

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

October 2, 2008

The regular meeting of the Board of Directors of the Industrial Development Authority of Campbell County, Virginia, was held in the Community & Economic Development Conference Room, County Office Building, Rustburg, Virginia, on October 2, 2008.

The Directors present were:

George Rosser, Chairman
Geraldine Pettigrew
Malcolm Morris
K. William Kirk

The Directors absent were:

Lewis Robertson
D. Vance Driskill, Secretary-Treasurer

Also Present:

J. Michael Davidson, Economic Development Director
Rebecca Schwarz, Assistant Secretary-Treasurer
Frank Wright, Jr., Esq., Overbey, Hawkins, & Wright

// Mr. Rosser called the meeting to order at 7:49pm. The minutes from July 24, 2008 were presented for review. Mr. Rosser asked if there were any additions or corrections to the minutes. Mr. Kirk said he had a questions based upon the previous minutes. He asked if there was any information that he ought to know regarding FOIA given his new appointment to the IDA. Mr. Wright and the Authority reiterated the importance of saving all emails on IDA business and being conscientious of what material to include in emails as all IDA related emails are subject to FOIA. General discussion of FOIA stipulations followed. With no additions or corrections to the IDA minutes, upon a motion by Mr. Morris, seconded by Mr. Kirk, and duly adopted by unanimous vote, the Campbell County Industrial Development Authority approved the July 24, 2008 minutes.

Mr. Rosser turned the discussion over to Mr. Davidson.

Matters from Economic Development Director

Mr. Davidson next reviewed the Project Updates. Mr. Davidson passed around to the members an updated Project Updates from the one sent in the meeting packets. He said that the IDA is down to only 9 projects. The Graham Packaging expansion announcement was made after two years of work. Some projects that were previously discussed have dropped out. Mr. Davidson did comment that it has become an intensive ordeal to work projects through to completion, as evidenced by the time involved to bring the Graham expansion together. There are no updates to the confidential projects discussed in closed session at the previous IDA meeting. Mr. Davidson said that unless members had questions on those projects, he would not go into closed session. He said he would update Mr. Kirk on those projects later.

Mr. Davidson said that the Governor's office released the Graham Packaging press announcement due to the TROF funding. The announcement got picked up by Plastics News, a weekly national periodical magazine. Mr. Davidson said that this is a unique and great opportunity for Altavista and Virginia to get national exposure. This kind of attention is a great thing. Mr. Rosser noted for Mr. Kirk that projects that

involve Government Opportunity Funds and Tobacco Region Opportunity Funds should not be discussed prior to an announcement. If word gets out on these types of projects prior to their announcement the governor will revoke the funding.

Mr. Davidson said that the County has completed the replacement stormwater ponds and is in the final process to get the plans approved for removing the stormwater retention pond and rebuilding the stream at Seneca Commerce Park. Mr. Davidson gave a brief update on the reasons for removing the pond which was built in the path of a perennial stream. He said that the in-house construction team will grub the lots for the virtual building in Seneca Commerce Park. He said that hopefully the construction crew will be able to grade the lots. Mr. Davidson said that the County will have to rely on the IDA to help with the building of the 20-30K square foot virtual building on the land. By the time this comes around, the IDA will have a little more credit available as there will be a little bit more paid off on the Banker Steel loan.

Mr. Davidson said that the Tourism Brochure is finished. It has not yet been presented to the Board of Supervisors. It is just a regional piece, and its scope is very narrow and well-defined. It is meant for Region 2000, not the entire Commonwealth. The County wants to distribute it at locations such as the D-Day Memorial and other nearby tourist sites with the hope of attracting visitors who are looking to do things in the area if they happen to have an extra day or half day in the area. The brochure will go in visitor centers, chambers of commerce, hotels, college student centers, and other such locations. Mr. Davidson pointed out that the brochure includes Campbell County's first winery, which is in the near vicinity of the Patrick Henry Memorial. The County held a four hour workshop with a group of stakeholders, including representatives from most of the places featured in the brochure as well as representatives from the Chambers and the Campbell County Historical Society. They spent half a day brainstorming and coming up with the content that people wanted included. Sisson Creative did the brochure. Mr. Davidson said that Sisson does good work. Sisson also does the Economic Development website.

Mr. Davidson asked for any questions on the Project Updates. There were no questions and no requests for an update on closed session items.

// Mr. Rosser asked Ms. Schwarz to present the financial report (attached). Ms. Schwarz reviewed the report and noted that the Certificates of Deposit went up somewhat in July. She commented that under the Reconciliations section there is a slight discrepancy in the Banker Steel Operating Account ending monthly bank statement and the actual balance on the report. This discrepancy is due to the fact that the bank statement was issued prior to the Banker Steel loan payment. Everything balances out, everyone is paying on time, and everything looks good. Ms. Schwarz asked for any questions on the financial report.

There were no questions, but Mr. Davidson did discuss the Broadband Communication Equipment asset. Mr. Davidson reviewed the stipulations of the grant and the technicalities of the system for the benefit of refreshing the IDA and educating Mr. Kirk on the project. Mr. Davidson pointed out that in the financial report the IDA has never figured in the depreciation on the Broadband system. He said that the IDA is close to selling the system, as was stipulated in the grant from the Tobacco Commission. The IDA had to own the system for no less than three years but for no more than five years. He commented that any technological equipment becomes out-of-date quickly. This Broadband equipment was obsolete within 6 months of the installation of the system. Mr. Davidson said the IDA will be fortunate if it can sell the system for \$3,000. The IDA did sell its unused equipment to the ISP provider, so it actually gained more profit than it might have otherwise earned through just the selling of the system. It will sell the system to Pure Internet, who currently operates the system.

Originally the IDA looked for ways to expand the system. If the County could have gotten access to the William Campbell High School water tank for its antenna, expansion could have been a possibility, but

the sharing of the tower was never negotiated. Mr. Davidson gave an update on the costs of expansion, which would far exceed the return on investment. There are simply not enough customers in the Gladys, Naruna, and Brookneal areas to pay for the cost, and the cost for providing the service would not be competitive with other services in the area. General discussion of the IDA system and wireless Broadband and its future in the area followed.

// Mr. Davidson moved to the next item on the agenda, the Election of an Assistant Secretary-Treasurer. Mr. Davidson said that unfortunately Ms. Schwarz has resigned and is currently only working on a part-time basis during the month of October. He recommended that the IDA nominate himself as the Assistant Secretary-Treasurer as he does not know when he will get a replacement for Ms. Schwarz, and there are projects that need to be worked on beforehand. The IDA discussed this matter. Upon a motion by Mr. Morris to elect Mr. Davidson as the Assistant Secretary-Treasurer for the IDA, seconded by Ms. Pettigrew, and duly adopted by unanimous vote, Mr. Davidson was elected the Assistant Secretary-Treasurer of the IDA.

Mr. Davidson presented no other items for discussion.

Matters from the Chairman

// Mr. Rosser commented that nobody has been appointed to fill Darryl Whitesell's position on the IDA.

Mr. Rosser asked when the next meeting will be held. He said he remembered that there was discussion of changing the November meeting date due to the Thanksgiving holiday. Ms. Schwarz informed that IDA that it voted to move the regularly scheduled meeting on Thursday, November 27th, Thanksgiving Day, to Thursday, November 20th. The IDA agreed by consensus that this date is still fine.

Matters from IDA Members

// Ms. Schwarz expressed to the IDA how much she has enjoyed working with the Industrial Development Authority. She said it has been an honor and pleasure.

Following general discussion of the aforementioned matters, and with no other business presented for consideration, upon a motion by Mr. Morris, seconded by Mr. Kirk, and duly adopted by unanimous vote, the Campbell County Industrial Development Authority adjourned at 8:08 pm.

George Rosser, Chairman

Vance Driskill, Secretary-Treasurer