

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

January 28, 2021

The meeting of the Board of Directors of the Industrial Development Authority of Campbell County, Virginia, was held in the Haberer Building Board Room, Rustburg, Virginia, on January 28, 2021.

The Directors present were:

Vance Driskill, Chairman	Dennis Rosser
Larry Dalton, Vice-Chairman	Don Wooldridge
George Rosser, Secretary-Treasurer	Jack Dean (remote)
Tommy Vaughan	

The Directors absent were:

None

Also present:

Tyler Carraway, Campbell County Director of Finance and Strategic Initiatives  
 Nina Rezai, Campbell County Economic Development Manager  
 Frank Wright, Esq., Overbey, Hawkins, Wright, & Vance, PLLC  
 Kim Stewart, Campbell County Economic Development Administrative Assistant

### **Call to Order**

// Chairman Driskill called the meeting to order at 7:00 p.m.

### **Introductions**

// Chairman Driskill introduced the two new members of the authority, Jack Dean of State Farm Insurance, representing the Rustburg district, and Tommy Vaughan with Central Technologies, representing the Sunburst district.

### **Review and Approval of Minutes**

// Chairman Driskill asked if everyone had a chance to review the meeting minutes of October 22, 2020, and if anyone had any questions concerning the minutes. With no questions or concerns raised, Mr. Don Wooldridge motioned to approve the minutes as presented and Mr. Dennis Rosser seconded. With all in favor and none opposed, the meeting minutes were approved.

### **Financial Report**

// Mr. Carraway reviewed the financials to include the CD that matured and was reinvested back into the First National checking account. Mr. Carraway also brought before the authority for consideration to consolidate the IDA's assets from the Bank of the James accounts into the First National account and to pay off the First National loan at 265 Ewing Drive. He explained that with the locked-in CDs and the checking account, the IDA would have around \$160,000 in liquid cash remaining after paying off the loan. Furthermore, he said that by paying off the loan early, the IDA would increase their annual revenue by around forty-seven percent, or \$80,000 per year in revenue versus the current annual revenue of \$54,000.

// Chairman Driskill emphasized that the authority could save back up the amount of the loan, which is \$320,351.95, in four years. He also said that both of the banks the IDA has worked with for a long time have a favorable relationship with the IDA and would be willing to work with the authority in the future on future building projects. Mr. Vaughan supported paying the loan and saving around \$100,000 in interest, but Mr. Dennis Rosser questioned refinancing the current loan. Mr. Carraway said refinancing would certainly be an option, but Chairman Driskill added that it would include another appraisal and associated fees. He also said that commercial interest rates were not going lower than 4.0 percent. Chairman Driskill was in favor of paying off the loan and said that it would make good business sense.

// With no further questions or discussion, Chairman Driskill called for a motion to allow Mr. Carraway to consolidate the IDA's funds from the Bank of the James accounts to the First National checking account, and for Mr. Carraway to pay off the First National loan on the building at 265 Ewing Drive. Mr. Vaughan motioned and Mr. Wooldridge seconded. With all in favor and none opposed, the motion passed.

### **CARES Act Update**

// Mr. Carraway updated the IDA that the CARES Act was extended through the end of 2021. He emphasized that the only main change for the Campbell program was that the \$5,000 cap amount was removed. Mr. Dean asked if the program would still be a reimbursement program, and Mr. Carraway confirmed. Mr. Wooldridge commented that he had taken advantage of the program with his business and he encouraged others to do so as well. Ms. Rezai stated that the Economic Development team could provide fliers to Mr. Dean to help get out the word.

### **Project Updates**

// Ms. Rezai updated the group that the county had been able to make contact with the new management at BGF and it was confirmed that BGF lost the TROF fund check that the IDA had sent them in June 2020. As the check is over six months old, Ms. Rezai said that it could not be cashed; however, if the IDA wished, they could issue a stop payment on that check. Chairman Driskill favored issuing the stop payment for extra assurance and the authority members agreed. Ms. Rezai said the Economic Development team would issue the stop-payment request.

// Next, Ms. Rezai mentioned a leak at the Simplimatic building that originated from a seal on an external pipe coming into the conference room and that Mr. Read's office and Glass and Associates resolved the situation and the building received some new ceiling tiles.

// Ms. Rezai then informed the group that the county would be getting Tobacco Commission grant money for broadband expansion in the Concord area. It had previously been awarded to take place from Rustburg to Brookneal, but the contractor took so long to start work that Campbell County was able to do it with CARES Act funds. Ms. Rezai stated that Economic Development reapplied for the grant to be reallocated to Concord to keep the money in Campbell County. It will be a roughly \$300,000 broadband expansion project.

// Finally, Ms. Rezai mentioned several updates to the Seneca Commerce Park. She said the entrance sign had a photo eye replacement for it to come on at night as well as some landscaping to be scheduled around the sign and also new signs for each parcel to market them individually for view to those driving through the park. Ms. Rezai also explained that three parcels in the park had been sold the week prior to Pinnacle Trailers, Inc. from an offer that came in late November 2020. They purchased the

lots G, H, and I, and Ms. Rezai directed the IDA's attention to the maps provided for them, for view of the sold lots. She told them that Pinnacle Trailers is working quickly to secure contractors so they can open as soon as possible. The last update to Seneca Park that Ms. Rezai mentioned was that Campbell County E.D. would be applying for a USED grant in partnership with two county businesses, New River Packaging and See Motion, LLC, which are housed in the same location. The terms of the grant are that it would be eighty percent federally funded for development of a 30,000 square foot facility on lot K in the Seneca Commerce Park. The department is in the early phases of applying for the grant, but Ms. Rezai said that the timeline has E.D. applying by March 5.

// Chairman Driskill added for the benefit of the new members that in the past the IDA had felt some pressure to develop inside Seneca Park and therefore felt they needed to save up for a building project. He elaborated that the recent lot sales would alleviate some of that pressure; the IDA could take the time needed to save up money after paying the 265 Ewing Drive loan without feeling that they need to hurry up and build another building.

### **Covenants and Restrictions at Seneca Commerce Park**

// Ms. Rezai proposed the IDA recommend a Protective Covenants and Restrictions document for the Seneca Commerce Park and provided the authority with a draft of the document. She said that Economic Development would look for recommendation from the Industrial Development Authority and they would be free to add or remove anything they felt necessary. After that point it would go before the Board of Supervisors for adoption.

// Mr. Dennis Rosser questioned if the Planning Commission had seen the document and they had not. Chairman Driskill suggested bringing it before the next Planning Commission meeting for their input and to give the IDA more time to read the document in depth and submit any suggestions they have before it is adopted. Mr. Dennis Rosser asked if the document restrictions would expire at some future point, and Mr. Frank Wright answered that the types of covenants and restrictions that would expire are typically ones put in place for older developments and he recommended this document state that the restrictions would be permanent. Ms. Rezai added that the businesses already in the park would be excluded from the covenants and restrictions. Mr. Vaughan said that he had served on the Planning Commission in the past and offered to attend the next meeting when the document would be presented.

// Chairman Driskill called for a motion to approve recommending the Protective Covenants and Restrictions to the Board of Supervisors for adoption, subject to a Planning Commission review at their next meeting and subject to the IDA members submitting any suggestions by February 5, 2021, which would be one week from the current IDA meeting. Mr. Dennis Rosser motioned and Mr. George Rosser seconded. With all in favor and none opposed, the motion passed.

### **Civil Engineering RFP**

// Ms. Rezai pointed out that the lot the IDA had previously discussed designing was sold and that they were now back at square one and were open to looking at another parcel if they were still interested in building. Chairman Driskill said that at a minimum he thought the IDA needed to make a parcel pad-ready for show. Ms. Rezai said that the engineers that were awarded the RFP, Perkins and Orrison, had priced the per-parcel cost at \$12,000 for preliminary civil study, so that would be the starting cost for any designs the IDA would be looking at. Mr. Wooldridge asked what had happened with the tire-shredding business that had planned and wanted to come to Seneca Park, and Ms. Rezai answered that he, too, had had plans for one of the lots that was recently sold to Pinnacle Trailers. She said that he is currently looking to get some of the excavation work on contract with Pinnacle, and if it works out, he would be looking at a traditional purchase of lot F, which was the initial plan for him. Ms. Rezai added that

Campbell County has always had plans for capital improvement in the park, and with someone having purchased a lot that goes down the side road, within the next year Economic Development would need to work on getting the water extended and build out the road. She also said that the county would be working on getting lots ready as well, so any lots the IDA decided to get pad-ready would be sharing in the common goal of making Seneca Commerce Park more marketable. Mr. Dennis Rosser and Chairman Driskill were in favor of waiting for things to settle down with the recent sale of lots G, H, and I. Chairman Driskill also said that Perkins and Orrison has offered to come to any of the IDA meetings the group would like him to, to discuss the lots at Seneca and to give an idea of price based on particular lots if the IDA was interested. After brief discussion, the IDA expressed interest in Perkins and Orrison attending the March IDA meeting. Chairman Driskill also requested the members receive a map of the park with up-to-date information as of the date that the map is sent to them, as well as any information to help guide the conversation or presentation by Perkins and Orrison so that the IDA may be able to make a decision at that meeting whether they wish to go forward on a lot or wait.

### **Compson Loan**

// Mr. Carraway updated the IDA that Bank of the James initially turned Compson down for a loan and that currently the discussion is with First National Bank with the Credit Committee. Mr. Carraway then proceeded to update the two new IDA members on the Compson potential project, informing them that Mr. Comparado is the owner of two properties in the Wards Crossing West development that he wishes to convert to one retail space and bring a business in to rent it. His desire is to do a short-term bridge loan through the IDA until he can refinance the entire property. The position the IDA has taken is to have the bank underwrite the short-term loan through the IDA to Mr. Comparado to finish his project. The building has to be complete by August 2021, which is why Mr. Comparado is requesting the loan.

### **Adjourn**

// Mr. Vaughan motioned to adjourn the meeting at 7:55 p.m. and Mr. George Rosser seconded. With all in favor and none opposed, the meeting was adjourned.

// The next regular meeting of the Board of Directors of the Industrial Development Authority of Campbell County, Virginia, will be held on March 25, 2021, in the Haberer Building Board Room at 7:00 p.m.

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Vance Driskill, Chairman

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Larry Dalton, Vice Chairman