

**MEETING OF THE INDUSTRIAL DEVELOPMENT AUTHORITY OF THE COUNTY
OF CAMPELL, VIRGINIA**

January 27, 2011

The regular meeting of the Board of Directors of the Industrial Development Authority of Campbell County, Virginia, was held in the multi-purpose conference room of the Haberer Building, Rustburg, Virginia, on January 27, 2011.

The Directors present were:

Lewis Robertson, Chairman
K. William Kirk, Vice-Chairman
George Rosser, Secretary-Treasurer
D. Vance Driskill
Larry Dalton
Geraldine Pettigrew

The Directors absent were:

Malcolm Morris

Also Present:

J. Michael Davidson, Economic Development Director and Assistant Secretary-Treasurer
Frank Wright, Jr., Esq., IDA Attorney
Brandon S. Turner, IDA Staff Support

// Chairman Robertson called the meeting to order at 7:30 p.m.

// Chairman Robertson asked the members if they had any corrections or additions to the meeting minutes from the October 28, 2010 meeting. With no corrections or additions given, a motion to approve minutes was made by Mr. Rosser and seconded by Mr. Dalton and duly adopted by unanimous vote of the members present.

Matters from the Economic Development Director

// Mr. Davidson opened the meeting by reviewing financial statements; he stated that CD's have rolled over into 60-month instruments and will remain in First National Bank as that bank offered the most competitive rates. Mr. Davidson noted that \$6,000 from the Wachovia account has been turned over to Campbell County due to Jet Broadband not meeting hiring goals in their performance agreement. Also, \$36,047.50 has been transferred from the County into the account for Abbott Nutrition incentives; awaiting a press release from Abbott to release the funds.

// Mr. Davidson next spoke on project updates. He spoke briefly on receiving a grant from the Tobacco Commission for Phase II of the Commodity Storage initiative, noting that five

additional counties will be added to the present 13 counties. The new counties will receive a larger sum in Phase II; however, all locality funding will balance out by the end of Phase II.

Mr. Kirk inquired about the new system that may replace the pump station in Seneca Commerce Park. Mr. Davidson stated that he is presently unfamiliar with the specifics of the system and will attend a meeting with CCUSA on the topic in February. It is similar to an on-site treatment site, with parts acting as a pump station but only about half of the cost. This new system, which has been put into operation around Smith Mountain Lake, will result in considerable cost-savings for Seneca; this will allow for running the power line into the park as well as creation of a new master plan.

Mr. Rosser inquired about the prospect for Dearing Ford; Mr. Davidson stated the retail operation has pulled out of the site for the time being. This is strictly a financial decision from the company; both the company and developer were very pleased with the site and indicate they may be interested in the site in the future. Mr. Rosser also inquired about the prospect in Hurt; Mr. Davidson noted he can only provide a few details that could be discussed in a closed session; the Authority determined this to be unnecessary.

// Mr. Davidson next circulated an annual report prepared for the Altavista Economic Development Authority detailing business growth, tourism, project updates, and unemployment data for the county. He noted that our unemployment rate is below most surrounding localities but is slightly above the State average.

He also mentioned that the Department of Business Assistance has designated May 2nd – 6th as Business Appreciation Week, and briefed the Authority on plans to recognize this week. As with previous years, letters of support will be mailed to local businesses and a catered luncheon will be held for Campbell County's largest employers.

// Mr. Davidson next gave a briefing on the regional CEDS update being managed by Region 2000. This is being handled regionally due to EDA funding eligibility; Campbell County cannot access grants from the EDA but the region as a whole has access due to the eligibility of Amherst and Appomattox counties. Mr. Davidson noted he submitted 12 projects, most of which may be deemed regional in nature; these projects include the regional airport authority, regional public utilities authority, regional airport industrial park, Seneca Commerce Park Virtual Building, U.S. 29 South sewer line extension, a possible joint Dan River/Lane Company building redevelopment plan, regional target market study, regional agricultural marketing project, regional agricultural farm alliance, and a regional Historically Under-utilized Business District Zone. He spoke briefly on each project. There were no questions from the authority regarding the CEDS project.

It was deemed unnecessary by Mr. Davidson and the Authority to enter a closed session. Mr. Driskill thanked the County, and especially the Office of Economic Development, for their hard work during these difficult times. There was general discussion about the competitiveness of Virginia, in terms of incentives, and neighboring states.

// Mr. Davidson next wanted the IDA to brainstorm ideas for projects; should the IDA weather out the economic storm or invest money in projects that benefit the business community? He noted that County budgets will be frozen or shrink for the next three years, and departments are required to reduce budgets by 5% next year. There will probably be no CIP funding for a while, which affects the IDA's ability to buy or build property.

Mr. Driskill suggested staying away from buildings due to large inventory; Mr. Rosser suggested assisting Brookneal Airport with the fuel farm. Mr. Davidson noted that issues have arisen with costs/funding as well as housing two types of fuel at the site. The Brookneal/Campbell County Airport Authority will meet in February to discuss these issues and debate what steps to take to move forward. Mr. Kirk felt it may be wise to sit on assets and weather the economic storm or put money into several projects and not put all of the IDA's assets into one individual project.

Mr. Davidson floated several potential ideas for the Authority; a revolving loan fund in partnership with neighboring locality IDA's, support a specific project/prospect, purchase property, assist with marketing functions, and/or purchase the Dan River site. The Authority debated the pros and cons of each idea, but favored the idea of a multi-locality revolving loan fund, primarily with the Lynchburg EDA, and increased marketing efforts, possibly expanding existing relationships with consultants or working with a new consulting firm. Mr. Davidson will research these two suggestions and present the findings at the April 28, 2011 IDA meeting.

Mr. Davidson next briefed the Authority on a productive meeting held recently with the Altavista Economic Development Authority. The Altavista EDA wants to create shovel-ready properties in the town to attract prospects. Mr. Davidson informed them that having shovel-ready sites is key, but modern industrial buildings are of utmost importance. He suggested pooling IDA funds with the Altavista EDA in order to construct the Dearing Ford Virtual Building. The IDA would have responsibility in borrowing funds due to the park being in Campbell County, but the Altavista EDA could be a financial backer.

Matters from IDA Members

// Mr. Driskill questioned the meeting schedule sheet; Mr. Davidson noted a minor error on the sheet concerning the Authority meeting every-other month. This is an oversight; the meeting dates listed on the sheet are accurate. Mr. Robertson questioned the need for an April Meeting; Mr. Davidson felt the IDA should meet at least once a quarter to keep members abreast with developments.

// With nothing further presented for consideration, upon a motion by Mr. Rosser, seconded by Mr. Driskill, and duly adopted by unanimous vote of the members present, the Campbell County Industrial Development Authority adjourned at 8:52 p.m. The next meeting will be held in on April 28, 2011 at 7:30 p.m. in the Board Level Conference Room, Haberer Building, in Rustburg, Virginia.

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Lewis Robertson, Chairman

George Rosser, Secretary-Treasurer