

JOINT INDUSTRIAL DEVELOPMENT AUTHORITY
Minutes of Meeting
February 23, 2012

The Joint Industrial Development Authority of Wythe County, Wytheville, and Rural Retreat held a regular meeting on Thursday, February 23, 2012, at 3:00 p.m. in the Council Room of the Wytheville Municipal Building at 150 East Monroe Street, Wytheville, Virginia.

MEMBERS PRESENT

Linda DiYorio, Chairman
Tom Jones
Foy Patton
Dana Pack

Dave Elmore
Carolyn Dankowski
Jennifer Atwell

MEMBERS ABSENT

None

EX-OFFICIO MEMBERS PRESENT

None

EX-OFFICIO MEMBERS ABSENT

R. Cellell Dalton, Wythe County Administrator
C. Wayne Sutherland, Jr., Wytheville Town Manager
Michael S. James, Rural Retreat Town Manager

DETERMINATION OF QUORUM

Chairman DiYorio called the meeting to order and determined a quorum to be present. Mr. Pack offered the invocation, and Vice Chairman Elmore led the Pledge of Allegiance.

PRESENTATION—DR. JAY LANGSTON, SR. RESEARCH MANAGER, VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP

Dr. Jay Langston, Sr. Research Manager for the Virginia Economic Development Partnership, gave an informative presentation to the Board. Dr. Langston emphasized the VEDP's Mission Statement, which is "To enhance the quality of life and raise the standard of living for all Virginians, in collaboration with Virginia communities, through aggressive business recruitment, expansion assistance, and trade development, thereby building the tax base and creating higher income employment opportunities." Items also discussed were the VEDP's organizational chart,

Virginia's priority target sectors, the sector campaign goal, VEDP's marketing outreach for 2012, and numerous other topics. Chairman DiYorio and the Board thanked Dr. Langston for speaking at the Tenure Awards Luncheon and for attending the Board meeting to further emphasize the purpose and direction of the Virginia Economic Development Partnership. Continued support and assistance that VEDP strives to offer to the Joint IDA, Wythe County, Wytheville, and Rural Retreat is greatly appreciated.

CITIZENS' TIME

Chairman DiYorio asked if there were any persons present who would like to address the Board during citizens' time. There being none, Chairman DiYorio proceeded with the meeting.

APPROVAL OF MINUTES—JANUARY 26, 2012

Chairman DiYorio asked if there were any corrections, additions, or questions regarding the minutes of the January 26, 2012, meeting. Virginia Goodwin noted that there was a mistake found and corrected regarding the date of the invoices stated in the January minutes. The minutes indicated that the invoices were for December 2011 and should have been January 2012. The minutes have been corrected. Chairman DiYorio asked if there were any other corrections or additions and if there was a motion to approve the January 2012 minutes as amended. Mr. Pack made a motion, seconded by Mr. Jones, to approve the minutes as amended. The motion passed unanimously.

APPROVAL OF INVOICES

Chairman DiYorio asked if there were questions or discussion regarding the invoices for February 2012. Chairman DiYorio inquired about the check written to the Virginia Small Business Financing Authority (VSBFA). Dr. Hawthorne explained that the check was the first payment to the VSBFA for the loan obtained for the Smyth-Wythe Airport Commission. The airport commission paid its payment to the Joint IDA and the Joint IDA, in turn, paid the VSBFA. Ms. Atwell asked if the check to Log House Restaurant was for the Tenure Awards Luncheon. Dr. Hawthorne stated that it was. Chairman DiYorio asked if there any further questions regarding the invoices and if there was a motion to approve the invoices as presented. Ms. Atwell made a motion, seconded by Mr. Pack, to approve the invoices from February 2012 as presented. With no further discussion, the motion passed unanimously.

**Joint IDA of Wythe County
Check Register
For the Period From February 1, 2012 through February 29, 2012**

Check #	Date	Payee	Amount
6531	2-13-12	Virginia Small Business Financing Authority	\$41,323.97
6532	2-23-12	Alan R. Hawthorne	4,673.90
6533	2-23-12	Virginia M. Goodwin	1,675.01
6534	2-23-12	Appalachian Power	132.99

6535	2-23-12	Anthem Southeast Dental	59.12
6536	2-23-12	Anthem Blue Cross and Blue Shield	1,035.92
6537	2-23-12	Branch Highways, Inc.	5,920.00
6538	2-23-12	CenturyLink	131.97
6539	2-23-12	D&D Trophies	259.00
6540	2-23-12	Media General - TC/SWVA	110.20
6541	2-23-12	ACS/BNY Mellon HSA	588.00
6542	2-23-12	The Mount Rogers Dev Partnership	6,899.75
6543	2-23-12	Principal Life Insurance Co.	133.02
6544	2-23-12	Robert G. Moore	1,100.00
6545	2-23-12	Sprint PCS	73.63
6546	2-23-12	Virginia Goodwin - Reimbursement	29.42
6547	2-23-12	Xerox	10.96
6548	2-23-12	Wytheville Meeting Center	100.00
6549	2-23-12	The Log House 1776 Restaurant	791.34
Total			\$65,048.20

OLD BUSINESS

LOT 24 UPDATE

Dr. Hawthorne informed the Board that the permit from Army Corp. of Engineers had been approved and that the only requirement still remaining were signatures. He noted that the permit should be received within the next few days. Dr. Hawthorne added that he will be setting up a marketing meeting for Lot 24 in April. The dates being looked at are April 3, 5, and 10. He stated that he is waiting to hear what date would be best for the largest number of individuals who would be attending/involved in the meeting. Dr. Hawthorne will be asking for sponsorships for the meeting, possibly from the utility companies, Branch Highways, etc.

TENURE AWARDS LUNCHEON UPDATE

Chairman DiYorio stated that the Tenure Awards Luncheon was a success and that the food, location, and attendance was good again this year. Dr. Hawthorne stated that it was a pleasure to have Wayne Roop from Wytheville Office Supply, sponsor of the Tenure Awards Luncheon, in attendance. He noted that it was also nice to see the Town of Wytheville, Town of Rural Retreat, Wythe County, and the Wythe Manufacturing Council represented at the luncheon. Ms. Atwell suggested that maybe the luncheon could be held on the day of one of the Town Council meetings to allow those members a better opportunity to attend the luncheon. She noted that it is sometimes a challenge for the council members to attend due to other commitments and conflicting schedules.

2012 INDUSTRY APPRECIATION GOLF TOURNAMENT COMMITTEE UPDATE

Mr. Elmore reported on the Golf Tournament Committee meeting held on Friday, February 17. He noted that the Joint IDA staff will be mailing/e-mailing letters to potential reception and hole

sponsors during the next month. He added that it is a challenge to work on food choices, etc., until an approximate amount of funds received from the sponsors is known. Mr. Elmore noted that the Joint IDA staff will keep the committee updated on the progress of the tournament through e-mails. Chairman DiYorio added that there has been an increase in food prices at the Wytheville Golf Club and that this information would have to be considered when choosing the menu for the reception. Mr. Elmore stated that the next meeting of the Golf Tournament Committee will be scheduled for April.

RECRUITMENT AND HIRING SCHEDULE FOR ASSOCIATE DIRECTOR

Dr. Hawthorne spoke briefly regarding the applications received for the associate director position over the past several weeks. He noted that there have been a total of 16 applicants and that there were several qualified candidates. He mentioned that the Hiring Committee consisting of Linda DiYorio, Dave Elmore, and Carolyn Dankowski would need to meet to discuss the candidates, possibly during the week of February 27 through March 2. Dr. Hawthorne added that he and Chairman DiYorio would meet to go through and discuss the applications prior to the committee meeting. Dr. Hawthorne asked the committee members if Friday, March 2, at 9:00 a.m. in the Joint IDA office would be an appropriate time for them to meet. Ms. DiYorio and Mr. Elmore agreed with the date and time, and the Joint IDA staff will contact Ms. Dankowski to ask if this schedule would be convenient for her. The Joint IDA staff will confirm the meeting date and time by contacting the committee members through e-mail.

OTHER

None

NEW BUSINESS

2012-2013 BUDGET

Chairman DiYorio asked the Board members to look over the 2012-2013 Budget that was distributed to them prior to the meeting. She noted that there had not been many changes from the 2011-2012 budget. Dr. Hawthorne stated that the committee discussed the challenges associated with operating during the economic downturn and noted that the budget is essentially the same as it has been in past years. Chairman DiYorio added that there was a slight increase in salaries. Dr. Hawthorne mentioned that the Virginia's aCorridor dues have increased, as well as insurance expenses. Ms. DiYorio noted that these increases are beyond the control of the Joint IDA.

QUARTERLY NEWSLETTER

Dr. Hawthorne stated that the quarterly newsletter has not been completed pending pictures from the Tenure Awards Luncheon and information regarding the event being held this evening with Second Lady Jill Biden and Secretary of Labor Hilda L. Solis. Dr. Hawthorne will be attending a reception/panel discussion at Wytheville Community College to assist in briefing the Second Lady and the Secretary of Labor on the role that Wytheville Community College has played in

Gatorade's workforce development. He stated that he will be highlighting how the Gatorade project came to Wythe County. WCC will highlight the role that the college has played in educating their workforce and training for specific jobs. The newsletter will be issued at a later date.

PROJECT UPDATES

Dr. Hawthorne reported that the Joint IDA continues to work on on-going projects. He stated that there had been no significant changes since the previous Board meeting in January with the exception of working to get clearance from the EDA for a potential Lot 30 (inland port) project. Dr. Hawthorne will keep the Board apprised of any developments or announcements that are made in the future.

OTHER

Evatran - Dr. Hawthorne mentioned that Evatran participated in an announcement in Richmond of its Plugless Power hands-free charging system. On Thursday, February 23, the Honorable Robert F. McDonnell, Governor, announced that the Commonwealth will be participating in the company's Apollo Program was launched today. The Evatran Apollo Program will be partnering with other EV leaders to increase awareness of the convenience of Plugless Power wireless charging and to provide feedback on use of the equipment. The Apollo Program partners include Hertz, Duke Energy, Google, and Clemson University's International Center for Automotive Research. Vehicles being used in the program will be the Chevy Volt and the Nissan LEAF. Dr. Hawthorne stated that an individual from the Governor's office will be using one of the units.

Land issues - Dr. Hawthorne stated that the Board would need to follow-up on the land issues discussed during the joint meeting of the Wythe County Board of Supervisors and the Joint IDA. Chairman DiYorio asked Dr. Hawthorne if the particular property that was being discussed in Fairview Park was the house and land located behind the Habitat for Humanity Office location and asked if there was someone living in the house. Dr. Hawthorne answered that the brick house and land located behind the Habitat for Humanity Office was the property being discussed and that there was someone living in the house. Mr. Pack ask how much property was involved in Ivanhoe. Dr. Hawthorne stated that there was approximately 67 acres, but that the property was split into two tracts, one being around 51 acres and the other being approximately 16 acres. Mr. Patton asked where the property was located. Mr. Jones and Dr. Hawthorne stated that the land was located on the Wythe County/Carroll County boundary line. Dr. Hawthorne stated that the land was located on/near Pump Station Road and that it was in a flood plain. Mr. Elmore asked if Wythe County was looking to sell the property to get it back on the tax rolls. Dr. Hawthorne stated that Wythe County did have intentions of getting it back on the tax rolls. Chairman DiYorio asked if Dr. Hawthorne would provide a summary and any recommendations he has regarding the land and that it be added to the Board agenda at a future meeting.

March 2012 Board meeting - Chairman DiYorio noted that during the November 2011 Board meeting it was agreed on by the members to move the March 2012 meeting to the fifth Thursday, which would be the 29, instead of having it on the fourth Thursday which would be the 22. This move was to accommodate a Virginia Economic Developers Association meeting that Dr. Hawthorne would be attending on the 22. Chairman DiYorio mentioned that she had met some

challenges with meeting on the 29 and asked the Board to consider another date for the meeting. Chairman DiYorio stated that she would see if her plans could be rearranged and that she would let the Joint IDA staff know of any needed change. Dr. Hawthorne suggested that the meeting could be moved to the 15 or to the 20, or that there could be a possibility of having a breakfast meeting on the 22. The Board members will be informed as to what plans have been made regarding the March meeting.

ADJOURN

There being no other business, Chairman DiYorio adjourned the meeting at 4:20 p. m.

Linda DiYorio, Chairman

Attest:

Virginia M. Goodwin, Secretary