

**Hanover County Economic Development Authority**  
8200 Center Path Lane, Suite E  
Mechanicsville, VA 23116-2525



**VIRGINIA:** At a meeting of the Economic Development Authority of Hanover County held in the Economic Development Conference Room at 8200 Center Path Lane, Suite E, Mechanicsville, Virginia, on the 14th day of January, 2026, at 7:30 a.m.

Present:            Mr. Trey Hayden, Chairman  
                         Ms. Carey Carlisle, Treasurer  
                         Mr. Ed Kieper  
                         Mr. Wayne Waldrop  
                         Mr. Sam Zeidan  
                         Mr. James Zemp  
                         Mr. Brandon Turner, Secretary  
                         Mr. Armon Smith, Deputy Director  
                         Ms. Ann Glave, Existing Business & Project Manager  
                         Ms. Beth Harper, Recording Secretary

Guests:            Rachel Smith, Hanover County Tourism Director  
                         Jeff Sadler, Complete Creative Economics  
                         Juan Conde, Titan Property Advisors

Absent:             Ms. Elizabeth Rafferty, Vice Chairman

Mr. Trey Hayden, Chairman called the meeting to order at 7:30 a.m.

This meeting was a public meeting following public notice posted at the Hanover County Government Building three (3) days prior to the meeting.

**Public Comment**

Mr. Hayden asked if there were any public comments.

There were none.

He introduced Landyn Howard, HCED’s intern from Randolph Macon, for the month of January.

**Approval of Minutes – December 3, 2025**

Authority members were provided with copies of the draft minutes from the meeting held on December 3, 2025.

Mr. Hayden asked for a motion to approve December 3, 2025, minutes as written.

Mr. Waldrop motioned to approve minutes as written.

Ms. Carlisle seconded the motion.

Upon the vote being taken:

Mr. Hayden	voted	Aye
Mr. Kieper	"	Aye
Ms. Carlisle	"	Aye
Mr. Waldrop	"	Aye
Mr. Zeidan	"	Aye
Mr. Zemp	"	Aye

Motion approved.

**Hotel Study**

Mr. Jeff Sadler from Complete Creative Economics and Juan Conde from Titan Property Advisors presented the results of the Hanover Hotel Market Feasibility Study. After explaining the study methodology, they stated that there is need for tier 4 or higher hotels north of the I-64 interchange and close to the Henrico Sports and Events Center. In addition, the study identified there is need for a meeting/conference type facility in the northern portion of the region which could hold large events and parties, with Hanover being in a good position for such a facility. Four areas in Hanover County were focused on to support hotels and the pros and cons for each were discussed.

A number of future recommendations to move forward with attraction of hotels and/or convention space were also discussed.

Mr. Zemp exited the meeting.

**Chairman Updates**

Mr. Hayden announced that he and Ms. Rafferty had worked with County staff to revamp HCED’s Tourism Grant application. The current application is cumbersome and only two applicants have applied. The revised application was presented to the EDA.

Mr. Hayden asked for a motion to support a revamped Hanover Tourism Grant application.

Ms. Carlisle motioned to approve minutes as written.

Mr. Zeidan seconded the motion.

Upon the vote being taken:

Mr. Hayden	voted	Aye
Mr. Kieper	"	Aye
Ms. Carlisle	"	Aye
Mr. Waldrop	"	Aye
Mr. Zeidan	"	Aye

Motion approved.

Mr. Hayden also stated that HCED is conducting preliminary work on developing a Tourism Zone and Incentive Plan once the Route 1 Small Area Plan is approved and is working on industrial recruitment incentive programs as well.

**EDA Treasurer Report**

Ms. Carlisle reported that there was one expenditure in December for the Hotel Study. The EDA also received the bond payment from Covenant Woods

Ms. Carlisle and Mr. Hayden met with staff in to work on revising the Industrial Revenue Bond policies and application. Once the revision is completed it will be sent to the members for input.

### **Economic Developments Updates**

Mr. Turner briefed the EDA on a number of Economic Development project updates, including:

- Prospect activity slowed over the past month due to the holiday season, although manufacturing and data center activity remains robust. Commercial announcements include Oppidan and Wyatt Heavy Equipment.
- The Department visited and assisted a number of businesses over the past month. Ms. Glave also participated in a business walk along Lewistown Road/Route 1 area.
- Project Onyx has eliminated all Virginia sites from consideration.
- All lots, five of which are in Hanover with the balance in Goochland, have been sold at the I-64 Industrial Park.
- At Northlake II Industrial Park, construction is underway on building D. A company has announced that they will lease the entire building.
- The Planning Commission will meet on January 15 to consider HHHunt's application to rezone the Hunting Hawk property to build a data center campus.
- Planning for the 2026 Heart of Hanover Business awards has begun. Nominations and voting will begin in the spring.
- Ms. Glave is working on sponsorships for the Hanover Farm tour.
- The new economic development website has been launched, including a page dedicated to the EDA.

- On January 16, Senator Mark Warner will share updates about business issues at the Atlee Library. 45-50 have registered to attend.

### **Other Business**

Mr. Smith reported that Ms. Howard has been working on a comparison of tax rates for localities in the Richmond area; this will be shared with the EDA.

At 10:06 a.m., Mr. Hayden adjourned the meeting.

### **Next Meeting**

The next meeting of the Economic Development Authority is scheduled for Wednesday, February 11, 2026 at 7:30 a.m.

Minutes submitted by Beth Harper.