

March 23, 2006

The Joint Industrial Development Authority of Wythe County, Wytheville, and Rural Retreat held a regular meeting on Thursday, March 23, 2006, at 3:00 p.m. in the Council Room of the Wytheville Municipal Building located at 150 East Monroe Street, Wytheville, Virginia.

**MEMBERS PRESENT**

Joseph W. Freeman, Chairman                      Gerald L. Brewer  
George T. Johnstone, Treasurer                  Danny B. Gordon

**MEMBERS ABSENT**

William F. Snyder, Vice Chairman    David N. Johnson  
David L. Elmore

**EX-OFFICIO MEMBERS PRESENT**

None

**EX-OFFICIO MEMBERS ABSENT**

R. Cellell Dalton, Wythe County Administrator  
Raymond E. Matney, Rural Retreat Town Manager  
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. There being none, he proceeded with the agenda.

**INTRODUCTION OF DANIELLE M. SKEENS AS ADMINISTRATIVE ASSISTANT**

Dr. Hawthorne introduced and welcomed Ms. Danielle Skeens as the new administrative assistant of the Joint IDA.

## **PRESS RELEASES - CRC TESTING**

The board reviewed the press release about the Career Readiness Certificate testing resulting from the recent Wytheville Job Fair. Dr. Hawthorne stated that he was thrilled with the outcome, and the quality of the results is above state average. A copy of the press release follows:

### **PRESS RELEASE**

#### **Job Fair Spawns Strong Response to Career Readiness Certificates**

WYTHEVILLE—As a result of promotion by organizers and employers at the recent Wytheville Job Fair, approximately 250 area job seekers have completed the WorkKeys tests used in Virginia’s Career Readiness Certificate program. Over 91% of those taking the tests received either a Bronze, Silver, or Gold Career Readiness Certificate. Approximately 85% of those receiving certificates received either Silver or Gold Certificates. This compares with less than 87% of statewide testers receiving certificates, and only 68.5% of those receiving certificates receiving either Silver or Gold certificates. Organizers of the Wytheville Job Fair offered job seekers the opportunity to register for free assessments in the three key skills areas that make up the CRC core competencies—applied math, reading for information, and locating information. The results of the recent tests provide documentation of a quality workforce with competencies in these core skills that are required by 85% of profiled jobs in the United States.

Virginia’s Career Readiness Certificate is an assessment-based credential that gives employers and career seekers a uniform measure of key workplace skills. The Career Readiness Certificate has been endorsed by the Virginia Chamber of Commerce, the Virginia Manufacturing Association, the Virginia AFL-CIO, the Virginia Community College System, and the Virginia Workforce Council. To learn more about Virginia’s CRC program, visit [www.crc.virginia.gov](http://www.crc.virginia.gov) or contact Workforce Development Services at Wytheville Community College (276-223-4724). For a limited time, job seekers may still be able to register for the CRC testing at no cost to them.

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## **PRESS RELEASE - COALFIELD SERVICES**

Mr. Scott Aker, President of Coalfield Services, was present as Dr. Hawthorne read the press release concerning Coalfield Services’ expansion into Progress Park. Mr. Freeman remarked that he was pleased to have Mr. Aker present for this board meeting, and the Joint IDA is proud to be part of the expansion. Mr. Aker conveyed his excitement on the expansion and the opportunity to bring ten new jobs to Wythe County. Mr. Gordon asked if Coalfield Services would close its current facility on Peppers Ferry Road, and Mr. Aker responded that the company will keep that facility open. A copy of the press release follows:

## **PRESS RELEASE**

### **Coalfield Services to Build Facility in Wythe County Progress Park**

WYTHEVILLE—Coalfield Services, Inc., will expand its Wythe County operations by acquiring Lot 6 in Wythe County Progress Park. The company will construct an 8,000 sq ft facility on the 5.2-acre lot to house a new fabrication shop. The expansion will create approximately 10 jobs and represent an investment of approximately \$650,000. The Virginia Department of Business Assistance is expected to provide assistance with training and hiring needs, and Coalfield Services will qualify for grants for locating in a Virginia Enterprise Zone.

Headquartered in Wythe County, Coalfield Services is a contractor and equipment provider for the coal and mining industry and also provides crane-assisted equipment moving services. Founded in 1977 by Scott Aker, the company currently operates a facility across from Progress Park on Peppers Ferry Road. Constructing the new facility will allow Coalfield Services to meet the growing demand for its services. Company President Scott Aker said “Coalfield Services is excited to be a partner in the continued growth of Wythe County’s Progress Park. We appreciate the cooperation and assistance we have received from the Joint IDA, the Board of Supervisors, and the Wythe County Administrator’s office.” Wythe County Board of Supervisors Chairman Susan Crigger said “We are especially pleased to see a local company expand and be able to benefit from Progress Park and the Enterprise Zone.”

Wythe County Progress Park is a 1,210-acre industrial park in Wythe County. The lot acquired by Coalfield Services will be the first development in the park’s “mini-park,” an area designed to accommodate smaller-sized developments.

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### **APPROVAL OF MINUTES - February 23, 2006, board meeting**

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

### **APPROVAL OF INVOICES**

Dr. Hawthorne explained that check #4880 to Media General was from the job fair advertisements and the advertisements for the administrative assistant position. Mr. Gordon asked for confirmation that only the part for the administrative assistant advertisement would come out of the Joint IDA funds, and Dr. Hawthorne confirmed that this was correct. Mr. Johnstone made a motion, seconded by Mr. Brewer, to pay the invoices as presented. The motion passed unanimously.

Joint IDA of Wythe County  
Check Register  
For the Period From February 24, 2006 thru March 23, 2006

| <b>Check #</b> | <b>Date</b> | <b>Payee</b>                      | <b>Amount</b>    |
|----------------|-------------|-----------------------------------|------------------|
| Check #        | Date        | Payee                             |                  |
| 1039           | 3/23/06     | Joint IDA of Wythe County         | 889.35           |
| 4864           | 3/23/06     | Alan R. Hawthorne                 | 3,615.52         |
| 4865           | 3/23/06     | David L. Elmore                   | 207.79           |
| 4866           | 3/23/06     | Daniel B. Gordon                  | 207.79           |
| 4867           | 3/23/06     | David N. Johnson                  | 207.79           |
| 4868           | 3/23/06     | Danielle M. Skeens                | 1,733.44         |
| 4869           | 3/23/06     | Gerald L. Brewer                  | 207.79           |
| 4870           | 3/23/06     | George T. Johnstone               | 207.79           |
| 4871           | 3/23/06     | Joseph W. Freeman                 | 207.79           |
| 4872           | 3/23/06     | Michael B. Webb                   | 2,050.37         |
| 4873           | 3/23/06     | William F. Snyder                 | 207.79           |
| 4874           | 3/23/06     | Appalachian Power                 | 90.88            |
| 4875           | 3/23/06     | Anthem Southeast Dental           | 90.76            |
| 4876           | 3/23/06     | Anthem Blue Cross and Blue Shield | 1,404.32         |
| 4877           | 3/23/06     | Companion Life Insurance Co       | 67.22            |
| 4878           | 3/23/06     | Crossroads Institute              | 25.00            |
| 4879           | 3/23/06     | Fort Dearborn Life Ins Co         | 22.65            |
| 4880           | 3/23/06     | Media General - TC/SWVA           | 7,505.44         |
| 4881           | 3/23/06     | PC SOS, Inc.                      | 120.00           |
| 4882           | 3/23/06     | Robert G. Moore                   | 1,100.00         |
| 4883           | 3/23/06     | Southern Economic Dev Council     | 200.00           |
| 4884           | 3/23/06     | Sprint PCS                        | 24.06            |
| 4885           | 3/23/06     | Sprint                            | 124.09           |
| 4886           | 3/23/06     | Sprint                            | 4.68             |
| 4887           | 3/23/06     | Town of Wytheville - Postage      | 124.92           |
| 4888           | 3/23/06     | Treasurer of Virginia             | 35.00            |
| 4889           | 3/23/06     | Bankcard Services                 | 586.86           |
| 4890           | 3/23/06     | Wytheville Office Supply          | 28.38            |
| 4891           | 3/23/06     | Xerox                             | 267.86           |
| 4892           | 3/23/06     | Alan Hawthorne - Reimbursement    | 499.39           |
| 4893           | 3/23/06     | Chamber of Commerce               | 20.00            |
| 4894           | 3/23/06     | Danielle M. Skeens                | 15.75            |
| 4895           | 3/23/06     | Mike Webb                         | 30.26            |
| <b>Total</b>   |             |                                   | <b>22,130.73</b> |

## **OLD BUSINESS**

### **FAIRVIEW ZONING REQUEST STATUS**

Mr. Webb explained that he attended the public hearing on the creation of the M1-M zoning ordinance on Thursday, March 9, 2006. He stated the Wytheville Planning Commission voted to recommend the Town Council adopt the ordinances. If adopted by the Town Council, local industries could request a rezoning to M1-M. Dr. Hawthorne clarified that he discussed the dynamics of rezoning Fairview Industrial Park with Town Manager Sutherland. It may be necessary for the Council to take the initiative to rezone the area as opposed to having each individual landowner decide to opt in or out of the new zone. Mr. Webb informed the board that, due to a misprint in the *Wytheville Enterprise* concerning the R-3 rezoning hearing for the Fairview rear lots, the hearing has been rescheduled for Monday, March 27, 2006. Once the rezoning is successful, the Joint IDA and the contracted buyer can proceed with the sale.

### **IMPAIRED JOINT IDA RLF LOAN STATUS**

Dr. Hawthorne explained that the owner of the impaired loan is selling personal property to cover the outstanding balance of the loan. There are two separate pieces of property, and once both are sold, the debt should be retired. The Joint IDA will release the liens as the properties are sold.

### **REPORT AND RECOMMENDATION OF WORKFORCE/EDUCATION COMMITTEE**

Dr. Hawthorne explained that the workforce/education committee determined to recommend that funding for three career coaches be placed in the Wythe County School Board's budget request. The Joint IDA is seeking signatures from local manufacturers to show endorsement from the manufacturing sector, and most of the larger industries in Wythe County have already signed the document. The Board of Supervisors will consider the request at its meeting on Tuesday, March 28, 2006. The Joint IDA is seeking a grant from the Virginia Tobacco Commission to offset one-third of the cost of implementing the program.

### **UPDATE ON VOR MARKETING GRANT APPLICATION**

Dr. Hawthorne reminded the board that the Joint IDA partnered with Pulaski County for another marketing grant. Due to the overwhelming number of applicants, the Joint IDA's application was not funded. Recipients of the grant had not received previous funding.

### **2006 INDUSTRY APPRECIATION GOLF TOURNAMENT (MAY 18, 2006)**

Mr. Webb updated the board members on the tournament. He stated letters have been mailed out to potential sponsors and participants. He stated that as of this date, there are four reception sponsors, six hole sponsors, and two teams. He informed the board that Mr. Gordon had donated some prizes for the tournament and other gifts have been received as well. Mr. Webb also informed the board that the committee voted to award Chamber of Commerce gift certificates to the winners of the tournament this year instead of Pro-Shop gift certificates. Mr. Webb explained

that Weststaff will sponsor the beverage cart for the event, and the cost of the beverage cart and the reception is expected to remain the same as last year.

## **OTHER**

Dr. Hawthorne reported that he attended a Board of Supervisors budget meeting on Tuesday, March 21, 2006.

Mr. Gordon raised concerns over Fuel Systems' outside storage in Fairview Industrial Park. He commented that it was not pleasant to the eye. Dr. Hawthorne explained that due to personnel changes, there is difficulty in establishing relationships with Fuel Systems. Mr. Gordon suggested planting trees to block the view and make it more appealing. Mr. Freeman remarked that there seemed to be a topography problem in that location and planting trees might be an option to explore. Dr. Hawthorne and Mr. Freeman will continue trying to establish a working relationship with Fuel Systems and explore ways to improve the outside storage aesthetics.

## **NEW BUSINESS**

### **MANAGEMENT AGREEMENT PROPOSAL TO CRIFA**

Dr. Hawthorne explained that the management agreement was the same as last year's with the exception of the dates being updated. Mr. Gordon made a motion, seconded by Mr. Johnstone to extend the offer to CRIFA. The motion passed unanimously. A copy of the proposal follows:

### **Management Agreement**

This Agreement is made between the Crossroads Regional Industrial Facility Authority (Crossroads RIFA) and the Joint Industrial Development Authority of Wythe County (Joint IDA).

WHEREAS the Crossroads RIFA goal is to support and encourage regional collaboration in economic development by providing cost and revenue sharing projects for member jurisdictions, and

WHEREAS the Crossroads RIFA desires staff and office support to plan, implement, and manage such operations as determined desirable and appropriate by its Board of Directors, and

WHEREAS the Joint IDA has the desired expertise to provide such support, and

WHEREAS the Joint IDA Board of Directors has determined that providing such support is consistent with its goals of promoting economic development in Wythe County,

THE PARTIES NOW HEREWITH AGREE:

SERVICES: Management and support services for the operation of the Crossroads CRIFA

to include executive leadership, office support, record keeping, planning, promotion, professional services, and other such services as shall be determined necessary and consistent with afforded operating budget shall be provided by the Joint IDA.

TERM: The term of this agreement shall be from July 1, 2006, through June 30, 2007.

BUDGET: Funding for the desired level of services shall be mutually agreed upon and approved as part of this agreement and may be amended by mutual agreement thereafter.

TERMINATION: This agreement may be terminated by either party with a 120-day written notice or at any time by mutual consent.

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Wythe B. Sharitz, Chairman  
Crossroads Regional Industrial Facility Authority

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Joseph W. Freeman, Chairman  
Joint IDA of Wythe County

#### **VEDA SPRING CONFERENCE/LEGISLATIVE UPDATES**

Dr. Hawthorne advised the board of his meetings in Richmond and Williamsburg during March 14-17, 2006. The meeting in Richmond involved a joint meeting of VEDP and the Virginia Department of Environmental Quality about brownfields. Dr. Hawthorne noted that there was information at the meeting concerning the management of the Austinville School property, which he has conveyed to the Board of Supervisors. After the VEDP/DEQ meeting, he proceeded to Williamsburg for the Virginia Economic Developers Association (VEDA) spring conference. One of the largest challenges VEDA faces is proposed cuts to the Governor's Opportunity Fund. It is anticipated that federal spending that has benefitted Virginia will decrease in the future as the federal government deals with large deficits. Dr. Hawthorne noted that VEDP is close to having a workforce skills database available. He also commented that former VEDA legal counsel Patrick Gotschalk is the new Secretary of Commerce and Trade. Dr. Hawthorne remarked that he had the chance to visit the New Town development in Williamsburg.

#### **JOINT RESOLUTION ON I-77/I-81**

Dr. Hawthorne asked the board to approve the draft joint resolution on I-77/I-81. He commented that the Chamber of Commerce had adopted the resolution. Mr. Gordon made the motion to adopt the resolution with reasonable leeway that Dr. Hawthorne and Mr. Freeman make any adjustments deemed appropriate. Mr. Brewer seconded the motion. The votes passed with the following votes: For: Mr. Brewer, Mr. Freeman, Mr. Gordon, Mr. Johnstone. Against: None.

**JOINT RESOLUTION  
APRIL 2006**

**WYTHE COUNTY BOARD OF SUPERVISORS  
WYTHEVILLE TOWN COUNCIL  
RURAL RETREAT TOWN COUNCIL  
JOINT INDUSTRIAL DEVELOPMENT AUTHORITY  
WYTHEVILLE-WYTHE-BLAND CHAMBER OF COMMERCE**

**WHEREAS** the Virginia Department of Transportation has completed a Tier 1 Environmental Impact Statement on upgrade of the I-81 corridor and is seeking local input; and

**WHEREAS** the overlapping section of I-81 and I-77 in Wythe County has repeatedly been identified as a priority area within the I-81 corridor; and

**WHEREAS** previous studies have recommended that I-81 and I-77 be separated over this section; and

**WHEREAS** the location of I-81 and I-77 has previously been determined by the local community to be of major importance to the economic well-being and quality of life of the citizens of Wythe County:

**NOW BE IT THEREFORE RESOLVED** that the above-listed organizations concur that

- the location of I-81 and I-77 is of major importance to the economic well-being and quality of life of the citizens of Wythe County
- the existing overlapping corridor in Wythe County should remain as I-77
- the origination and termination of a new I-81 section should be near the existing origination and termination of the currently overlapping section
- the new I-81 section should be classified as “rural urban” with a density of exits to provide access to existing developments in Wytheville and in the eastern portion of Wythe County
- design of the new I-81 section should provide for ingress to and egress from Progress Park.

**BE IT FURTHER RESOLVED** that design and construction of this segment of the I-81 corridor upgrade be given priority status due to projected usage and congestion.

**Wythe County Board of Supervisors**

By: /s/ Susan Crigger

**Wytheville Town Council**

By: /s/ Trenton Crewe

**Rural Retreat Town Council**

By: /s/ D. F. “Jim” Bear

**Joint Industrial Development Authority**

By: /s/ Joseph W. Freeman

**Wytheville-Wythe-Bland Chamber of Commerce, Inc.**

By: /s/ David Carpenter



## **PROJECT UPDATES**

Dr. Hawthorne provided information on prospect activity. Mr. Gordon asked about Lane Enterprise, and Dr. Hawthorne commented that the company was moving forward with its project. Mr. Gordon inquired of the usage of the Umberger property, and Dr. Hawthorne replied that he has no validation of the land usage.

## **OTHER**

Dr. Hawthorne advised the board to be aware that some industries were losing employees to new industries. He stated that it is a free market and the purpose of economic development is to create opportunities and not to keep wages low.

Mr. Brewer asked Dr. Hawthorne about the Ivanhoe Industrial Park. Dr. Hawthorne responded that there is no recent activity. The Joint IDA did receive an offer earlier, but the board felt the land could secure more than what was offered. Dr. Hawthorne stated the waterline is now complete in Ivanhoe.

Dr. Hawthorne advised the board of his three-year reappointment to the Area II Workforce Investment Board.

Mr. Gordon made reference to Dr. Hawthorne being able to take his accrued vacation time. Dr. Hawthorne advised the board he would be able to do so and had already reserved days.

Dr. Hawthorne reminded the board of the April meeting to be held in Rural Retreat.

## **ADJOURN**

There being no other business, Chairman Freeman adjourned the meeting at 4:10 pm.

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Joseph W. Freeman, Chairman

Attest:

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Danielle M. Skeens, Secretary