

JOINT INDUSTRIAL DEVELOPMENT AUTHORITY
Minutes of Meeting
October 28, 2010

The Joint Industrial Development Authority of Wythe County, Wytheville, and Rural Retreat held a regular meeting on Thursday, October 28, 2010, at 3:00 p.m. in the Council Room of the Wytheville Municipal Building located at 150 East Monroe Street, Wytheville, Virginia.

MEMBERS PRESENT

Dave Elmore, Vice Chairman
Tom Jones

Linda DiYorio
Foy Patton

MEMBERS ABSENT

William F. Snyder, Chairman
Dana Pack
Jennifer Atwell

EX-OFFICIO MEMBERS PRESENT

None

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

DETERMINATION OF QUORUM

Vice Chairman Elmore called the meeting to order and determined a quorum to be present. Dr. Hawthorne offered the invocation and Vice Chairman Elmore led the Pledge of Allegiance.

CITIZENS' TIME

Vice Chairman Elmore welcomed Bucky Sharitz and Tom Elliott to the meeting and asked if there were any persons present who would like to address the Board during citizens' time. There being none, Vice Chairman Elmore proceeded with the meeting.

PRESENTATION —TOM ELLIOTT, EXECUTIVE DIRECTOR VIRGINIA'S aCORRIDOR UPDATE

Tom Elliott, Executive Director of the Virginia's aCorridor, briefed the board on economic development activities in the aCorridor region. He reported that, over the six year period (2004-2009), announcements totaled 4,590 jobs and \$618 million in capital investment. He indicated that announcements are down for the current year, but that the Evatran announcement represents a significant portion of the new jobs announced in the aCorridor during 2010. Mr. Elliott highlighted Lieutenant Governor Bill Bolling's visit to the region and his participation in the Evatran announcement, which was preceded by a lunch meeting with local economic development coordinators from the aCorridor region.

Among key recent aCorridor activities, Mr. Elliott discussed the visit to the region by Virginia Economic Development Partnership (VEDP) executives, one-on-one site consultant appointments at the VEDA fall conference, and current regional prospect activity. Mr. Elliott noted a recent update of regional marketing materials. He also discussed target industries/sectors for the region, such as advanced manufacturing, energy, and transportation.

Mr. Elliott thanked the Board for their continued support and activity in the economic development efforts for Wythe County, Wytheville, and Rural Retreat.

APPROVAL OF MINUTES—August 26, 2010, meeting and September 23, 2010

Vice Chairman Elmore asked if there were any questions regarding the minutes of the August 26, 2010 meeting. There being none, Vice Chairman Elmore asked for a motion to approve the August 26, 2010 minutes as presented. Ms. DiYorio made a motion, seconded by Mr. Jones, to approve the minutes as presented. The motion passed unanimously.

Vice Chairman Elmore asked if there were any questions regarding the minutes of the September 23, 2010 meeting. There being none, Vice Chairman Elmore asked for a motion to approve the September 23, 2010 minutes as presented. Mr. Jones made a motion, seconded by Mr. Patton, to approve the minutes as presented. The motion passed unanimously.

APPROVAL OF INVOICES

Vice Chairman Elmore asked if there were any questions regarding the invoices. Dr. Hawthorne noted that check #6212 to Branch Highways, Inc. was for the regular monthly payment for construction on Lot 24. Check #6217 had to be voided because it was inadvertently written for the wrong month. He mentioned that check #6220 to Robinson, Farmer, Cox Assoc. was for the payment of the audit, check #6215 to Dell was for replacement of one of the office computers, and check # 6225 to Skyway Outdoor, Inc. was for one-half of the payment for the repair to the Fairview Industrial Park sign. The balance of the payment to Skyway Outdoor, Inc. will be paid upon completion of the repairs.

Vice Chairman Elmore asked if there were any further questions or concerns regarding the invoices. There being none, Vice Chairman Elmore asked if there was a motion to approve the

invoices as presented. Mr Patton made a motion, seconded by Mr. Jones, to approve the invoices. With no further discussion, the motion passed unanimously.

Joint IDA of Wythe County

Check Register

For the Period From September 24, 2010 through October 28, 2010

Check #	Date	Payee	Amount
6205	10/28/10	Alan R. Hawthorne	4,423.12
6206	10/28/10	Patrick G. Burton	2,550.53
6207	10/28/10	Virginia M. Goodwin	1,629.35
6208	10/28/10	Appalachian Power Company	96.01
6209	10/28/10	Alan Hawthorne - Reimbursements	868.44
6210	10/28/10	Anthem Southeast Dental	84.66
6211	10/28/10	Anthem Blue Cross and Blue Shield	1,246.76
6212	10/28/10	Branch Highways, Inc.	650,000.00
6213	10/28/10	CenturyLink	185.03
6214	10/28/10	Chamber of Commerce	500.00
6215	10/28/10	Dell Financial Services	789.00
6216	10/28/10	Mellon Trust of New England, NA	840.00
6217	10/28/10	The Mount Rogers Dev Partnership	2,299.92
6217V	10/28/10	The Mount Rogers Dev Partnership	-2,299.92
6218	10/28/10	Principal Life Insurance Co.	161.24
6219	10/28/10	Robert G. Moore	1,100.00
6220	10/28/10	Robinson, Farmer, Cox Assoc.	7,117.00
6221	10/28/10	Sprint PCS	72.70
6222	10/28/10	Virginia Goodwin - Reimbursement	50.07
6223	10/28/10	Wytheville Office Supply	75.48
6224	10/28/10	Xerox	23.84
6225	10/28/10	Skyway Outdoor, Inc.	3,472.00
Total			\$ 675,285.23

OLD BUSINESS

LOT 24 UPDATE

Dr. Hawthorne updated the Board on the Lot 24 construction. He referred to the tour of the site that was held prior to the Board meeting. Dr. Hawthorne noted that Branch Highways, Inc. (BHI) is currently preparing for the construction/grading season to end. The next progress meeting will be held on November 9 in the construction site office. Mr. Elmore asked if BHI had a planned shutdown date. Dr. Hawthorne stated that the shut down could take place in December, but it depended upon the weather conditions. He noted that BHI is on schedule for this year even though construction started in June which was later than originally planned. Dr. Hawthorne asked if there were any other questions or concerns regarding Lot 24. There being none, Vice Chairman

Elmore continued with the meeting.

MEI GRANT APPLICATION

Dr. Hawthorne reported that the Major Employment and Investment grant (MEI) application from Wythe County was submitted on time to the Virginia Economic Development Partnership (VEDP). If one of the grants is awarded to Wythe County, the funds will be used for continued construction on Lot 24.

Dr. Hawthorne mentioned that VEDP did not receive as many applications as anticipated. One application for the planning grant was received and four applications for the site improvement grant category were received. Wythe County's application was submitted under the site improvement category.

Dr. Hawthorne noted that the tentative timeline calls for the Governor to make an announcement concerning grant recipients in early November. He reported that he continues to get updates and that he should know something about the grant prior to the November Board meeting.

SPECIAL RECOGNITION AWARD DINNER—CHAMBER ANNUAL MEETING

Dr. Hawthorne reminded the Board about the Wytheville-Wythe-Bland Chamber of Commerce Annual Dinner meeting that is being held on November 15 at the Wytheville Meeting Center. He noted that Mount Rogers IDC has been notified, their plaque has been received, and they will have two representatives from their organization sitting at the Joint IDA table this year.

FAIRVIEW INDUSTRIAL PARK SIGN

Patrick Burton updated the Board on the Fairview Industrial Park sign repairs. He noted that the initial vendor selection did not have adequate insurance coverage. Staff then initiated discussions with the other responding vendor, Skyway Outdoor. As a result, an agreement has been developed and executed. Patrick stated that the work should start soon after delivery of the deposit check and would take approximately 4 to 6 weeks to complete, depending upon the weather.

OTHER

None

NEW BUSINESS

AUDIT REPORT

Prior to the Board meeting the 2009-2010 Audit Report and the findings letter were distributed to the Board members. Dr. Hawthorne noted that the only discrepancy found was the entry for the Lot 24 unrestricted funds. The entry should have been listed as a liability to Wythe County and not unrestricted funds. The error has been corrected. Dr. Hawthorne asked that the acceptance of the audit be held over to the November 2010 meeting to allow the Board members time to review the

audit report and findings letter. Vice Chairman Elmore noted that the acceptance of the audit will be an agenda item for the November 2010 Board meeting.

IAMC CONFERENCE

Dr. Hawthorne reported that he recently attended a portion of the Industrial Asset Management Council's (IAMC) conference in Hot Springs, VA. He noted that VEDP was one of the sponsors for this event. The event provided an opportunity for Dr. Hawthorne to meet, interact, and build relationships with individuals associated with corporate real estate management which can potentially have a positive impact for our region.

VEDP VISIT

Dr. Hawthorne reported on the visit to Wythe County by Virginia Economic Development Partnership (VEDP) executives. The executives toured the Lot 24 site and visited with management at Gatorade. The group was enthusiastic about the site and were encouraged about the potential impact this site would have on our area.

VEDA GOVERNOR'S CONFERENCE ON ECONOMIC DEVELOPMENT

Dr. Hawthorne reported that he recently attended the Virginia Economic Developers Association Conference on Economic Development. He stated that Governor Bob McDonnell was the keynote speaker for the event. Dr. Hawthorne had the opportunity to speak with the Governor during the event. The conference focused on such topics as: Trends in Site Selection & Renewable Energy; Responding to Prospect RFI's; Working with Legislators to Win Projects; Foreign Direct Investment: Trends, Policies, and the Federal Role in Attraction; and Trends in Alternative Energy. Dr. Hawthorne noted that the conference offered an excellent networking opportunity.

PROJECT UPDATES

Dr. Hawthorne reported that there have been no changes in projects since his last report during the August Board meeting. He noted that he would keep the Board apprised of any changes as they occur.

OTHER

Brownfields Workshop - Dr. Hawthorne attended the Department of Environmental Quality's Brownfields Workshop held in October regarding options and solutions for the redevelopment of sites with environmental issues. He reported that the workshop was a productive session.

Williams Manufacturing - Dr. Hawthorne reported that Patrick Burton, Mike Forrest, and himself had been working with management from Williams Manufacturing prior to a recent development reported about the Company. He indicated that it was a critical situation and there was not much that the Joint IDA or the Small Business Development Center could do to assist Williams Manufacturing at that point. Dr. Hawthorne reported that Williams Manufacturing has recently

reopened under an arrangement with a Washington County business. He stated that he offered to request VDBA assistance for any training needs the company may have.

New Computer - As previously noted, Dr. Hawthorne reported that one of the computers in the office had crashed and a replacement had to be purchased. The staff was able to find a reasonably priced computer from Dell that filled office requirements.

ADJOURN

There being no other business, Vice Chairman Elmore adjourned the meeting at 4:25 p. m.

Dave Elmore, Vice Chairman

Attest:

Virginia M. Goodwin, Secretary