

June 22, 2006

The Joint Industrial Development Authority of Wythe County, Wytheville, and Rural Retreat held a regular meeting on Thursday, June 22, 2006, at 3:00 p.m. at the Council Room of the Wytheville Municipal Building located at 150 East Monroe Street, Wytheville, Virginia.

MEMBERS PRESENT

Joseph W. Freeman, Chairman	William F. Snyder, Vice Chairman
George T. Johnstone, Treasurer	Gerald L. Brewer
Danny B. Gordon	David N. Johnson

MEMBERS ABSENT

David Elmore

EX-OFFICIO MEMBERS PRESENT

None

EX-OFFICIO MEMBERS ABSENT

Raymond E. Matney, Rural Retreat Town Manager
R. Cellell Dalton, Wythe County Administrator
C. Wayne Sutherland, Jr., Wytheville Town Manager

DETERMINATION OF QUORUM

Mr. Freeman called the meeting to order and determined a quorum to be present. Mr. Gordon offered the invocation, and Mr. Freeman led the Pledge of Allegiance.

CITIZENS' TIME

Mr. Freeman asked if there were any persons present who wished to address the board during citizens' time. Ms. Jennifer Jones from the Wytheville-Wythe-Bland Chamber of Commerce, Inc., was present. She discussed the new membership directory that has been published and mailed to all members. She informed the board that additional copies were available at her office.

PRESENTATION OF JOINT IDA WEBSITE UPGRADES

Mr. Robert Swiger of Infinidev was unable to attend to make his presentation.

APPROVAL OF MINUTES - May 25, 2006 board meeting

Mr. Gordon made a motion, seconded by Dr. Snyder, to approve the minutes as presented. The motion passed unanimously.

APPROVAL OF INVOICES

Dr. Hawthorne informed the board that check #1041 is a transfer of funds from Revolving Loan Fund to LGIP for a better interest rate, check #4967 is for CRIFA's liability insurance for next year, check # 4981, to Wythe County, is for the remaining balance for the sale of Fairview rear lots, and check # 4989 is for the VML insurance for next year. Mr. Gordon asked if the VML premium had increased from last year, and Dr. Hawthorne stated it was slightly higher, but nothing that was unexpected. Dr. Hawthorne made reference to check #4992, which is a transfer of funds to the operating account to draw a better interest rate. Mr. Gordon asked about check #4990, to First Bank of Virginia. Dr. Hawthorne explained that is the monthly federal tax deposit. Mr. Gordon made a motion, seconded by Mr. Johnson to pay the invoices. The motion passed unanimously.

Joint IDA of Wythe County Check Register

For the Period From May 26, 2006 to Jun 30, 2006

Check #	Date	Payee	Amount
1041	6/22/06	Local Govt Investment Pool	80,000.00
4956	5/26/06	Companion Life Insurance Co	69.22
4957	6/22/06	Alan R. Hawthorne	3,615.52
4958	6/22/06	Daniel B. Gordon	207.79
4959	6/22/06	David N. Johnson	207.79
4960	6/22/06	Danielle M. Skeens	1,733.44
4961	6/22/06	Gerald L. Brewer	207.79
4962	6/22/06	George T. Johnstone	207.79
4963	6/22/06	Joseph W. Freeman	207.79
4964	6/22/06	Laura Teed	1,012.33
4965	6/22/06	Michael B. Webb	2,050.37
4966	6/22/06	William F. Snyder	207.79
4967	6/22/06	Va Municipal Liability Pool	530.00
4968	6/22/06	Appalachian Power	63.61
4969	6/22/06	Alan Hawthorne - Reimbursement	849.27
4970	6/22/06	Anthem Southeast Dental	94.89
4971	6/22/06	Anthem Blue Cross and Blue Shield	1,505.38

4972	6/22/06	Clerk Of Court	10.00
4973	6/22/06	Companion Life Insurance Co	74.97
4974	6/22/06	Infinidev	400.00
4975	6/22/06	Media General - TC/SWVA	77.59
4976	6/22/06	Postmaster	78.00
4977	6/22/06	Southern Economic Dev Council	240.00
4978	6/22/06	Sprint PCS	82.02
4979	6/22/06	Embarq	10.07
4980	6/22/06	Stallard Studios	97.50
4981	6/22/06	Treasurer, Wythe County	36,427.00
4982	6/22/06	Bankcard Services	820.45
4983	6/22/06	Wytheville Office Supply	103.96
4984	6/22/06	WYVE-Three Rivers Media	100.00
4985	6/22/06	Xerox	267.86
4986	6/22/06	Danielle M. Skeens	23.59
4987	6/22/06	Mike Webb	13.80
4988	6/22/06	Va Municipal League Group	210.00
4989	6/22/06	Va Municipal Liability Pool	2,712.00
4990	6/22/06	First Bank of Virginia	3,205.24
4991	6/22/06	VA Dept Of Taxation	481.15
4992	6/22/06	Local Govt Investment Pool	100,000.00
4993	6/22/06	Embarq	124.07
Total			\$238,330.04

OLD BUSINESS

SOUTHERN BUSINESS & DEVELOPMENT AD

Mr. Webb shared copies of the final ad design. Mr. Gordon asked how many subscribers there are to this magazine. Mr. Webb stated that this magazine is circulated to approximately 16,000 readers. Mr. Gordon asked if there will be copies of the magazine to circulate to local governing bodies. Mr. Webb stated he would get copies to them when the ad is published. Dr. Hawthorne added this was excellent coverage for our area.

STATUS OF WORKFORCE/EDUCATION COMMITTEE RECOMMENDATIONS AND GRANT APPLICATION

Dr. Hawthorne informed the board of ongoing efforts on the career coaching application. He is working diligently with Deputy Secretary of Commerce and Trade Rick Siger. At Secretary Siger's recommendation, the Joint IDA has submitted a request to the state-level Workforce Investment Act, to see if any reserve funds are available. The local Workforce Investment Board provided an endorsement letter. Dr. Hawthorne stated the Board of Supervisors and the County

Administrator are very supportive of the process. Dr. Hawthorne reiterated that all efforts are being made to locate funding. The Board of Supervisors have not made a final decision on this issue, and will be discussing it at its budget meeting on June 30, 2006. Dr. Johnson stated that based on a suggestion from Dr. Snyder, he discussed with Dr. Charlie White, the new President of Wytheville Community College, monies that could possibly be used to help fund this position. There being no available funds locally, Dr. White contacted his chancellor and found that no such funds are available at this time. Dr. Hawthorne commented that Dr. White is going to be a partner with the Joint IDA. Mr. Freeman asked if anyone from the Wythe Manufacturing Council had contacted the Joint IDA in reference to funding the position. Dr. Hawthorne explained none had and he has not pressed the issue. Dr. Hawthorne was very optimistic funding will be located.

FAIRVIEW LAND SALE INCLUDING CONVEYANCE OF ROAD RIGHT-OF-WAY

Mr. Webb informed the board that the Fairview Land sale closed. He stated the first half of the payment has been received. Mr. Tom Hodges continues to work on the right of way and is moving forward on required permits. Dr. Hawthorne stated the second half of the payment is due in twenty-four months.

JOINT IDA BUDGET

Dr. Hawthorne stated the Board of Supervisors had delayed its meeting until June 30, 2006, due to budget delays in Richmond. Dr. Hawthorne stated the budget for the Joint IDA should be as drafted and he does not anticipate any corrections. Dr. Hawthorne asked the board if this item could be discussed in greater detail at the next board meeting. The consensus of the board was to discuss this matter at the next board meeting.

OTHER

Mr. Webb informed the board that the owners of Wythe Precision Machine sold personal property on June 16, 2006, for \$39,258.96. The outstanding balance owed by the owners to the Joint IDA's Revolving Loan Fund was \$47,226.92 on June 16, 2006, but after other liens are paid, the Joint IDA might only receive a fraction of the sale price. Dr. Hawthorne hopes to receive enough to pay off the loan principal.

Dr. Hawthorne informed the board that the Commonwealth Transportation Board approved the Amcor PET Packaging rail access fund grant. This will facilitate rail to Lot 18.

Dr. Hawthorne made board members aware of the present situation between Gatorade (SVC) and Amcor PET packaging. According to the initial agreement, SVC has the option to purchase Lot 18 through June 30, 2006, after which time, the option expires and then ClayCo/Amcor PET Packaging can purchase it. The transactions might have to happen through the Joint IDA. Dr. Hawthorne suggested an option would be to recess this board meeting until next Friday morning

to see what takes place. Another option would be a 30 day extension to purchase the lot, while documents are put into place. Mr. Freeman stated the purpose of this approval is to speed things up, not to hinder the process. Mr. Gordon made a motion, seconded by Dr. Snyder, to allow Mr. Freeman to execute such documents through the Joint Industrial Development Authority. The motion passed unanimously.

Ms. Skeens shared a thank you note from Mr. Tom Bralley for the fruit basket, which he received from the Joint IDA board members and staff.

Ms. Skeens passed around the Wytheville-Wythe- Bland, Chamber of Commerce, Inc. directory with the new Joint IDA advertisement for all present to view.

The new Hewlett Packard HP817R camera was passed around for all present to view. Dr. Hawthorne explained the camera was serving the office well and was less complicated than the previous camera.

Dr. Hawthorne briefed the board members on the Website Advisory Committee meeting that took place on Tuesday, June 20, 2006. Members of the committee are Dr. Snyder, Mr. Joe Gillespie, Mr. Tom Elliott, Ms. Sherry Hawthorne, Ms. Brandi Jones, Ms. Laura Teed, Mr. Mike Webb, Ms. Danielle Skeens, and Dr. Alan Hawthorne. Mr. Rob Swiger of Infinidev attended the committee meeting. Topics of discussion were organizational structure, web layout, refinements to the homepage, information transfer capabilities, and efficiently getting the information into the system. Dr. Hawthorne stated great progress had been made and efforts will be made to reschedule the website review at the next board meeting. Mr. Webb is working to inform the Virginia Economic Development Partnership about how the website grant funds are being spent and how the Joint IDA is making the required match. Dr. Hawthorne stated he is very pleased with Ms. Teed's work on the website. Ms. Teed asked board members to verify their contact information for the new website. Mr. Gordon explained that he thought the personal information could be eliminated from the information. Mr. Freeman agreed this was not relevant information. Dr. Snyder questioned if prospects would look at the leadership abilities of the board members. Dr. Hawthorne replied not necessarily, as only local citizens would most likely be interested in that information. Mr. Freeman asked if the pictures of the board members will still be on the website and if staff pictures would be included. Dr. Hawthorne explained that staff pictures will be included as well as directions to the office and links to motels and restaurants. It was the consensus of the board members to eliminate occupation, family, and community involvement of the board members from the website. Mr. Freeman suggested changing Longwood Elastomers, to Longwood Industries, which Ms. Teed had already corrected. Dr. Hawthorne stated corrections can be emailed to the office.

NEW BUSINESS

AMCORPET PACKAGING COVERAGE IN BUSINESS FACILITIES MAGAZINE

Mr. Webb informed the board that *Business Facilities Magazine* covered the Amcor PET

Packaging project in its most recent issue. The board reviewed the article.

TOUR OF HABITAT FOR HUMANITY OFFICE

Mr. Webb reminded the board that he scheduled a tour of the Habitat for Humanity office, immediately following the board meeting.

PROJECT UPDATES

Dr. Hawthorne provided an update on projects.

Dr. Johnson made a motion to enter into closed session as permitted by Section 2.2-3711(a)(5) of the Virginia Freedom of Information Act, Code of Virginia to discuss unannounced projects. Motion was seconded by Mr. Brewer and passed unanimously. Mr. Johnson made motion, and Dr. Snyder seconded, to reconvene in open session. The motion passed unanimously. Dr. Johnson moved that the Joint Industrial Development Authority of Wythe County, Wytheville, and Rural Retreat certify that, in the closed meeting just concluded, nothing was discussed except the matter (1) specifically identified in the motion to convene in a closed meeting and (2) lawfully permitted to be so discussed under the provisions of the Virginia Freedom of Information Act cited in that motion. The motion was seconded by Mr. Johnstone and passed.

CERTIFICATION OF CLOSED SESSION

WHEREAS, the Joint Industrial Development Authority of Wythe County, Wytheville and Rural Retreat has convened a closed meeting on this date pursuant to an affirmative recorded vote and in accordance with the provisions of the Virginia Freedom of Information Act; and

WHEREAS, Section 2.2-3711 of the Code of Virginia requires a certificate by the Joint Industrial Development Authority of Wythe County, Wytheville and Rural Retreat that such closed meeting was conducted in conformity with Virginia law;

NOW, THEREFORE, BE IT RESOLVED that the Joint Industrial Development Authority of Wythe County, Wytheville and Rural Retreat, 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 certificate 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 Joint Industrial Development Authority of Wythe County, Wytheville and Rural Retreat.

Motion was passed with the following roll call vote:

AYES: Gerald Brewer George Johnstone
 Joe Freeman Danny Gordon
 David Johnson William Snyder
NAYS: None

ABSENT DURING MEETING: David Elmore
ABSENT DURING VOTE: David Elmore

OTHER

Dr. Hawthorne discussed the VEDP Distribution Task Force meeting he recently attended, which highlighted Wal-Mart and the key factors that were learned in its economic growth. He stated the board, as a whole, may want to look at the lessons from the Wal-Mart experiences and see exactly what the Joint IDA wants to target.

Dr. Hawthorne reported he attended the most recent VEDP Allies Meeting. At this meeting, the VEDP Executive Director, Jeff Anderson, discussed competitive advantage, high performance manufacturing, and transportation/distribution. Another topic discussed was VEDP staff reshuffling and refocusing of opportunities. Research and development in emerging opportunities in Virginia was another topic of interest.

Dr. Hawthorne explained that the General Assembly reformed the Governor's Opportunity Funds. Dr. Hawthorne highlighted the budget increase in the state Enterprise Zone Program.

Dr. Johnson discussed the Crossroads Institute and the entrepreneurial activities. Mr. Freeman commented on the changes in the profile for this region in getting publicity. He also stated how economic studies are showing it is making a difference in the region.

Mr. Gordon commented on the recent interview with Ms. Kim Dove from the Southwest Regional Enterprise Center (SREC) on his morning talk show. He stated they discussed purchasing a building of approximately 15,000 square feet. Dr. Hawthorne commented Ms. Dove is an asset for the community. Dr. Hawthorne explained two applications had been reviewed today for the incubator. Dr. Johnson commented on keeping the temperature regulated at the SREC facility during the appropriate months is an ongoing challenge, but this should hopefully be fixed with funding from Rural Development.

ADJOURN

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

Joseph W. Freeman, Chairman

Attest:

Danielle M. Skeens, Secretary