

**PITTSYLVANIA COUNTY INDUSTRIAL DEVELOPMENT
AUTHORITY**

TUESDAY, JANUARY 12, 2021; 5:30 P.M.; CHATHAM COMMUNITY CENTER (GALLERY ROOM); 115 SOUTH MAIN STREET, CHATHAM, VIRGINIA 24531

MEETING MINUTES

I. CALL TO ORDER

Rowe called Meeting to Order at 5:32 PM.

II. ROLL CALL

IDA Members present: Faucette, Daniel, Nuckols, Haymore, and Merricks. IDA Member Absent: Lovelace. County Staff present: Rowe, McCulloch, Hunt, Van Der Hyde, and Smitherman (via phone).

III. REVISIONS TO AGENDA

None.

IV. APPROVAL OF AGENDA

On Motion by Faucette, second by Nuckols, Agenda unanimously approved by IDA Members present.

V. APPROVAL OF CONSENT AGENDA

- A. December IDA Meeting Minutes Approval**
- B. IDA Financials Approval**
- C. VRA Shell Building Financing Resolution Approval**

On Motion by Daniel, second by Faucette, Consent Agenda unanimously approved by IDA Members present.

VI. PRESENTATIONS

- A. Robert (“Bob”) W. Warren, Pittsylvania County Board of Supervisors Chairman Introductory Remarks**

Rowe introduced Warren, who made brief introductory remarks. Warren stated that the changes in the IDA will include closer collaboration and communication between the Economic Development Committee and the IDA. County Industrial Parks will be looked at closely and those jointly owned with the City. Exciting things are happening in Hurt, and state representatives are excited with the Southern Virginia Megasite at Berry Hill. The new connector road is opening doors and there is a strong need for the Economic Development Committee and IDA to interact more. This is an exciting time for the County.

- B. Stephen Moret, President and CEO of Virginia Economic Development Partnership (6:00 PM; Zoom Call); (Also present were Sandra Jones McNinch, General Counsel of VEDP; Jamie Canupp, Assistant General**

Counsel of VEDP; and Linda Green, Executive Director of the Southern Virginia Regional Alliance

Rowe introduced Moret, who joined the Meeting via Zoom at 5:45 PM. Rowe discussed what a great partner VEDP and Moret are to the region, as well as the County. Moret stated that everyone at VEDP loves to work with Southern Virginia and the County Economic Development Team. He said that the Southern Virginia Megasite at Berry Hill is one of the best industrial sites in the country, and the best site in the South. Moret addressed a challenge that it has faced by OEM visits. There is a lack of the connector road, which is being remedied by the legislation and funding that was allocated for the Project. If the connector road was in place five (5) years ago, Moret believes that a company would be up and running in early stages now. For example, in 2018, Toyota Mazda went to Alabama. This was the biggest manufacturing project in history when the multiplier effect is considered. Virginia is trying to get into the competition in manufacturing as he believes Virginia has one of the best business environments in the world. Virginia's biggest competitors are Alabama, Georgia, and Tennessee.

Moret further stated that the reasons why other sites succeed are: (1) that they invested in prepared sites and have more readily available sites than Virginia; (2) incentives offered are higher by other states. Virginia offers \$X; they offer \$4X. Product availability drives the national impact. The *Wall Street Journal* mentions creation of 1,000 jobs in articles. Moret said that Morgan Olson is an example. The loss of three hundred (300) jobs was balanced by the creation of seven-hundred and three (703) jobs; and (3) State and local partnerships help with marketing lead generation. Virginia was not in the game, but now it is doing well. The workforce training program, Virginia Talent Accelerator Program, is one of the best in the country. This year, leads are down by twenty-five percent (25%), but the amount of Project activity is up. Large and medium projects are going forwards. Potential jobs are the same.

Faucette asked how the County can be a better partner with VEDP. Moret said he is not sure that it can. It would help if SVRA had a bigger budget.

Warren asked if Moret had advice to recruit employees of precision machining back to the County to work if they had received certifications and positions prior to the companies arriving in the region. Moret said that it depends on where the person is with family, spouse, and kids and that it is hard to say.

Warren asked if Moret sees trends in relationship to advanced manufacturing degrees to earlier promotion in grades K-12 or community college. Moret said that they have and need to do more to promote the certification and program to grades K-12. It is one of the biggest challenges to Virginia and rest of the country. The idea is to work on removing older perceptions and ideas of manufacturing. It is now clean and bright. The Office of Education and Workforce Alignment at VEDP is working on ensuring students are aware of the large range of opportunities with more marketing, counseling, and communication.

McNinch provided a Powerpoint and reviewed IDA information from a legal standpoint, focusing on the Dillon's Rule, the Virginia enabling legislation, other types of authorities, revenue bonds, special powers, upcoming potential legislation, sources of IDA funding, common

activities, Grant programs, bond financing, exemptions, and the Conflicts of Interest Act. There were no questions.

V. NEW BUSINESS

A. New IDA Member Welcome and Introduction (Steven Merricks)

Rowe welcomed Merricks to the IDA.

B. Election of Officers

1. Nomination and Election of Chairman

Rowe opened the floor for nominations for Chairman. Daniel made Motion to nominate Faucette as IDA Chairman and Nuckols seconded Motion. There being no other nominations, Rowe closed the floor and Faucette unanimously elected IDA Chairman by IDA Members present.

2. Nomination and Election of Vice-Chairman

Faucette opened the floor for nominations for Vice-Chairman. Merricks moved that Daniel be Vice-Chairman and Nuckols seconded the Motion. There being no other nominations, Faucette closed the floor and Daniel unanimously elected IDA Vice-Chairman by IDA Members present.

3. Potential IDA Bylaws Revision Discussion

For informational purposes only, Hunt presented the attached set of revised IDA Bylaws. Hunt announced that the same would be presented at the February IDA Meeting for potential adoption.

4. 2021 Preliminary Strategic Planning Schedule Presentation/Discussion

Rowe stated a preliminary schedule has been drafted and invitations sent to speakers to provide well-rounded training opportunities to IDA Members at each future IDA Meeting.

XII. ADJOURNMENT

On Motion by Daniel, second by Nuckols, IDA Members present unanimously approved adjourning Meeting. Faucette adjourned Meeting at 7:04 PM.