the same as if you introduced any of the treatments. He just wants to understand how they justify that assumption that once they start making treatments nothing would change with respect to things like Cut-Through Traffic. It is the equivalent in the Country Club and Catoctin Meadows neighborhood and saying, "We don't see any cut-through traffic when the two roads weren't linked through the neighborhoods and saying therefore there won't be any cut-through traffic when we do link the neighborhoods." It doesn't make any sense to him to treat a condition where you have not yet applied any treatment, the same as what it would look like after you've provided a treatment. Thank you. Mayor Fraser stated Dale and Kimley-Horn; the question is pretreatment and posttreatment. How do you determine the impact on cut-through?

Ms. Lehnig stated that we did have a long conversation with Nedim Ogelman about this. We have not had a chance to dive into the information that he has sent to us. We have not forgotten about it. We will be reviewing the information that he sent to us. Mayor Fraser thanked Dale.

Ms. Melissa Watson stated that she lives at the corner here right beside 7-Eleven. We are in the little white farmhouse, 530 West Main Street. She stated that Brian spoke earlier. He lives across the street from her. She totally agrees with him. We lack signage down here. She doesn't think traffic is the problem. It is the speed. She has resided in this home for 12, going on 13 years. People travel this road like it is hog heaven. They are 45 miles an hour going in and going out. She totally agrees with him, it is essential to slow the traffic, not stop the traffic. We need to keep in mind that on this road we have a lot of people that travel, horse trailers. We have farm equipment. We have buses. We have wineries, vineyards. We have an Event Venue down 32nd Street, Shadow Creek that are busing busses in and out. They stay in Leesburg. She would agree with him. She doesn't think a traffic light or roundabout is going to do anything. It is just going to stop and backup traffic even more. She is totally in support of the phased approach. She stated putting up a traffic signal that is shining in our houses, impacting the value of our property. We moved here without a traffic light. Now, all of a sudden a traffic light is going to be put up. She doesn't think it is going to be effective. She thinks the traffic signals, the radar, the flashing blinking light, 25 miles an hour that really gets people's attention. She did some research on her own and found that 85% of the time when there is flashing, speed limit, radar signs are put up, 80% to 85% of the time traffic will obey those signs. She drove through Town and noticed at 12th and Main there are markings on the road. There's a turning arrow to turn left into a three lane road just like our intersection. She stated 12th and Main Street by the library there is a crosswalk. At Orchard and Main there is a crosswalk sign. There's signage. Orchard and Main is literally two blocks from here. There's a crosswalk sign.

Ms. Watson stated that these people on 31st Street have children. Lots of families live over there. She watches them constantly when these kids cross the road to go to 7-Eleven. There definitely needs to be a sidewalk put in for them along with a crosswalk. She is not opposed to that. She thinks safety should be our Number One concern. We have a lot of great families living here. We chose to live here to raise our kids and families, and live here in a safe environment, not a traffic congested area. She totally agrees with Brian. Our goal here, she has observed two accidents. There have been two accidents. She is not home 24 hours a day. She is home most of the time. There have been two accidents in the entire time she has lived here in 12 years. It's not the traffic that is causing the accidents. It's the speed. One of them was a drunk driver. This intersection is not the easiest to get in and out of. That is everywhere here in Purcellville. You are going to wait behind a car to turn right or left onto a two lane road, one coming, and one going. People shouldn't expect to get down the road at 55 miles an hour here. It's a Town. The Town speed limit should be 25 further down. She appreciates all of you guys. She knows everybody wants to go home. She's been on this call. She has been dealing with this for seven years when it was first proposed to her and her husband. Seven years ago, with a knock on her door saying, "Hey, do you guys mind if we put a traffic pole 15 to 20 feet in your yard." Any homeowner would say, "I'm sorry. Yeah, we do mind." We have been dealing with this for a long time. She definitely loves the phased approach. She hopes you guys consider that. Thank you for your time tonight. Mayor Fraser stated thank you for your time and your patience. This will be the last agenda he will have three presentations going before. It took us a while to get to here. Thank you very much for your patience and your input.

Mr. Mark Aubel stated that he is on 31st Street as well. He resides at 200 North 31st. He apologizes that he didn't know more about this sooner. He agrees with Brian and Melissa that the light is not going to work there. He has lived in this Town a long time. That's just not the answer for anybody. Unfortunately, it is very hard to get across that intersection ever. He stated that if somebody has a family, and we have a lot of kids that cut through the townhouses that walk across that intersection constantly. One thing that he will add that he hasn't heard anybody else mention is there is zero police presence down here, zero. He doesn't know why. He knows a lot of the Purcellville Police. He has talked to them a lot about this before. He never sees the police running radar. He can tell you for a fact that he drives by southern states every day, the blinking sign does work. He knows for himself, for friends, for anybody else that drives through there, when they see that sign they slow down. He sees the police over there constantly running radar. He doesn't understand why they can't come down to this end.

Mr. Aubel believes pushing the speed limit back towards West End Pub, starting at that point, 25 miles an hour down there would be a huge help. It's very hard to pull out of our intersection on both sides. He comes from that side as well too. We desperately need the sidewalks and a crosswalk. There are crosswalks all through Town, and for some reason this side of Town is completely ignored. He doesn't know why that is. He walks his dogs trying to get across that road, it's virtually impossible during certain times of the day and on the weekend. It's very dangerous. People block the intersection constantly. If there was a box there, the box wouldn't work either. He believes narrowing the roads, making the signs up, pushing the speed limit back would be a huge help for us. He will let you guys go. He appreciates you letting him talk. Thank you.

Mayor Fraser stated thank you. He inquired Mark, out of curiosity; did you fill out a survey? Mr. Aubel stated he apologizes, he did not. He only found out about this from one of his neighbors recently. He stated that he would have if he had known. Mayor Fraser stated that in 60 days you will. Thank you very much.

Mrs. Hamill stated that she and her husband, Ryan, reside at 511 West Elm Street off of 31st Street. She stated that a couple of her neighbors have spoken. She completely agrees. She guesses we live under a rock. We've had a couple of things come up so we are just learning about this recently. She stated so probably echoing what a lot of people have already said. We are one of the families that cross that with our stroller. Sidewalks and crosswalks would be great. She wants to mention that driving out of 31st Street, if there is stopped traffic, if a signal gets installed; it creates a huge blind spot when you make a left out of there. She knows it is a small, little street there. You have guests who come over who aren't familiar with it. Just something to consider with the future plans of that intersection.

Mayor Fraser stated thank you. We will look into that. Mr. Josh Shields stated that he lives at 317 Gatepost. The biggest issue with this intersection is the lack of visual sightline on the southeast corner of the intersection. It makes for a very dangerous left-turning situation when you are turning west on 32nd onto Main Street. The VDOT Guidelines require 280 feet worth of sightline distance when parked 13 feet back from the pavement on Main Street which bushes that actually means from the corner of the fence where it begins to angle on the southwest corner of that fence like where that angle is southwest area to Main Street should all be removed. He stated that from a safety standpoint, we talk about crosswalks; the reality is a vehicle has to pull an entire car length in front of the stop light before it can look and see sufficiently down Main Street. He understands the desire of the property owner on that corner to protect their property and insure that a light is not installed there. It would go a long way towards the rest of the community buying off on lack of any sort of modifications on that corner if that property owner would take corrective steps to comply with Virginia's Department of Transportation Guidelines regarding sightlines. He is happy to provide the Town with the information that he has found online. It is very easy to search for VDOT@ IntersectionSightline. He stated from a minor roadway to a major roadway, 280 feet from where the driver sits at four feet height expect sight distance to the right and to the middle of the westbound travel lane. That does not exist right now. It's a huge issue for the drivers that are trying to turn in either direction.

Mayor Fraser stated we will take you up on that. Please send that our way, Mr. Shields. Thank you. Thank you everyone. (At this time, Mayor Fraser closed public comment at 10:11 P.M.)

MAYOR AND COUNCIL COMMENTS: (5 minutes per Council member)

Mayor Fraser stated that we will move on to Mayor and Council Comments. Council member Grewe stated that in the interest of the fact that he believes it is 10:15 or so, your time right now, he is going to forego public comments and say that he looks forward to the meeting being wrapped up.

Vice Mayor Williams stated that all she is going to say is hats off to Parks and Rec for them doing the Purcellville Rock Scavenger Hunt. She agrees with other Council members that hopefully we can wrap this up shortly.

Council member Stinnette stated that he will keep this short. He did send all the Council members an article that appeared in Loudoun Now, he believes that basically talks about Leesburg spending its Grant money. As

everybody is aware, we got a second installment of Grants to the same tune as the first installment of Grants. He stated that what Leesburg has discovered in the process, is that it was hard for them to issue the full value of the first installment of Grants. Last night they met and he thinks they are voting tonight, but it seems like the consensus of the Council is to turn money back to the County with the request to take a million of it and give it to area nonprofits. He mentions this because he suspects that we are going to run into a similar problem. A lot of it is wrapped up into the bureaucratic and administrative associated with creating an audit trail and justification on part of the businesses for the Grant money. If he showed up and said, "Yes, I am going to give you \$50,000.00," that's great. But at the end of the day, it has to withstand the audit of the Federal Government coming down and saying, "Okay. How did you justify that award, and where are the receipts and so on and so forth?" He lays this out for all of us to: a. he thinks it is interesting what Leesburg did. b. He hopes we don't do what Leesburg did. c. He could understand just getting ourselves into that situation. He lays those a, b, and c, to get to d. He wants to thank Hooper and the staff, because this whole Grant process is going to, if it hasn't already, and he thinks it already has, eat their lunch. It will suck all the oxygen out of their lives while we are running this. He wanted to acknowledge that and thank Hooper and company for that. He also wanted to point to the fact that our Town Staff by design is pretty much a one trick pony. If the staff is being less than responsive at certain times, he is making the assumption they are getting run over by the Grant administrative. He thought it was important to point that out. He knows that he probably hit his time limit so he will shut up.

Mayor Fraser stated that there was no time limit. Thank you. Well-taken. Mr. Mekarski thanked Council member Stinnette for that comment. It has been exhausting and Hooper has been doing an admirable job. The County warned us. They said with their 25 staff for the month when they were evaluating the Grants, they were spending 30 days, all 25, 18 hour days. We are going to come back to you with probably a hybrid option, which is maintaining control, but getting some additional assistance from the County that they are offering. That will be at a future meeting.

Mayor Fraser stated okay. We will not do a Leesburg, but we'll see. Mr. Mekarski stated not our current Plan. Mayor Fraser thanked Mr. Mekarski.

Council member Greenly stated that he thinks everybody on the Council has this, "Discover Purcellville." He talked to some of their folks. They actually have a proposal for a website. He went and talked to Michael Oaks and a few other folks over there. He has the data. He will give it to you tonight. He has 12 businesses that have signed up. He doesn't know if it meets the requirements for a Grant. He told him he would bring it up tonight and present it to you. Council member Greenly stated Vice Mayor; you have my deepest condolences and my heartfelt prayers.

Council member Milan stated that he wanted to comment on the Planning Commission Meeting, our second meeting last week. We've come up with a plan to conduct a Zoning approach. We introduced new Commission members to the Commission. We've asked Sally to provide us with a list of the top concerns in the Town. He stated from listening to the previous Town personnel defining their issues with 32nd Street and the West End of Town that was one of the four top priorities that we recognize as issues with the current zoning. The west side of Town, east side of Town, Hirst Road, and Vineyard Square are the main four things that we are going to address as quickly as possible. That was it.

Council member Bertaut stated that he agrees we shouldn't try to be Leesburg. He thinks that we should acknowledge the hard work that went into sorting through this Grant Administration process. It should be less effort the second time around, because they've gone through the learning curve, and should be a little bit less onerous in order to administer the same amount of Grants this time around.

Mayor Fraser stated that he has no comments. You folks said it all.

DISCUSSION/INFORMATIONAL ITEMS: (5 Minutes per Council member)

Mayor Fraser stated let's move on to closing this out very shortly in 30 minutes or less. We will go on to Discussion and Informational Items. Mayor Fraser stated COVID Cares Funding Status update.

a. COVID – Cares Funding Status update

Mr. Mekarski stated that in the interest of time he will turn it over to Hooper who has prepared the Memorandum, and is going to outline when we will be launching our Grant Program in the next few days.

Ms. Hooper McCann thanked Council member Stinnette for his kind words. The CARES Act Funding and the Grants associated are overwhelming at best. In her communications with the other jurisdictions, especially Leesburg, we seem to be experiencing the same things. Nonetheless, we are in it to win it. We are expecting to go live with the Business Grants on Monday, the 17th. We will be pushing out information later this week about the application process, and sharing that information with the PPEA, Loudoun County Development of Economic Development, and the Loudoun County Chamber of Commerce to borrow their help to push out the word. We will have about two weeks until it is due, and then we expect we are going to have another short round after that. We want to make sure that everyone gets an opportunity to take advantage of this funding. As David mentioned, for this second round of funding that we are expecting probably the latter part of September, we did talk to members of the Loudoun County Department of Economic Development. It does appear that they will be able to assist with the Business Grants for a second round funding. We are very excited to have the opportunity to potentially work with them on a hybrid application process. The information is provided for you in a short report. If you have any questions, she would be happy to answer those.

Council member Stinnette stated two questions for you. As he read through the staff package, who is the contractor we are using. Under "Network Infrastructure Telework and Virtual Meetings" and that expense of \$17,450.00, he assumes we have that further broken down and itemized. He just needs a name for the first question and a yes or a no for the second question. Ms. McCann stated that the first question is the Berkley Group. We are subcontracting with Smart Move. The \$17,450.00, yes, sir we have that broken down.

Mayor Fraser thanked Hooper. He stated that we appreciate the hard work and more to come. He stated that he will stop sending her emails. Ms. McCann stated that's okay, sir. That is what she is here for. Thank you all so much.

b. Proposal from Circle GX – Next Steps (Oral Update)-See below.

Mayor Fraser stated that we will move on to Proposal from Circle GX – Next Steps.

c. Proposal from Sun Tribe – Next Steps (Oral Update)-See below.

d. PFIC Proposal – Next Steps (Oral Update)

Ms. Hankins stated that the next three items b. c. and d. under 10 on the agenda are public/private proposals that have been sent to us for consideration. We heard from Circle GX at the July 14th meeting. The Sun Tribe is scheduled to present to Town Council on September 8th. The PFIC Proposal is a proposal for an Aquatic Center and a police station. We are hearing from them September 22nd. We could possibly, given the timing on our police station discussion tonight, maybe see if we could switch those dates so the police station goes September 8th, and the Sun Tribe which is the Solar Panels at Aberdeen goes on September 22nd, and maybe switch those around. Mayor Fraser stated okay.

Ms. Hankins stated that the next step for Council as to each of these proposals as they come forward is to decide whether to accept them for consideration for the concept that they are proposing. If you decide to accept them,

then that launches an analysis process and a seeking of competition process that looks very much like a more traditional request for proposals. At the last meeting where this was brought up, we discussed not whether the idea is a good concept on any of them, but whether the time is right to launch that analysis and launch that competition process, and launch the teams that would be needed to evaluate that and put together the agreements that would eventually come about from those proposals. That is what is before you. They are coming again, as she said in September. At some point the Council just needs to decide as to each of them whether to launch that into the next step, which is getting competition and seeking additional proposals on those subject matters. Mayor Fraser thanked Ms. Hankins.

Council member Grewe stated that he had a question for Sally. Regarding these proposals, several of them overlap the same piece of land. There are obviously going to be conflicting proposals where we can accept one or the other. Maybe we can accept them in combination as an evaluative process that has to happen. If his memory serves, there is a timeline that we are on once we receive the proposal where we are obligated to act. Is there any way to kind of corral all of these together into kind of one pond as it were, and then once we've got them all, then trigger that process and open it up for public or not. Are we on a timeline here? Do we have a holding action where we are collecting all these interested parties into one pond, then put out the general call so we kind of process them together rather than having overlapping steps?

Ms. Hankins stated that there is no time deadline to decide whether or not to accept the proposal for consideration. However, once you accept the proposal for consideration, you trigger a number of deadlines under our policy.

Council member Grewe stated so as long as we don't accept them, can we just essentially lay them on the table and not decide either way while they are still coming in, and then kind of pick them all up in one unit, or put them down in one unit. Is that a workable theory legally?

Ms. Hankins stated that legally, it is a workable theory; practically she is not sure it is a workable theory because each proposal deals with very different subject matter. Really in order to evaluate them and launch this process, it requires a fair amount of either in-house expertise or consulting expertise, which will have a Budget line item attached to it. If we are going to accept them, we should think about how to strategize that so that it is not coming at us all at once probably. Council member Grewe stated sure. That is what he was thinking of as we are evaluating some of this. There may be a time where we need to strategize how we are going to process these. It would be easier to have the strategy in place prior to triggering the deadline, rather than triggering the deadline and then going, "We need a strategy." And then we end up rushing it. He stated to use Tip's analogy from the last couple of years, "Putting a gun to our head because we are on a timeline." He stated that he doesn't like that.

Ms. Hankins stated that's true. The strategy we would want to develop that in advance of acceptance. Council member Grewe stated that we may want to consider putting that up and he doesn't know what the schedule is for Work Sessions and what not. He stated developing the how we evaluate it. He stated not the evaluation, but the how, so we have our strategy in place. He stated having that locked down and then putting these into a pipeline when there is actually a built pipe, as far as how we want to evaluate them. He knows we already have the process for consideration. He stated but as far as what we are looking for from staff, that might be worth maybe putting on the next Work Session, or whenever there is space in the agenda so we can start to process these through in a way where everyone knows what we are looking for and how we are evaluating them. Some of them are use of property. Some of them are totally different he gets that.

Mayor Fraser stated that he agrees with that. Is there a way, David, before we get to how we evaluate it, just be directionally accurate that this is what we need and this will be the cost for us to evaluate it? It isn't getting back to us a specific how, but what it will cost to you and Town money wise, and resource time wise to evaluate these?

Mr. Mekarski inquired to evaluate or to implement? Mayor Fraser stated to evaluate. We do an evaluation before implementation. He stated say for example this Circle GX, Sally indicated that once we accept it, it will jumpstart

a process that we need to do X, Y, and Z. What are those X, Y, and Z, and what will be the costs? He stated so then we can come back and say, "You know, folks, we will have to put this on hold because."

Mr. Mekarski stated that he likes that approach, but there's a preliminary approach that we need to take on at least two of them. That's threshold requirements. The Circle GX didn't give us a lot of detail on their expectations of financing and/or using the good faith and credit of the Town. The Town can't participate in conduit financing on a venture capital project. We have to find out, nor can it use its good faith and credit towards a venture capital for the private sector. We have to get a better definition from Circle GX of what is the expectation from the Council other than partnership. Are they expecting some amount to match their amount? Are they expecting us to use our good faith and credit to back up their capital that they need? He thinks they estimated like a million dollars. That needs some threshold investigation.

Mr. Mekarski stated that there is another one that needs a threshold investigation. We have currently a very aggressive Council prerogative to work on environmental credits on the Aberdeen property. The Sun Tribe is a compelling document, but it could work against the objectives of the Environmental Credit Program. It utilizes essentially the same land. There's only 120 acres of agricultural land, of which the majority of it is being utilized to maximize environmental credits. Sun Tribe wants to use essentially the same amount of land for a Solar Array Farm. There's one threshold requirement. We have to double-check if that activity is allowable under the conservation easement. That is some research that Sally would have to go to the DEQ and the State Attorney General to get an opinion. Also, there may be some issues with the AR-1 zoning for that project. What he doesn't want to do is identify a whole schedule for process thinking that it could be a viable project until we meet those threshold criteria.

Mayor Fraser stated that what he is hearing is that you have some internal due diligence or assessment, and then you can get back to us and say, "Okay, this is the next step and this is what it will cost, Town Council." Mr. Mekarski stated yes, because they are all intriguing proposals. They all have merit by themselves, but obviously we can only go and act on one Council prerogative. We can't have competing projects. Mayor Fraser stated that he will look at all of these with Town Council and get your feedback, and see which one we will put next on the Work Session to get more insight from David and team.

Council member Stinnette stated a quick question for David and Sally. What would it take timewise, effort wise, for you to look at these three projects and just write down a list of questions? Is that hard for each project? Don't answer them. Just write down your questions.

Ms. Hankins stated for the broadband no, it would not be hard. Sometimes when you don't know what you don't know, you don't ask the questions that need to be asked. It would be better if it was a group effort, but yes, we could get to that between our different departments.

Council member Stinnette stated here is where he is going with this. Figuring out what the questions are is part of that threshold evaluation. He calls it "Triage." What questions, and how hard are the questions going to be to answer? Then that gives us an idea of what's in the realm of the possible in the near term, midterm, long-term, based on the character of the questions. It would be helpful for us to know what is going on in your brain on each of these topics. Don't research the answers. Just throw the questions at the piece of paper. Then that gives us the ability to kind of say, "Okay. Let me help you out." This one you have some huge questions. Let's put that one off to the side. He is kind of interested in the dark fiber thing because that creates a pretty big return for the community given our operating environment right now. Looking at the questions will help us help you prioritize where we need to go.

Mr. Mekarski stated that he thinks that is a good approach. Mayor Fraser inquired are you ready to say when you will have that, or we will see an email later on. Mr. Mekarski stated let me analyze it with the core team and get back with you, because we are also developing timelines and doing that for the Planning Commission for their Zoning Ordinance revision. That's taking a lot of brain power from us right now.

Ms. Hankins stated that she will say that the one that is not on here that we heard from tonight was Aqua, the privatization of the water and sewer. A few weeks ago she and David did speak with a consulting firm/law firm. They have a law firm and a consulting branch. They suggested that a Request for Expression of Interest would be the right approach in that case, where we issue high level parameters, some kind of request for proposal. It's not really a full proposal, but it's a Request for Expression of Interest. Are you interested in something like this? He said that we would get some responses he thought. They do these deals of privatizing water and sewer systems across the country and find some of them to be successful. What he predicted would happen is we would have people asking a lot about the state of our facilities. They would inspect them. There would be staff time in responding to those questions and walking people through the nuts and bolts of our operations. Once the potential proposers got that information, they would walk away and they would create various proposals and send them to us. He said that information can be very helpful, because it can help you identify the value of your system, she thinks to your point, Mayor. And it can help you to identify how well run the system is, and where there is room. It doesn't launch any kind of contracting process. It's really a gathering of information. Ms. Hankins stated that after her and David spoke with them, she thought with the Aqua proposal that would be a good place for us to start. We didn't get a price quote from them. It will cost some money, but it would give us more information than we have right now.

Mayor Fraser stated yes, and if we can get all of that information back to us. Give us that option. Request for Expression of Interest versus the RFP process. Ms. Hankins stated yes.

Council member Milan inquired whether that Request for Expression of Interest could be applied to the broadband company as well, because we only have one.

Ms. Hankins stated that it seems like an interesting idea. She thinks he is right that that is in the same arena as this privatization of water idea. It would be less beneficial for the other two she thinks, maybe not. Yes, she thinks the broadband would be interesting. This particular firm that we spoke to specialized in this water and sewer stuff. We probably could find similar counterparts who specialize in broadband issues and see if we can structure something and publish it to get that information.

Council member Milan stated that the reason he asked that is because school will start and everyone will have to be online. A lot of the community does not have access to that type of technology. Ms. Hankins stated right. We can come back with some numbers around those two ideas.

Mayor Fraser stated okay, perfect. He stated just a challenge; he doesn't want Lovettsville to get broadband before Purcellville. He understands they had a presentation today. He forgot the name of the company. They are looking at broadband. He stated that we are in this COVID crisis and we don't know how long it will last. We need to accelerate what we can do to support our citizens if it is not taking money out of the taxpayers to make it happen. So, that's a challenge.

e. Pullen House – Economic Development Approach (Oral Update)

Mayor Fraser stated that the next item is Pullen House – Economic Development Approach. The Town of Purcellville purchased this property he believes, over five years ago, or probably longer. It is sitting there like an eyesore. What he wants to do is for us from the Economic Development Advisory Committee, and Town Council, and your team, David, find out ideas of how we can put this property back into working order. He stated where we can get revenue, whether it is water and sewer or tax revenue. Three years ago, that was the site that MakerSmith wanted to use. But they saw this other site as a better option. We know what happened with that opportunity. He just brought this up so we can start thinking. In the meanwhile, David, if your team can do anything to cut down the ivy that is growing up on the side, and just put some external spackling, make it look

good, that would be appreciated. It is an asset within the Town that doesn't look too inviting. Does that make sense? Mr. Mekarski stated yes, absolutely.

f. Community Shred Event (Added by agenda amendment)

Mayor Fraser stated that the next item that we brought up was Town Sponsored Shred Event.

Council member Stinnette stated to Hooper that he thought her response to Bill was fine. We have a constituent that likes these Town Sponsored Shred Events. Basically, there's a track record where we use the Loudoun Valley High School Parking Lot. We bring in a shredding guy and then anybody in the community that wants to shred stuff brings their box full of stuff to throw in the shredder. He thinks it cost \$825.00 to do one of these events. If he read Hooper's response correctly, it's "Hey, you know, we are in the middle of COVID-19. We are not doing these types of events. And oh, by the way, the last time we did one of these events, not very many people showed up."

Council member Stinnette stated that the thought that he had going through his mind was why don't we ask the community. He stated we could put out a public release that says, "We are thinking about doing one of these shred events. Here's the timeframe we are thinking about doing it. Here's how we would do it. But we aren't going to do it if there are only crickets that are going to show up. If you are interested, could you just please go to this website, or this link, and say, "Tip is interested in doing this." That way what we end up doing is we either get a statement of interest from more than two people, in which case it makes sense to spend the \$825.00, or we get an interest by a dozen or 24 people who have friends, who know friends, who know friends. He thinks there is a way to get to yes, and. Certainly, if we need to get to no, he would like to be able to turn around and tell our constituent that we at least looked into it and guess what, nobody seems to be interested because there's a lot of Staples and other places to go do this. He doesn't know if that's hard to do. He was looking for something that was relatively simple. He wouldn't over engineer the express your interest thing.

Mr. Mekarski stated that it could be done simply with a Facebook Post and a Press Release and see what we get. Council member Stinnette stated yes. If you get 15 thumbs up or likes on Facebook. It could be that simple. He thinks we owe that to the constituent that brought that up.

Mayor Fraser stated so you want to size it before we do it. That makes sense. Would it make sense for one of the Committees, Commissions, or Boards to do it instead of David and team? You are saying it is a no brainer. Council member Stinnette stated if you use the Facebook trick it is a no brainer. Mr. Mekarski stated something like that we can put out to the Communication Team. They've been knocking it out of the park. Mayor Fraser stated okay, good.

Council member Greenly stated that he likes that idea. He knows it is two different mechanisms. He stated doesn't the PD collect old drugs, a pill collection or something? Isn't it the PD that does that? We could do that and wrap it together. Council member Milan stated that they do that. It is expired medicine. Council member Greenly stated that's the program. We could wrap the two together. Mayor Fraser inquired when do they do that. Council member Milan stated that he is not sure when they do that. It's one of the events they sponsor. You have to ask the Chief about that.

Mr. Mekarski stated for Hooper to weigh-in if she has some other ideas to combine it with some Public Safety Events. Ms. McCann stated in the past we have done this in conjunction with the Public Safety Day, usually, held in May. We just found out today that they have rescheduled for October 10th. It is possible that we could go ahead, depending upon the interest, and have this along with that. The past few years we have been doing it at the Tabernacle. She doesn't see why we couldn't do it again. We can gauge some interest. She would recommend that we go ahead and give it a go on October 10th in conjunction with the Public Safety Day Open House.

Mayor Fraser stated perfect. Good ideas. Council member Stinnette stated that's a great idea, and you have a volunteer built in on that one by the way.

g. Water Tower Update (Added by agenda amendment)

Mayor Fraser stated that the last item is Cell Tower One, the Water Tower. What's the latest status?

Mr. Mekarski inquired whether Dale was still on the line. There was no response. Mr. Mekarski inquired of Jason whether or not he had the updates on taking down the antennas and putting on the new antenna.

Mr. Jason Didawick, Assistant Public Works Director stated that he just got back from vacation. Unfortunately, he did not get to talk to Dale much on that. He knows that Matt Ames had a meeting with her today. He doesn't want to speak prematurely on where the process is with that.

Mr. Mekarski stated that we will have to put a memo out on that one. Mayor Fraser stated if we can get a quick email to all of Town Council, and just shoot it out. He believes that we were looking at September. Mr. Mekarski stated yes. He can tell you on Tower 2, we finalized our comments on the legal agreement, Matt Ames, Sally, and our procurement team. Matt Ames is going to start opening up some negotiations to see if they accept our comments. If we are successful in the next few weeks, and we are in the position where we can publicly say that we have a negotiated contract, we will bring the group in for a full presentation, and we will present a contract authorizing me to execute. That's an exciting proposal and it has a good economic opportunity for us.

Mayor Fraser stated well-done, looking forward to that. That's probably September, October. Mr. Mekarski stated that he would think so. We made excellent progress. He is right now getting on the phone with the company and saying here are the issues, do you agree or disagree. And then we are going to engage in a dialog. Mayor Fraser stated good. Thank you everyone for staying with us. The next time he puts on the agenda three presentations, just tell me to remember this day and this time. Council member Grewe stated you have my solemn word.

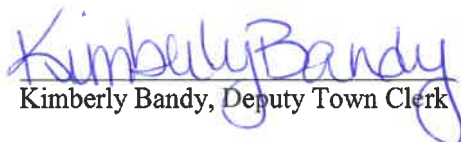
ADJOURNMENT:


Motion by Council member Grewe, Second by Council member Greenly that the Town Council Close the Meeting of August 11th, 2020 at 10:47 P.M.

Voice Vote: All Ayes

Motion Carried: 7-0

Respectfully submitted by Faith Stine.


Kimberly Bandy, Deputy Town Clerk


Kwasi Fraser, Mayor