

JOINT INDUSTRIAL DEVELOPMENT AUTHORITY

Minutes of Meeting

May 23, 2013

The Joint Industrial Development Authority of Wythe County, Wytheville, and Rural Retreat held a regular meeting on Thursday, May 23, 2013, at 3:00 p.m. in the Conference Room of the Mt. Empire Airport Terminal located at 8223 West Lee Highway, Rural Retreat, Virginia.

MEMBERS PRESENT

Linda DiYorio, Chairman
William Dixon
Foy Patton

Tom Jones
Dana Pack
Jennifer Atwell

MEMBERS ABSENT

None

EX-OFFICIO MEMBERS PRESENT

None

EX-OFFICIO MEMBERS ABSENT

C. Wayne Sutherland, Jr., Wytheville Town Manager
R. Cellell Dalton, Wythe County Administrator
Michael S. James, Rural Retreat Town Manager

DETERMINATION OF QUORUM

Chairman DiYorio called the meeting to order and determined a quorum to be present. Mr. Dixon offered the invocation, and Mr. Jones led the Pledge of Allegiance.

SMYTH-WYTHE AIRPORT COMMISSION—PRESENTATION BY WILSON LEONARD, CHAIRMAN

Wilson Leonard, Smyth-Wythe Airport Commission Board Chairman, gave a brief tour of the new Mt. Empire Airport Terminal, as well as the hangers and other areas. He continued with a presentation and distributed a packet of information regarding the Mt. Empire Airport to each Board member. Included in the report and discussed by Mr. Leonard were points such as users of the airport, estimated economic impact, published studies relative to Business Aviation's effectiveness and benefits. Also included was a complete package of ordinances, agreements, codes and amendments, plus the Smyth-Wythe Airport Commission's Bylaws. Mr. Leonard also

gave a summary and explanation of current funding and grants used to finance the airport. Chairman DiYorio asked if the Board had any questions of Mr. Leonard. There being none, Chairman DiYorio thanked Mr. Leonard and the airport personnel for the tour and information regarding the airport.

CITIZENS' TIME

Chairman DiYorio asked if there was anyone present who would like to address the Board. There being none, Chairman DiYorio proceeded with the meeting.

APPROVAL OF MINUTES—APRIL 25, 2013

Chairman DiYorio asked if there were any corrections, additions, or questions regarding the minutes of the April 25, 2013, meeting and if there was a motion to approve the minutes as presented. There being none, Chairman DiYorio asked for a motion to approve the minutes as presented. Ms. Atwell made a motion, seconded by Mr. Pack, to approve the minutes as presented. The motion passed unanimously.

APPROVAL OF INVOICES

Chairman DiYorio asked if there were questions or discussion regarding the invoices for May 2013, and if there was a motion to approve the invoices as presented. Dr. Hawthorne noted that his reimbursement check included fees for registration to a data center conference and airfare that will be reimbursed. Chairman DiYorio asked how much was still owed to Branch Highways. Dr. Hawthorne stated that Wythe County will finish their portion of the payments in two months and then Tobacco Commission grant funds received by the Joint IDA will pay the remainder of the expenses to finish the Lot 24 project. Chairman DiYorio noted that check #6860 issued to her in the amount of \$55.46 was for reimbursement for snacks for the golf tournament. Chairman DiYorio mentioned that there had been a letter composed and submitted to the Wythe County Board of Supervisors asking that the Joint IDA be included as a line item on their budget and noted that they had added the item to their budget. Chairman DiYorio asked if there were any further questions or concerns. There being none, Mr. Dixon made a motion, seconded by Mr. Patton, to approve the invoices for May 2013. With no further discussion, the motion passed unanimously.

**Joint IDA of Wythe County
Check Register
For the Period From May 1, 2013 through May 31, 2013**

Check #	Date	Payee	Amount
6850	5-16-13	Wytheville Golf Club	\$1,499.00
6851	5-23-13	Alan R. Hawthorne	4,445.29
6852	5-23-13	Kimberly B. Simmons	2,494.22
6853	5-23-13	Virginia M. Goodwin	1,663.16
6854	5-23-13	Appalachian Power	65.43

6855	5-23-13	Alan Hawthorne - Reimbursements	2,574.33
6856	5-23-13	Anthem Southeast Dental	93.21
6857	5-23-13	Anthem Blue Cross and Blue Shield	1,874.40
6858	5-23-13	Branch Highways, Inc.	380,622.25
6859	5-23-13	CenturyLink	137.20
6860	5-23-13	Linda DiYorio	55.46
6861	5-23-13	ACS/BNY Mellon HSA	850.00
6862	5-23-13	The Mount Rogers Dev Partnership	7,308.75
6863	5-23-13	Principal Life Insurance Co.	178.38
6864	5-23-13	Robert G. Moore	1,100.00
6865	5-23-13	Smokey's Bar-B-Que	300.00
6866	5-23-13	VA Economic Dev. Association	50.00
6867	5-23-13	Virginia Goodwin - Reimbursement	48.48
6868	5-23-13	Wordsprint, Inc.	46.00
6869	5-23-13	Wytheville Golf Club	3,635.00
6870	5-23-13	Xerox	15.26
Total			\$409,055.82

OLD BUSINESS

LOT 24/LOT 30 UPDATE

Dr. Hawthorne reported that the rain has deterred construction on both Lots 24 and 30 during the past few days. He added that Lot 30 is at the half-way point and that the finish date has been shifted back due to the weather. Dr. Hawthorne stated that Wythe County is rapidly approaching the end of their share of financing commitment and that the Tobacco Commission funds will be utilized once Wythe County funds are depleted. He added that he is asking that one of the grants from the TICRC be extended, and he expects that all work on the two lots should be completed in the next six months.

2013 INDUSTRY APPRECIATION GOLF TOURNAMENT REPORT

Mr. Dixon reported that he felt the golf tournament was a success, and he thanked everyone for their efforts in making it a good affair. Chairman DiYorio thanked everyone for their assistance and pointed out that there was food leftover because of the late ending to the tournament, which was a result of having extra teams this year. She stated that many of the golfers left because of the time and suggested that maybe the tournament start earlier in the future, perhaps around 11:00 a.m. for lunch, but stated that could be discussed during the next strategic planning meeting.

Virginia Goodwin noted that the extra hot dogs, buns, slaw, and the drinks left in the coolers were donated to the Cliff Dicker tournament being held the following day. She mentioned that the Joint IDA also donated four cases of leftover Gatorade to the Community Kitchen that serves meals to the homeless and those in need at Wytheville Baptist Church.

JOINT IDA BOOTH AT CHAMBER EXPO—MAY 6, 2013

Dr. Hawthorne reported that the Wytheville-Wythe-Bland Chamber Expo was a huge success, and he thanked the Joint IDA Board members for their participation. He noted that the event was well attended and thought that there was a record number of exhibitors, as well as attendees. Mr. Dixon noted that the Expo was a good outlet for networking and meeting people who serve in various rolls in the community.

WORKING SESSION HIGHLIGHTS—STRATEGIC PLANNING JOINT MEETING WITH JURISDICTIONS, JUNE 2013

Dr. Hawthorne talked briefly regarding the strategic planning joint meeting to be held with the jurisdictions. He asked the Board if they preferred an open invitation to the Board members of each jurisdiction or if they would like a committee to be appointed from each jurisdiction. He also mentioned that perhaps the jurisdictions would just prefer to read the strategic plan and not be involved in the preparation and completion of it. Dr. Hawthorne stated that Marty Holliday, Deputy Director at New River/Mount Rogers Workforce Investment Area Consortium Board, will have the information she has compiled available to the Board from the first strategic planning meeting held in April.

Chairman DiYorio asked the Board members to think about what their vision, direction, and plans for the Joint IDA would be for the next several years. She also asked what level of involvement would the Board want from the jurisdictions. Chairman DiYorio stated that she would consult with Cellell Dalton, Wythe County Administrator, who could talk with the members of the Wythe County Board of Supervisors as to how they would prefer to go forward. Chairman DiYorio asked Mr. Dixon to speak with Wayne Sutherland, Wytheville Town Manager, and asked Mr. Patton to speak with Mr. James, Rural Retreat Town Manager, about the same scenario. She asked if July 11, 2013, at 3:00 p.m. would be a good time for the Board members. Chairman DiYorio also asked that the Joint IDA staff look at booking the Heritage Center for the meeting, if needed.

OTHER

Carolyn Dankowski - Dr. Hawthorne mentioned that most of the Board members knew that Vice Chair Carolyn Dankowski had resigned her position at Gatorade for employment at a company in Oklahoma. He noted that Ms. Dankowski would truly be missed because of her contribution to the local community. Ms. Atwell asked if the Board needed to elect a Vice Chairman to replace Ms. Dankowski. Dr. Hawthorne stated that it would be the Board's decision as to how they would prefer to handle the nomination of a new Vice Chairman. He mentioned that regular nominations are held in July, but the nominations could be held during this meeting, if they preferred. Mr. Dixon made a recommendation to wait until the July nominations to choose a new Vice Chairman. The recommendation was accepted and there was no further discussion.

NEW BUSINESS

WYTHE COUNTY SWAC PUBLIC HEARING

Dr. Hawthorne reiterated on comments made by Mr. Leonard during his presentation. He also mentioned that the Joint IDA asked the Wythe Manufacturing Council members to respond to a

survey regarding the Mt. Empire Airport. Five out of the thirteen respondents stated they use the airport, two had no immediate need, however twelve of the thirteen surveyed agreed or strongly agreed that it was important to have access to the general aviation airport. Dr. Hawthorne mentioned that having airport access is an important piece of infrastructure for economic development. He stressed that it is important for the airport staff and Commission to operate the airport in an effective and efficient manner. If the Mt. Empire Airport was not available for our local manufacturers to use they could possibly move to New River Airport, but that there would likely be a fee assessed to the localities that would be as much or more than the Mt. Empire Airport fees.

Mr. Dixon mentioned that one thing that Wythe County and Wytheville need to look at is the use of the airport by the members of our legislature. If they were to fly into New River Airport then, New River will get more of their attention. Dr. Hawthorne stated that one major problem is that the historical culture of the Smyth-Wythe Commission was to be kind of secretive and added that the Wythe County Board of Supervisors' public hearing was getting their attention to provide better communication to the sponsors and contributors of the airport. Dr. Hawthorne mentioned that the Wythe County Board of Supervisors public hearing will be held on Tuesday, May 28 at 9:05 a.m. at the Wythe County Office Building if any of the Board members wanted to attend.

AEP DATA CENTER SITE QUALIFICATION PROGRAM REPORT

Dr. Hawthorne reported on the Data Center site summary sheets and booklets that have been produced for the Joint IDA by American Electric Power (AEP). Chairman DiYorio added that this was the press conference held by AEP that she and Dr. Hawthorne had attended announcing that Progress Park and the site in Roanoke County were qualified data center sites. The summary sheets were distributed to the Board members prior to the meeting, and they were offered copies of the booklets if needed. Dr. Hawthorne noted that all of the information is located on the internet and that the site address was on the summary sheets.

DATA CENTER MARKETING SUPPORT

Dr. Hawthorne mentioned that American Electric Power (AEP) has offered to print the summary sheets and booklets free of charge, as well as the brochures and summary sheets for Lot 24. He noted that AEP will be assisting with marketing efforts for both the Data Center sites and Lot 24.

AEP ECONOMIC DEVELOPMENT FORUM/JAY GARNER VISIT

Dr. Hawthorne reported on American Electric Power's (AEP) Economic Development Forum held at the Wytheville Meeting Center. The keynote speaker for the forum was Jay Garner, CEcD, CCE, who is the president and founder of Garner Economics, LLC, an economic development and site location consulting firm headquartered in Atlanta, GA. The forum involved local and regional economic developers, Chairs for Boards of Supervisors, the Virginia Economic Development Partnership (VEDP), and other key persons from the area. The focus of the forum was AEP's rededication to economic development.

Tom Elliott, Virginia's aCorridor Executive Director, toured the aCorridor area with Mr. Garner. Dr. Hawthorne stated that he was able to spend a couple of hours with Mr. Garner touring Progress Park and was able to attend dinner with John Loftus, Sites and Buildings Manager for

VEDP, Tom Elliott, and Mr. Garner to discuss the park, project activity, and AEP's marketing support.

PROJECT UPDATES

Dr. Hawthorne gave a brief update on current projects. He noted that most of the spring season has been slow, but that there had been a pickup in activity in the past few weeks. Dr. Hawthorne stated that there will be a company coming in August or September for a visit to Progress Park. He also mentioned that he had recently talked with both John Loftus and Mike Lehmkuhler from the Virginia Economic Development Partnership and they mentioned that there are no big projects in the pipeline at the present time.

Dr. Hawthorne noted that the time is approaching for the end of grading on Lot 24 and that Mike Lehmkuhler has sent out updated information on Lot 24 to site consultants. Dr. Hawthorne stated that he would be meeting with the Virginia Economic Development Partnership on Wednesday, May 29 in Richmond to discuss the new emphasis on marketing Lot 24 as grading is completed and Progress Park in general. He noted that with the assistance from American Electric Power (AEP), there would be more marketing resources directed to Progress Park. Dr. Hawthorne added that he has been following up on a couple of other projects.

OTHER

TICRC - Ms. DiYorio reported on the activities of the Tobacco Indemnification and Community Revitalization Commission (TICRC). A major project for the TICRC is to establish a campus for the King College and East Tennessee State University School of Medicine in the Higher Education Center located in Abingdon. The second project is a Bluefield College satellite office for a dental school to be located in Tazewell. This project will use a rural health clinic, similar to the one in Bland County, where the patients pay on a sliding scale. This method will help them with acquiring patients. The third project is a physical therapy program at Emory and Henry College. Smyth County has donated the old hospital for the location of that program.

Chairman DiYorio mentioned that the TICRC contracted with Boston Consulting Group to conduct a study of the region on how to develop a high-tech manufacturing cluster. The group found that our region should be concentrating on aerospace, automotive, and machinery based manufacturers and noted that there was a potential to create over 50,000 jobs in those fields. The TICRC is concentrating on creating three centers of excellence, one being located at the Morgan McClure facility in Abingdon where machinist and welding training will be a focus. The TICRC is looking to have a strong partnership with Wytheville Community College (WCC) for welding and machine shops. The program centers/facilities will be eligible to purchase equipment through the TICRC.

Chairman DiYorio noted that there is a lack of common standards in the region and that the TICRC will use the community colleges to place specialized equipment for the training of employees to support manufacturing needs.

Data Center Site Marketing - Dr. Hawthorne mentioned that he had been speaking with Jill Loope, Acting Director for the Roanoke County Department of Economic Development (RCDED), regarding advertising the Data Center sites in some of the economic development magazines. Dr.

Hawthorne stated that the Joint IDA has budgeted \$500 for advertising and asked if the Board would like to join together with the Roanoke County Department of Economic Development to do the advertising. He added that American Electric Power will take the lead on the advertisement and will include funding from RCDED, the Joint IDA, and also Virginia's aCorridor who will match the Joint IDA's funding amount. Chairman DiYorio asked if there was a motion for the Joint IDA to join with AEP, RCDED, and Virginia's aCorridor to place advertising in magazines for the Data Center sites promotion. Mr. Dixon made a motion, seconded by Jennifer Atwell, to approve the Joint IDA's assistance in funding advertising in site selection magazines. Chairman DiYorio asked what magazines would be included. Dr. Hawthorne stated that it would probably include Southern Business and Development, Site Selection Magazine, or some of the other top magazines promoting data center and manufacturing sites. He added that it may be only one magazine or several, depending on the cost and size of the advertising page. Chairman DiYorio asked if there were any further questions or concerns regarding the motion. There being none, the motion passed unanimously.

Southwest Virginia Technology Awards - Kimber Simmons, Joint IDA Associate Director, mentioned the nominations from the Board for the Southwest Virginia Technology Awards. She noted that the applications were due by May 31. She added that she would send applications to the actual manufacturer to fill out for the nominations. The Board suggested that applications be sent to several manufacturers in Wythe County, as many as could be submitted. Ms. Simmons will forward the application to several manufacturers including Amcor, Gatorade, Klöckner Pentaplast, Center Manufacturing, Evatran, and others.

ADJOURN

There being no other business, Chairman DiYorio adjourned the meeting at 5:00 p.m.

Linda DiYorio, Chairman

Attest:

Virginia M. Goodwin, Secretary