



INDUSTRIAL  
DEVELOPMENT  
AUTHORITY

Meeting Date: Thursday, June 23, 2022  
Meeting Time: 7:00 pm  
Meeting Place: Citizen Services Building  
First Floor Conference Room  
85 Carden Lane

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## Agenda

- 1) Call to order
- 2) Review and Approval of Minutes: April 21, 2022
- 3) Public Comment
- 4) Matters from Economic Development Staff:
  - a) Financial Report & Bond Options
  - b) Project Updates
- 5) IDA Incentive Program Discussion
- 6) Construction Project Review
- 7) Matters from the Chairman
- 8) Matters from IDA Members
- 9) Adjourn

Next Scheduled Meeting: August 25, 2022

Attachment 1: April 21 minutes (3 pages)

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

April 21, 2022

The meeting of the Board of Directors of the Industrial Development Authority of Campbell County, Virginia, was held in the Citizen Services Building first-floor conference room, Rustburg, Virginia, on April 21, 2022.

The Directors present were:

Vance Driskill, Chairman  
Larry Dalton, Vice Chairman  
George Rosser, Secretary Treasurer

Jack Dean  
Don Wooldridge  
Dennis Rosser

The Directors Absent were:

Thomas Vaughan

Also present:

Nina Rezai, Campbell County Economic Development Manager  
Frank Wright, Esq., Overbey, Hawkins, Wright, & Vance, PLLC  
Molly Eden, Campbell County Economic Development Specialist  
Brooke Wright, Administrative Assistant to the County Administrator

### Call to Order

// Chairman Driskill called the meeting to order at 7:03 p.m.

### Review and Approval of Minutes

// All members having acknowledged review of the minutes of January 27, 2022, Chairman Driskill called for a motion to approve, with one modification to add the word “for” to the first sentence of the second paragraph on the second page. Mr. Wooldridge motioned and Mr. George Rosser seconded. With all in favor and none opposed, the minutes were approved.

### Staff Changes

// Next, Ms. Rezai informed the Authority that since the last meeting, Kim Stewart had moved to Salem, VA and her position had not yet been filled. Molly Eden was recently hired as the E.D. Specialist. The Authority members introduced themselves and informed Ms. Eden of their professional backgrounds.

### Election of Officers

// Chairman Driskill indicated the Authority was past due to elect new officers. Mr. Wooldridge nominated and Mr. Dean seconded Vance Driskill to remain Chairman. With all in favor and none opposed, Mr. Driskill was named Chairman. Mr. Dalton nominated and Mr. George Rosser seconded Dennis Rosser to become Vice-Chairman. With all in favor and none opposed, Mr. Dennis Rosser was named Vice-Chairman. Mr. Dean nominated and Mr. Dennis Rosser seconded George Rosser to remain Secretary Treasurer. With all in favor and none opposed, Mr. George Rosser was named Secretary Treasurer.

### Financial Report

// Ms. Rezai reviewed the IDA balance statement and Simplimatic Lease statement. She highlighted the increase in revenue that started in January with the beginning of Simplimatic’s new lease. Mr. Dalton

suggested that staff consider researching bond options to generate more interest income than the IDA's checking account currently produced.

#### Project Updates

// Ms. Rezai reviewed the project updates and noted that the USED A grant project was declined due to a low level of economic opportunity.

// Ms. Rezai also mentioned that the HUBZone application submitted in January was approved. A press release was forthcoming, and she was excited for the benefits that HUBZones could offer the County.

// Ms. Rezai stated that she was still working with the Extension Office on the Precision Agriculture Grant.

#### Other Matters

// Ms. Rezai offered a presentation about functions of an Industrial Development Authority versus an Economic Development Authority (EDA). The goal of each type of Authority was to promote economic growth. Traditionally, an IDA focused on securing bonds for local governments or regional initiatives. She asked the members to consider if they wanted to be more involved in a broad range of economic development initiatives. Ms. Rezai indicated that she coordinated business retention and expansion meetings as necessary, and IDA members were welcome to join those meetings if the business owner was agreeable. She also reviewed two exciting initiatives from Economic Development – the Campbell Connects small business networking events and the Start Small Campbell small business grant program. Mr. Dean suggested forming a subcommittee within the IDA to work closely with Ms. Rezai to learn the intricacies of the Economic Development department. Chairman Driskill appreciated the idea and thought it would be best to individually learn more about the department before determining how to proceed as an Authority.

// Ms. Rezai provided an update on landscaping efforts at Seneca Commerce Park. RSG Landscaping had been contracted for retention pond maintenance and landscaping maintenance at the Park's entrance. The Public Works department would be responsible for repairing stormwater ponds and routine roadside mowing. She indicated that RSG had submitted a proposal for landscaping around the Simplimatic sign. Chairman Driskill asked staff to get an estimate for a Simplimatic sign similar to the Seneca entrance sign.

// A lengthy discussion ensued regarding the possibility of constructing another building in Seneca Commerce Park. Chairman Driskill thought it was time to consider the opportunity and asked for more accurate figures on building costs in order to have further discussion at the next meeting. He also wanted to discuss the best potential lot for a building.

#### Adjourn

// Hearing no further questions, Chairman Driskill called for a motion to adjourn. Mr. Dean motioned and Mr. Wooldridge seconded. With all in favor and none opposed, the meeting adjourned at 8:22 p.m.

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

April 21, 2022

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Vance Driskill, Chairman

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Dennis Rosser, Vice Chairman

Attachment 2: Project Updates (2 pages)

**Industrial Development Authority**  
**Economic Development Project Updates**  
**June 23, 2022**

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**Industrial Prospect Activity –**

- **LRBA** – Currently facilitating the Regional Economic Development Strategy
- **HUB Zones Designations-** The Town of Altavista and The Gladys areas were designated by their census tracts; tracts were approved by the SBA to be included in the HUB Zone program. The regional director of SBA came to meet with county and Town staff to review some of the benefits and applicability this program has for existing business and prospect attraction.
- **Site Selector-** The Campbellvirginia.com [site selector](#) feature has been populated by staff pulling commercial and industrial listings from commercial brokers to enable prospects to find local listings in one central location. This also funnels the properties into the Virginia Economic Development Partnership database. At this time, there are 41 available listings.
- **GO VA Region 2-** Columbia Gas provided a letter of commitment to continue the project with one of the leads we have identified as a potential. We have some time to finalize a user.
- **Incentive Compliance Monitoring**
  - **Graham Packaging-** payment 5 of 6 issued on 6/8/2022 for \$29,666.67
  - **Rage Plastic Corporation-** annual audit unable to be completed due to not yet filing 2022 Taxes.
  - **Southern Landscape Group** – 2<sup>nd</sup> payment of two payments issued for \$7,450.

**Projects/Activities –**

**Broadband TRRC Grant** – the ISP was unable to provide the necessary service. The grant has been closed – the Oxford Furnace and Mt. Athos road area will be better served by the VATI grant run by the Broadband Authority.

**Agriculture TRRC Grant-** All of the localities hosted information sessions and most have received applications since the May 16<sup>th</sup> deadline. Letters are being issued and educational classes are being scheduled. For the localities with spaces still available, applications will continue to be received.

**Public Engagement –**

Community Involvement: **Campbell Connects** second event was held on June 9<sup>th</sup> in Brookneal at Drug Store Grille. The Small Business Development Center provided a business resource presentation to the 25 attendees. The next Event will be held on September 15<sup>th</sup> in the Timberlake Area. **Central VA Farm Tour-** sponsored by Economic Development planned by the Extension office to highlight local farmers and producers on June 26<sup>th</sup>.

Marketing: The Virginia Tourism Corporation grant application has been submitted.

**Seneca Commerce Park-** Landscaping has been refreshed at entrance and the storm water ponds have been sprayed to prevent weed over growth.

#### Unemployment 2022

|               | Jan. | Feb. | Mar. | Apr. | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. |
|---------------|------|------|------|------|-----|------|------|------|------|------|------|------|
| <b>County</b> | 3.6% | 3%   | 2.8% |      |     |      |      |      |      |      |      |      |
| <b>State</b>  | 3.4% | 2.9% | 2.7% | 2.5% |     |      |      |      |      |      |      |      |
| <b>US</b>     | 4.4% | 4.1% | 3.8% | 3.3% |     |      |      |      |      |      |      |      |
| <b>Region</b> | 3.7% | 3.1% | 2.9% |      |     |      |      |      |      |      |      |      |

<https://www.virginiaworks.com/Local-Area-Unemployment-Statistics-LAUS>