

JOINT INDUSTRIAL DEVELOPMENT AUTHORITY
Minutes of Meeting
December 2, 2025

The Joint Industrial Development Authority of Wythe County, Wytheville, and Rural Retreat held its regular meeting on Tuesday, December 2, 2025, at 3:00 PM, in the Council Room of the Wytheville Municipal Building at 150 East Monroe Street, Wytheville, Virginia.

MEMBERS PRESENT

Jeff Lucas, Vice Chairman
Dennis Manuel
Aaron Robinson
Bobby Angles
Mark Bloomfield

MEMBERS ABSENT

Michael Cole, Chairman
Sherri Case, Treasurer

EX-OFFICIO MEMBERS PRESENT

Sherry Corvin, Interim Town Manager, Town of Wytheville

EX-OFFICIO MEMBERS ABSENT

Stephen Bear, County Administrator, Wythe County
Jason Childers, Town Manager, Town of Rural Retreat

JOINT IDA STAFF PRESENT

David Manley, Executive Director
John Matthews, Deputy Director
Jessica DeHart, Administrative Assistant

JOINT IDA STAFF ABSENT

None.

DETERMINATION OF QUORUM

Vice-Chairman Lucas called the meeting to order and determined a quorum to be present. He then offered an invocation and led the Pledge of Allegiance.

CITIZENS' TIME

Vice-Chairman Lucas welcomed Sherry Corvin, Interim Town Manager, Town of Wytheville, Allyson Williams, Public Information Officer, Wythe County, Matthew Clarke, CEO of Clarke Precision Machine, and Andrew Dunlap and Christa Glass of Harbor. No citizens spoke at this time.

APPROVAL OF MINUTES – SEPTEMBER 25, 2025 & OCTOBER 23, 2025

Vice-Chairman Lucas asked if there were any comments about the draft minutes from the September 25, 2025, and October 23, 2025, meetings. There were none. Mr. Angles made the motion to accept the minutes as presented, which was seconded by Mr. Robinson. The motion passed unanimously.

FINANCIAL REPORTS AND APPROVAL OF INVOICES

Vice-Chairman Lucas asked if there were any questions about the financial statements from September 26, 2025, through December 2, 2025. With no further discussion, Mr. Bloomfield made a motion to approve the financial statements as presented, which was seconded by Mr. Manuel. The motion passed unanimously.

**Joint IDA of Wythe County
Check Register
September 26, 2025–December 2, 2025**

Type	Date	Payee	Amount
EFT	10/23/2025	Xerox Corporation	\$44.14
EFT	10/23/2025	New Peoples Bank-Wytheville	\$1,253.13
EFT	10/23/2025	Verizon	\$89.23
EFT	10/23/2025	Appalachian Power Company	\$116.04
EFT	10/23/2025	Town of Wytheville	\$38.54
EFT	10/23/2025	Brightspeed	\$132.27
EFT	10/23/2025	Brightspeed	\$155.99
EFT	10/23/2025	First Bank-Master Card	\$3,987.72
8328	10/23/2025	Cowan Perry PC	\$1,000.00
8329	10/23/2025	Robinson Farmer Cox Associates, PLLC	\$3,800.00
8330	10/23/2025	Dewberry Engineers Inc.	\$9,000.00
8331	10/23/2025	Joshua Neal-Brook Hill Lawncare	\$125.00
8332	10/23/2025	Town of Wytheville	\$31,570.50
8333	10/23/2025	Dewberry Engineers Inc.	\$30,000.00
8334	10/23/2025	Wytheville Meeting Center	\$460.00
Total			\$81,772.56

EFT	12/02/2025	Verizon	\$78.02
EFT	12/02/2025	Appalachian Power Company	\$106.13
EFT	12/02/2025	Brightspeed	\$132.71
EFT	12/02/2025	Brightspeed	\$155.99
EFT	12/02/2025	Xerox Corporation	\$68.16
EFT	12/02/2025	Town of Wytheville	\$38.76
EFT	12/02/2025	First Bank-Master Card	\$1,702.94
EFT	12/02/2025	New Peoples Bank-Wytheville	\$1,253.13
8335	12/02/2025	Shupe's Heat and Air	\$277.70
8336	12/02/2025	Cowan Perry PC	\$890.00
8337	12/02/2025	Town of Wytheville	\$31,568.46
8338	12/02/2025	Shupe's Heat and Air	\$211.21
8339	12/02/2025	David Manley-Reimbursement	\$1,308.80
8340	12/02/2025	Dewberry Engineers Inc.	\$18,820.00
8341	12/02/2025	Cowan Perry PC	\$500.00
8342	12/02/2025	Lionheart Painting, LLC	\$2,075.00
8343	12/02/2025	Depot Designs of Rural Retreat, LLC	\$1,949.00
8344	12/02/2025	WWB Chamber of Commerce, Inc.	\$161.00
Total			\$61,297.01

Mr. Manley noted the Staff Report agenda item will be moved to after closed session in the interest of time for the guest presentation during closed session.

PROJECT UPDATE

PROGRESS PARK SITE DEVELOPMENT-LOT 10

Mr. Manley cited handouts in the board packet that included a new topographical map of Lot 10 as well as agreed-to milestones and target dates for phase one and two of the site development process. Mr. Manley went into detail about the earthwork that will take place on Lot 10 for a 49-acre pad, with a 54-acre developable area on a roughly 60-acre site. Construction is expected to wrap up on March 1, 2027. The Phase 1 budget total is \$201,300 with Virginia Economic Development Partnership (VEDP) contributing 75% of that total (\$150,975) and Wythe County contributing the remaining 25% or \$50,325. He said Phase 2's budget total is planned at \$6,957,601 with VEDP contributing \$4,956,900, Wythe County contributing \$1,547,825, and GO Virginia contributing \$425,876. Mr. Manley added he is requesting proposals to manage the construction of the project.

NEW BUSINESS

RLF LOAN COMMITTEE REPORT

Mr. Matthews mentioned there were items to discuss in closed session regarding the Revolving Loan Fund.

HOLIDAY OPEN HOUSE-DECEMBER 11, 2025

Mr. Manley reminded everyone that the Holiday Open House is December 11 from 4-6 pm at the Joint IDA office at 190 S. 1st Street.

CLOSED SESSION

Mr. Bloomfield moved that the Joint IDA Board of Directors enter closed session as permitted by Code of Virginia sections:

- §2.2-3711(A)(5): Discussion of prospective or expanding business or industry (Project Gradient, Project Trail)
- §2.2-3711(A)(39): Discussion of proprietary and confidential business information shared by a private business for economic development purposes as outlined in the Code of Virginia §2.2-3705.6 subsection 3 (Project Trail)

The motion was seconded by Mr. Manuel.

Roll Call Vote:

Yea – Dennis Manuel
Aaron Robinson
Jeff Lucas
Bobby Angles
Mark Bloomfield

Nay – None

Absent during vote: Sherri Case
Michael Cole

The board entered a closed session discussion at 3:10 PM.

At 4:47 PM, Mr. Bloomfield then moved the Board of Directors of the Joint IDA of Wythe County re-enter open session pursuant to the previously announced exceptions of Virginia's open meeting law and further would certify that only identified matters were discussed in closed session.

The motion was seconded by Mr. Manuel.

Roll Call Vote:

Yea – Dennis Manuel
Aaron Robinson
Jeff Lucas
Bobby Angles
Mark Bloomfield

Nay – None

Absent during vote: Sherri Case
Michael Cole

Mr. Robinson moved that to support economic development in Wythe County namely job creation and retention through Project Trail that the Joint IDA Board of Directors hereby authorizes the Executive Director to facilitate an RLF loan and execute any necessary documents to do so with the loan funding up to \$300,000 for a term of up to 5 years. The motion was seconded by Mr. Angles.

Roll Call Vote:

Yea – Dennis Manuel
Aaron Robinson
Jeff Lucas
Bobby Angles
Mark Bloomfield

Nay – None

Absent during vote: Sherri Case
Michael Cole

Mr. Bloomfield moved to approve of an \$8,000 micro-loan from the Revolving Loan Fund to Mirror Image Salon, LLC, for an 18-month term at 0% interest. The motion was seconded by Mr. Robinson.

Roll Call Vote:

Yea – Dennis Manuel
Aaron Robinson
Jeff Lucas
Bobby Angles
Mark Bloomfield

Nay – None

Absent during vote: Sherri Case
Michael Cole

STAFF REPORTS

STAFF REPORT- DEPUTY DIRECTOR

Activity

140 S 1st Street Development Work – Grant reporting, Vendor meetings, Financing meetings
Business Solutions Unit (Chair)-
Regular Meeting

Manufacturer Meetings – Atsumi, Pepsi

Mount Rogers Regional Partnership –

Business Retention and Expansion (BRE)

Pre-Session Legislative Dinner

Projects – 2

Projects – Property Owners

Real Estate Database Update

Revolving Loan Fund -

2 Applications

Loan Committee

2 Closings

Small Business Assistance

Tobacco Commission – Grant Reporting, Revenue Sharing Agreement

ImpactED – Webinar

Virginia Economic Development Partnership (VEDP)-Business Retention and Expansion (BRE)

Mr. Matthews updated the board on the 140 South Street building, reporting that the Department of Housing and Community Development (DHCD) requested an update on the project. He said that the ARPA fund grant money must be spent by the end of 2026. Mr. Matthews said he has provided an update to DHCD and that they understand the challenges that the staff have faced in securing a new contractor.

Mr. Matthews also reported he has been contacted by the Virginia Beverage Association as well as PepsiCo's legal and government affairs teams at the corporate office requesting a meeting with the Joint IDA. The topic is increased water rates from the Town of Wytheville for customers consuming over 25,000 gallons. Mr. Matthews said the increase was 48% and noted that the increase will affect other manufacturers as well.

A discussion ensued about the current state of our industries in Wythe County, specifically the reported planned closing of Mitsubishi Chemical Advanced Materials and the bankruptcy of the parent company of Klockner in November. Mr. Manley said that Klockner was bought and then its new parent company filed for bankruptcy to restructure its debt. This is distinct from liquidation and means operations should go forward uninterrupted.

Mr. Matthews mentioned there have been several layoffs throughout the region, as well, in recent weeks and months, and that he wanted to ensure that context about the business climate was understood as conversations began with the Town of Wytheville and PepsiCo.

Mr. Manuel said Mitsubishi has reconsidered the plant's closure and is currently installing new equipment. Mr. Matthews thanked Mr. Manuel for sharing that information and said he would be reaching out to Mitsubishi to see if there's any support that the Joint IDA or VEDP can give at this time after earlier conversations with the company leadership.

Mr. Matthews said that staff of the Mount Rogers Regional Partnership organized a pre-session legislative

dinner with regional economic development partners, county administrators, and elected officials to discuss important economic development topics before the Virginia General Assembly beginning on January 14, 2026. Delegate-elect Mitchell Cornett attended as did Senator Travis Hackworth's legislative assistant, Angie Hall.

Mr. Matthews also reported he and Mr. Manley will be traveling to Richmond for the winter membership meeting of the Virginia Economic Developers Association (VEDA) on December 3.

STAFF REPORT- EXECUTIVE DIRECTOR

Mr. Manley added that there might be limited funding remaining in the VBRSP phase one engineering budget for Lot 10 development. He intends to apply it to the larger, second phase.

He also said RFI and project activity have been relatively quiet. He said only one RFI had come down recently after several preliminary site inquiries. Mr. Manley did note that he believes there are multiple conversations going on among private property owners and developers of data center campuses, not only here, but throughout the region and beyond. Major digital infrastructure development and construction are underway all over the US. Secondary and tertiary markets are now much more viable based on the type of computing done and the infrastructure needed to support it.

Mr. Manley reported he is applying for grant funding to perform added due diligence for other lots in Progress Park, namely Lots 1 and 32, but perhaps others if funding is available.

Mr. Manley wrapped up by saying he attended the weeklong Advanced Economic Development Leadership program in Kansas City at the beginning of November. He added that the program, attended by 3 dozen economic developers from across the nation, is organized by University of Southern Mississippi, University of New Mexico, TCU, and Valdosta State, and is taught by both academics and other subject matter experts. Mr. Manley said he had won a scholarship from VEDA that covered most of the cost of the program.

OTHER

None.

ADJOURNMENT

There being no other business, Chairman Cole adjourned the meeting at approximately 5:05 PM.

Michael Cole, Chairman

Attest:

Jessica E. DeHart, Secretary