

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

June, 24, 2021

The meeting of the Board of Directors of the Industrial Development Authority of Campbell County, Virginia, was held in the Haberer Building Multi-Use Room, Rustburg, Virginia, on June 24, 2021.

The Directors present were:

Vance Driskill, Chairman	Dennis Rosser
Larry Dalton, Vice-Chairman	Tommy Vaughan
George Rosser, Secretary-Treasurer	

The Directors absent were:

Jack Dean
Don Wooldridge

Also present:

Nina Rezai, Campbell County Economic Development Manager
Rebecca Angel, Esq., Overbey, Hawkins, Wright, & Vance, PLLC
Stephanie Keener, Small Business Development Center Executive Director, Lynchburg Region
Sarah Johnson, Campbell County Economic Development Specialist
Kim Stewart, Campbell County Economic Development Administrative Assistant

Call to Order

// Chairman Driskill called the meeting to order at 7:05 p.m.

Review and Approval of Minutes

// All members having reviewed the minutes of the Board of Supervisors and IDA Joint Work Session on June 15, and the IDA's regular meeting minutes from March 25, Chairman Driskill called for a motion to approve the March 25 minutes with a small correction regarding tire shredding. Mr. Dennis Rosser motioned and Mr. George Rosser seconded; with all in favor and none opposed, the minutes were approved with the correction. Secondly, Mr. Tommy Vaughan motioned to approve the joint Board of Supervisors and IDA Work Session from June 15 and Mr. Dennis Rosser seconded. With all in favor and none opposed, the motion passed and the minutes were approved.

Small Business Development Center

// Ms. Stephanie Keener, executive director of the Lynchburg Region of the Small Business Development Center, gave a presentation of the SBDC for the IDA. She explained its role as a statewide resource to initiate job creation; that it assists with economic development processes of job creation, retention, and expansion; and how it provides individual and ongoing assistance to small businesses. Ms. Rezai added that she has regularly been referring businesses to the SBDC for more information and that she wanted to ensure the IDA was aware of the business resource.

Financial Report

// Ms. Rezai reviewed the IDA's financials and talked about the possibility of the IDA earmarking reserve funds in the bank account in the event that Simplimatic were to not renew their contract. With

minimal expenses on the building, the money would mainly be for insurance. Discussion was that it would not be put in a separate account, but would be to remember to have an amount of money equal to two years of insurance “set aside” if a new building project were to begin, so the IDA would know that a portion of the money in their bank account was being saved.

Insurance Renewal

// Ms. Rezai informed the group that the IDA’s insurance renewal would take effect in July and that the intent to renew had been sent in. Chairman Driskill added that part of the insurance covers liability for the IDA members and Ms. Rezai confirmed.

Project Updates

// Ms. Rezai explained that Campbell County applied in conjunction with the Town of Altavista for a USEDA grant for \$500,000 toward extending gas under Route 29 to the Dearing Ford Industrial Park. She said the grant is through the Go Virginia grant funding organization and was approved the week prior, and that the Town is working with Columbia Gas on the project.

// Ms. Rezai announced next that the Campbell County Extension Office hired their new staff member, who will work in conjunction with Economic Development to promote agriculture and agritourism. The first project Economic Development will work on with them is getting the next Tobacco Commission Agriculture Grant application process started.

// In Seneca Park, updates were made to the sign including lights added for night visibility and landscaping done around the sign with petunias added. Additionally, a new chain-link fence was installed around the cemetery located in the park. She said Economic Development is working with Recreation to put in a parking lot on Lot F at the end of the gravel road for the time being. Ms. Rezai explained that VDOT would not approve funding the road until someone purchases Lot F and the process would be another two years from the time of application before it would be funded. So it was decided that if Recreation would purchase the gravel, they could use Lot F for the parking lot for individuals to use who are at the park for recreation purposes. The final item on the project list, Pinnacle, stated that the business had broken ground on construction and wanted to be in as soon as construction is complete.

Incentive Policy Updates

// Ms. Rezai reviewed updates to the Incentive Policy, including the following additions. A Tax Stabilization incentive was added, which targets new Light or Heavy industrial business investing \$5 million to set up operations and employ at least 10 employees (Light), or investing \$10 million or more to set up operations and employ at least 25 employees. With this grant, taxes would not be collected the first year; and the second through sixth year they would be collected on an escalating percentage (20%, 40%, 60%, 80%, 100%) to help new businesses get established and become profitable.

// The next program that was presented, which was in addition to the already existing incentive programs, was called Restaurants That Rent and offers up to \$15,000 rent reimbursement for one year to a business that will go into a space under 3,500 square feet with a three-year lease agreement. The business also must be coming to Campbell County for the first time.

// Next, Ms. Rezai explained a small business grant program called Smart Start Campbell, which she said would be in conjunction with the Small Business Development Center’s Smart Start program. Eligible businesses would be starting in Campbell County for the first time, employ 200 people or less, have submitted a business plan, and have attended at least two SBDC sessions. The program would award

four \$5,000 grants per year on a quarterly basis, and businesses could apply only once and not in conjunction with any other incentive program.

// The fourth incentive update presented was a Commercial and Industrial Property Rehabilitation program and would be for property owners with an industrial or commercial building built more than 20 years ago that will rehabilitate the structure. Tax exemptions would be approved when owners increase value of the property by 40%, and the exemptions would not apply to total replacements of structures. This program was something that had been in the County Code already since 2008 and is administrated by the Real Estate office.

Seneca Commerce Park Protective Covenants

// Ms. Rezai reviewed edits Mr. Frank Wright added after the joint Board of Supervisors and IDA meeting from the previous week. In Section F., she explained that a revision was made stating that all yard setbacks would be equal to those under the current zoning designation for the property as established by Campbell County. The members discussed that heavy industrial zoning goes up to the lot line of the property, and the park is zoned heavy industrial. They wanted the setbacks further from the road so as to preserve the nice look of the park. Upon further discussion, it was agreed that Ms. Rezai would revise the wording to put it back to the general setbacks in the County Code of 75 feet.

// Ms. Rezai moved on to section H and how long temporary structures could be kept onsite. The IDA consensus was to change the last sentence of the section to two years instead of one.

// Then on section J4, Mr. Wright had added a section that introduced an appeal process so that in the event the IDA denied a potential business entry into the park, the business could appeal to the Campbell County Board of Supervisors, in writing, filed both with the Board of Supervisors and the IDA no later than 15 days from the denial of the IDA. Ms. Rezai said this would apply only to businesses trying for the first time to move into Seneca Commerce Park. Furthermore, the Board of Supervisors would need to give their reply within three months of receiving the appeal; otherwise, their answer would be deemed as an affirmation of the IDA's decision.

// In section J5, Mr. Wright added wording to state that when an owner in Seneca Commerce Park were to then sell to an unaffiliated and unrelated third party, the IDA's original approval would not be required for the third party buying into the park. Chairman Driskill requested getting Mr. Wright's opinion on adding a caveat that the IDA could still review a third-party business participating in a short sale of less than one year. Ms. Angel said she would mention it to Mr. Wright and that he had previously expressed concern that businesses might try to circumvent the process. Chairman Driskill requested the IDA be able to see a redlined copy of the covenants with the proposed changes to have more considerations at the August meeting.

// Chairman Driskill also requested clarification for the next meeting regarding the type of trailer sales that were discussed in the joint Board of Supervisors/IDA meeting from the previous week and that he believed there to be misunderstanding on the type of trailer discussed at that meeting.

Matters from the Board

// Chairman Driskill called for any matters from the members and Mr. Vaughan was curious to know the thoughts of the current businesses in Seneca Commerce Park on the covenants document. Ms. Rezai requested to get guidance from the County Administrator first and to get back to Mr. Vaughan and Chairman Driskill to determine when the right time would be to have those conversations.

Adjourn

// Having no further business to discuss, Chairman Driskill called for a motion to adjourn. Mr. George Rosser motioned and Mr. Vaughan seconded. With all in favor and none opposed, the meeting adjourned at 8:47 p.m.

// The next regular meeting of the Board of Directors of the Industrial Development Authority of Campbell County will be held on August 26, 2021, in the Haberer Multi-Use Room at 7:00 p.m.

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Vance Driskill, Chairman

Larry Dalton, Vice Chairman