

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

March 23, 2023

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
March 23, 2023

The Directors present were:

Vance Driskill, Chairman
Dennis Rosser, Vice Chairman
George Rosser

Jack Dean
Thomas Vaughan
Don Wooldridge

Also present:

Nina Rezai, Director of Campbell County Economic Development
Frank Wright, Esq., Overbey, Hawkins, Wright, & Vance, PLLC
Rick Read, Commercial Banker, Coldwell Banker
Molly Eden, Economic Development Specialist, Campbell County Economic Development
Claude Dixon, Business Programs Coordinator, Campbell County Economic Development
Karen Wydner, Administrative Assistant, Campbell County Economic Development

Call to Order

// Chairman Driskill called the meeting to order at 7:02 p.m.

Review and Approval of Minutes

// All members acknowledged review of the minutes of December 1, 2022. Previous errors were corrected on the December minutes and Chairman Driskill called for a motion to approve December's revised minutes. Mr. Jack Dean motioned and Mr. Tommy Vaughan seconded. With all in favor and none opposed, the December 1, 2022 minutes were approved.

// All members acknowledged the review of the minutes of January 26, 2023. Chairman Driskill called for a motion to approve. Mr. Don Wooldridge motioned and Mr. Dennis Rosser seconded. With all in favor and none opposed, the minutes were approved.

Public Comment

// There were no public comments.

Matters from Economic Development Staff

Staff Changes

// Ms. Rezai informed the Authority that Karen Wydner has joined the Economic Development Department as the new Administrative Assistant. She began the position in mid-February.

Meeting Schedule Revision

// Ms. Rezai requested a date change to the regularly scheduled IDA meeting on June 22, 2023, as a joint work session is scheduled with the Board of Supervisors on June 20, 2023 at 6:00 p.m. in the Haberer Building. She presented two alternative dates of May 11, 2023 or May 18, 2023 at the same stated time of 7:00 p.m. and location, Citizen Services Conference Room. Chairman Driskill advised the IDA members to have it on their schedules as the IDA has many projects underway and they have not met

with the Board of Supervisors in over a year. Ms. Rezai stated the meeting between now and the June joint work session would allow her to prepare anything specific they wish to highlight with the Board of Supervisors.

// Chairman Driskill expressed a preference to have the meeting on May 11th due to a potential conflict with a personal matter. Mr. Don Wooldridge also expressed the May 11th date would work well for him. Ms. Rezai stated the IDA would convene on May 11, 2023 for their scheduled meeting. This would replace the June 22, 2023. Mr. Jack Dean stated he has conflict on May 11, 2022, but could participate remotely should his participation be needed for a quorum. All are encouraged to be present for the joint work session.

Financial Report

// Ms. Rezai presented new spreadsheet layouts of the financial reports for the Authority to review, highlighting the Money Market checking account balance across the top. Additionally, in the financial packet a copy of the check book register was included. For transparency, two duplicate fund transfers were submitted to Management Services erroneously. One for \$31,562.50 Tru by Hilton incentive payment and the second for \$15,800 Graham Packaging incentive payment. Checks were made to the Campbell County Board of Supervisors to reimburse funds.

// Ms. Rezai also stated that future IDA meetings the IDA treasurer will review the bank statements for any associated accounts and sign off on the original to ensure the transactions are consistent with the reports.

// Ms. Rezai stated the preferred money market account for the CLiMB fund and other preferred money market account with Select Bank will appear on next month's financial report once the accounts are opened

// Ms. Rezai advised the board that Ally Bank will not allow an account for a public entity to place funds with their bank. Other local banks and their current money market account rates and savings account rates were presented. Mr. Dennis Rosser suggested the IDA review other on-line options at a later date.

Other Topics

// Mr. Rick Read brought forth information reading the end of the Simplimatic lease. Simplimatic asked if they could extend the lease by a day or two. Additionally, Simplimatic inquired if the IDA would be interested in purchasing the shed they added behind the building to house their air compressor for \$5,000. Mr. George Rosser inquired as to the type of shed it was and if Simplimatic would be leaving the compressor as well. Chairman Driskill stated that it was a nice shed in good condition and should stay with the property. Mr. Read confirmed that the piping and electrical to the shed would remain in place but the air compressor would not. Mr. Vaughn also stated the shed would be an asset to the property.

// Chairman Driskill proposed approving a 2-3 day extension (April 1st – April 3rd) and an offer \$4,000 and the price would not exceed \$5000 to be negotiated by Mr. Read. Motion was made by Mr. George Rosser. Seconded by Mr. Vaughn and all voted in favor.

Project Updates

// Ms. Rezai announced the upcoming Campbell Connects event at Long Mountain Grill in Rustburg on April 13, 2023.

// Ms. Rezai stated there was a meeting with the CEO of Centra Health, updating their development plans for the end of Simon's Run. They would be building two hospitals, essentially another campus.

One would be for behavioral health and the other would be for acute rehab. Centra anticipates starting the project after May of this year, once all their certificates are approved and the General Assembly concludes. The important aspect for Campbell County is this will be a joint venture for profit – taxable development in Campbell County.

// Ms. Rezai informed the Authority that the Economic Development staff hosted an Agritourism workshop and a Farmers Markets interest meeting. There will be two new Farmer's Markets this summer, one in Rustburg and one on Sunnymeade Rd. on Saturdays (Candler's Mountain Farmer's Market at Huckleberry Knob Nursery property) There has been a demand for more farmer's market in the community. The Candler's Mountain market already has non-profit status and has a board in place so that they can apply for grant funding.

// Ms. Rezai presented in the board packet links to two statewide publications this month Blue Ridge Outdoors and Virginia Sportsman highlighting Campbell County hidden gems focusing on outdoor recreation opportunities. One focuses on the Brookneal fishing tournament and other later this summer will be on paddling and family fun. Both were made possible through the ARPA grant funding. Those are they are the types of things that bring people in from outside the local area.

// Mr. George Rosser brought to the board's attention of Wells Fargo closing in Altavista June 21 or 23rd. Ms. Rezai stated the Truist branch in Rustburg was closing at the end of March. This would leave Bank of the James and First National bank in Rustburg. A question was brought forth if the Truist building was being sold. Mr. Read stated this was a trend among big banks to move to online banking. He also did not know the status of the Truist building.

Closed Session

// Ms. Rezai announced there was an item for Closed Session. Chairman Driskill ask for a motion to enter into Closed Session.

// On the motion of Mr. Dennis Rosser it was resolved that the Campbell County Industrial Development Authority enter into a closed session at 7:32 p.m., in accordance with Section §2.2-3711(A)(3) of the Code of Virginia to discuss the disposition of publicly held real property, where discussion in an open meeting would adversely affect the bargaining position or negotiating strategy of the public body, specifically being property at 265 Ewing Drive, and in accordance with §2.2-3711(A)(5) of the code of Virginia, 1950, as amended, for the discussion concerning a prospective business where no previous announcement has been made of the business's interest in locating or expanding its facilities in Campbell County, specifically being prospects for 265 Ewing Drive. The motion seconded by Mr. Jack Dean and all voted in favor.

// On the motion of Mr. Dennis Rosser it was resolved to return the meeting to open session at 8:08 p.m.; seconded by Mr. Donald Woodridge.

CERTIFICATE OF CLOSED MEETING

WHEREAS, the Campbell County Industrial Development Authority had convened a closed meeting on the 23rd day of March, 2023 pursuant to an affirmative recorded vote and in accordance with the provisions of The Virginia Freedom of Information Act; and

WHEREAS, §2.2-3711 of the Code of Virginia requires a certification by the Campbell County Industrial Development Authority that such closed meeting was conducted in conformity with Virginia law; NOW, THEREFORE, BE IT RESOLVED that the Campbell County Industrial Development Authority hereby certifies that, to the best of each member's knowledge, (i) only public business matters lawfully exempted from open meeting requirements by Virginia law were discussed in the closed meeting to which this

certification resolution applies, and (ii) only such public business matters as were identified in the motion convening the closed meeting were heard, discussed or considered by the Campbell County Industrial Development Authority.

// The roll call vote was:

Aye: Chairman Driskill
 Aye: Mr. Tommy Vaugh
 Aye: Mr. Dennis Rosser
 Aye: Mr. Jack Dean
 Aye: Mr. Donald Wooldridge
 Aye: Mr. George Rosser
 Nay: None
 Absent During Meeting: None
 Absent During Vote: None

ACTIONS FOLLOWING CLOSED MEETING

//It was resolved the Campbell County Industrial Development Authority authorizes Mr. Rick Read to act as negotiator on behalf of the Authority with potential tenants. Mr. Read will keep Ms. Rezai abreast of revisions over the next two weeks.

// Chairman Driskill asked to select a team of three authority members to review revised proposals at a TBD date. Chairman Driskill, Mr. Jack Dean and Mr. George Rosser were selected to discuss and sign the lease agreement. Motion was made by Mr. Dennis Rosser, seconded by Mr. Donald Wooldridge and voted in favor by all.

Seneca Park Grading

// Ms. Rezai included the link to the memo to the Board of Supervisors March packet requesting at 60% engineered from the last IDA meeting to get the County to approve funding for 100% engineering with the anticipation of \$1,000,000 request for the grading of lots J, K and L. It is the hope by fall we hope to have grading proposals on the books for the next calendar year to have the 8 acres graded for a 100,000 square foot building. It was asked by Mr. Donald Wooldridge if there were any anticipated problems. Ms. Rezai responded that we estimated \$20,000 for the engineering to 100% with the intention to return for the \$1,000,000 for grading. There were no question nor discussion by the Board of Supervisors.

// Additionally, the project was for 60% engineering was priced out to be \$16,000 (about \$8,000 from the County and \$8,000 from the IDA). It was vastly over estimated. The Perkins & Orrison invoice came in around \$8,500, the County paid that portion and never utilized the IDA funds committed to cover half of the cost. Ms. Rezai stated it was an example of the IDA's great direction moving development forward in the park. Everything has been released to Perkins & Orrison and Ms. Rezai does not expect to have anything back until at least, the end of April, beginning of May. Perkins & Orrison needs to finish surveying, adjusting the report, then they will request if the IDA has any changes they would like to see. Once surveyed they can state accurately how many parking spaces and if those need to be adjusted After this point the design of the building and layout on the property can be approved.

// Chairman Driskill commented on the attention and activity in the park. Mr. Wooldridge stated how impressed he was with in the based on the interest in the lease discussion. Stating if we had ten building like that available they would be gone. Knowing it is expensive to build them but the interest is there.

// Ms. Rezai stated the interest drawn to the park was great. There was a group out of Richmond interested in building rather than leasing, so in that instance if there was a second 10,000 sf building

available it could be a soft landing and competitively marketed for them to build. This can be an effective tool for Economic Development in the absence of available buildings It is the proof of the philosophy that, “if you build it, they will come.”

// Chairman Driskill added that the building that is there was designed in such a way that it could be easily expanded to be four times the current size. Having such a building, whether it’s finished or not, is an asset. We can get companies in the smaller space and expand.

Other Authority Business

// Mr. Jack Dean asked if he needed to change his appointment based on moving to another location in the county. He is allowed to finish his term. Ms. Rezai stated his appointment is based on who appoints him and not based on his address. He just needs to be a resident of Campbell County.

Adjourn

// Hearing no further questions, Chairman Driskill asked if there was a motion to adjourn. Mr. Jack Dean motioned and Mr. George Rosser seconded. With all in favor and none opposed, the meeting adjourned at 8:25 p.m.

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

March 23, 2023

Vance Driskill, Chairman

Dennis Rosser, Vice Chairman