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VIRGINIA TOBACCO REGION REVITALIZATION COMMISSION

SOUTHSIDE ECONOMIC DEVELOPMENT COMMITTEE MEETING

Monday, September 30th, 2019

11:00 A.M.

THE PRIZERY

700 Bruce Street

South Boston, Virginia

1 APPEARANCES:

2 The Honorable Thomas Wright, Chairman

3 The Honorable Edward Owens, Vice Chairman

4 The Honorable William M. Stanley, Jr.

5 The Honorable Daniel W. Marshall, III

6 The Honorable Kathy Byron

7 The Honorable Frank Ruff, Jr.

8 Mr. James Edmunds, II

9 Mr. Robert Mills

10 Ms. Gayle Barts

11 Mr. Buddy Shelton

12

13 COMMISSION STAFF:

14 Mr. Evan Feinman, Executive Director

15 Mr. Andrew Sorrell, Deputy Director

16 Ms. Sarah Capps, Grant Administrator

17 Mr. Timothy Pfohl, Grant Director

18 Ms. Joyce Knight, Administrative Assistant

19

20 COUNSEL FOR THE COMMISSION:

21 Ms. Elizabeth Myers, Assistant Attorney General

22 Richmond, Virginia

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1 DELEGATE WRIGHT: At this time I'll ask the  
2 Tobacco Committee to come to order, please.

3 MR. FEINMAN: Yes, sir. Mr. Chairman.

4 DELEGATE WRIGHT: May I have your  
5 attention, please? People talking. Call the roll.

6 MR. FEINMAN: I will, Mr. Chairman.  
7 Delegate Wright?

8 DELEGATE WRIGHT: Here.

9 MR. FEINMAN: Mr Owens?

10 MR. OWENS: Here.

11 MR. FEINMAN: Mr. Pfohl?

12 MR. PFOHL: Here.

13 MR. FEINMAN: Ms. Barts?

14 MS. BARTS: Here.

15 MR. FEINMAN: Delegate Byron?

16 DELEGATE BYRON: Yes.

17 MR. FEINMAN: Delegate Edmunds?

18 DELEGATE EDMUNDS: Here.

19 MR. FEINMAN: Ms. Ehrhardt?

20 MS. EHRHARDT: (No response)

21 MR. FEINMAN: Delegate Marshall?

22 DELEGATE MARSHALL: Here.

23 MR. FEINMAN: Mr. Mills?

24 MR. MILLS: Here.

25 MR. FEINMAN: Senator Ruff?

1 SENATOR RUFF: Here.

2 MR. FEINMAN: Mr. Shelton?

3 MR. SHELTON: Here.

4 MR. FEINMAN: Senator Stanley?

5 SENATOR STANLEY: Here.

6 MR. FEINMAN: You have a forum, Mr.

7 Chairman.

8 DELEGATE WRIGHT: Okay. Who would like to  
9 make a motion to approve the minutes? Second? All  
10 right. Motion to second. Approval to meeting -- minutes  
11 of the meeting, all in favor say Aye. (Ayes) All  
12 opposed say no. Motion carries.

13 At this time I'll ask Sarah Capps if you'll  
14 give notes for all the applications, please.

15 MS. CAPPS: Okay. Mr. Chairman, members of  
16 the committee, there were 10 applications submitted for  
17 Southside Economic Development. The staff is  
18 recommending funding for five of those projects. One  
19 project is recommended to be tabled. Two have a zero  
20 pending recommendation, and there were two applications  
21 submitted that were subsequently withdrawn.

22 So, I'll start to through those. You can  
23 see the balances and the allocations on the front page.

24 The first project is from Bedford County.  
25 It's Grant Number 3574. It's a request for 200,762.

1 It's a request to support 50 percent of construction  
2 costs for an access road to lot seven where the shell  
3 building is currently being constructed in the New London  
4 Technology Park. Bedford County does have a prospect for  
5 this site. It's estimated to create 75 jobs and with  
6 average salary of 45,000 and two million private capital  
7 investment.

8 The county staff did check with VDOT, and  
9 it was not eligible for the VDOT access road funds. The  
10 county is providing a required match.

11 Staff is recommending grant award of  
12 \$200,762 to support up to 50 percent of the construction  
13 costs.

14 The second request under the Bedford County  
15 allocation is from the National D-Day Memorial  
16 Foundation. This is a request for \$538,430. It requests  
17 us to support site development costs for the initial two  
18 million dollars phase of implementing an 18 million  
19 dollar master plan to add a visitor's center and museum,  
20 education and event center, an outdoor amphitheater to  
21 D-Day Memorial.

22 And the D-Day Foundation reports that they  
23 are well under way with their initial capital campaign,  
24 and they expect to have 2.6 million raised by the end of  
25 2019.

1                   Staff is -- suggests that consideration be  
2 made for supporting 50 percent of the cost to do the  
3 clearing and grading for the site area that would  
4 accommodate the new structures. So this would be 50  
5 percent of the identified \$468,400.

6                   So staff is recommending a grant award of  
7 \$234,200.

8                   The next two projects on the list are  
9 Brunswick County with the Fiberight Building purchase  
10 located on West 58 Industrial Park, grant 3575. It's a  
11 request for 730,000. This is to acquire a 50,000 square  
12 foot building on 10 acres to be marketed for advanced  
13 manufacturing.

14                   And Brunswick County does not currently  
15 have a building this size to market to prospects. Staff  
16 is supported by (inaudible) is recommending award of  
17 \$730,000 grant to support 50 percent of the costs for  
18 acquisition and improvements to the building.

19                   The next request from -- under the  
20 Brunswick County allocation is from the Industrial  
21 Development Authority. It's a \$71,900 request. It's for  
22 the Sledge and Barkley Redevelopment project. This is --  
23 -- this request is to support some study costs for  
24 redevelopment of the large Sledge and Barkley building.  
25 It's located in the historic downtown area. (Inaudible)

1 I said the Barkley building is one of the oldest  
2 buildings in the downtown Lawrenceville. It covers two  
3 commercial buildings, a double commercial block, I think  
4 how it's referenced.

5 Funds are requested to support a plan for  
6 development for a feasibility -- I'm sorry -- a plan for  
7 development and feasibility analysis was completed in  
8 2009. That was funded by VHDA's MUML program, and  
9 determined the building to be satisfactory and proposed  
10 the plan for commercial and residential development. The  
11 new plan for the building is still under evaluation. And  
12 it's expected to be a mixed use development.

13 The IDA acquired the building earlier this  
14 year. So they do have ownership and control of it.

15 The staff is supportive of the grant  
16 request conditioned on the IDA evaluating potential uses  
17 of at least the two floors the building, four enterprise  
18 activities that job opportunities and work spaces  
19 contributing towards the economy of downtown  
20 Lawrenceville.

21 Staff is recommending a grant award of the  
22 71,900 to support up to 50 percent of the professional  
23 development contract.

24 The next project on the list is from the  
25 Town of Halifax. This is a \$179,000 request. It

1 essentially is a VDOT funded project. We are matching  
2 funds or requesting from the commission that aims to  
3 support improvements to the approach corridors and access  
4 to the downtown historic sites in the town of Halifax and  
5 particularly to access to the downtown historic district.

6 Typically with -- staff recommends funding  
7 on capital projects that, of course, related to those  
8 that attract national and international visitors. And  
9 that level of data on tourism is not available for the  
10 historic (inaudible) the criteria. And there were no  
11 measurable direct correlation between the improvements  
12 that were proposed and the resulting visitors and visitor  
13 spending to the downtown.

14 So staff is recommending no award for this  
15 one.

16 The next project on the list is from --  
17 under Nottoway County. It's submitted by Nottoway  
18 County, the Harris memorial Armory Restoration Project.  
19 It's Grant 3579. It's a \$50,000 request to support  
20 improvement to the roof. For note, the roof repair  
21 estimate was a little dated. It was from 2001. So we  
22 did not have a current information on estimated cost for  
23 the improvements.

24 More importantly, the intended use for the  
25 building does not currently align well with Tobacco

1 Commission priorities. The use for this bit of space is  
2 more appropriate for athletic events. It was identified  
3 as having a potential as an education center. However,  
4 we did note an education provider was not identified, and  
5 Southside Virginia Community College offers their best  
6 education programs at their facility on Fort Pickett,  
7 their satellite training facility.

8 So staff is recommending no award for this  
9 project.

10 Let's see. The next two projects on the  
11 list are under the Pittsylvania County allocation. The  
12 first request is from the Old Dominion Agriculture  
13 Foundation. This is for the land acquisition for future  
14 business development explanation. It's grant 3582. It's  
15 a request for \$258,500. This project is for acquisition  
16 of two parcels to expand the Old Dominion Agriculture  
17 Complex just north of Chatham on U.S. 29.

18 The grant funds would be used for one of  
19 the parcels that contains four buildings, two with power  
20 and HVAC, and two that are more storage-type buildings.

21 There is the second parcel that would be  
22 acquired with matched funds as a large cinder block  
23 building.

24 The two parcels themselves would be -- it's  
25 intended they be added to the whole complex that Old

1 Dominion Foundation manages. And it provides a greater  
2 value as far as accessibility. So the second property --  
3 these two properties provide greater accessibility to the  
4 backside of their property holdings of the ODAC. So  
5 provide a second access point off of U.S. 29. And so  
6 that that was identified in that application.

7 As far as property the Tobacco Commission  
8 funds would be invested, Old Dominion Foundation has  
9 identified a plan to use one or more of the buildings for  
10 a food aggregation type facility.

11 Nonetheless, staff is recommending this  
12 request be tabled pending development of a feasibility  
13 study to validate and quantify producer interest and  
14 operating financial plans for the proposed food  
15 aggregation hub.

16 The next project on the list is from  
17 Pittsylvania County. This is Grant Number 3580, and it's  
18 a \$500,000 request. This is funds requested for site  
19 improvements to create two shovel-ready pads on 25 acres  
20 at the Southern Virginia Multimodal Park. This is in  
21 Hurt, in the Town of Hurt. It's the former Burlington  
22 Industries site.

23 And there is a prospect that the county is  
24 currently working with the Project Emotion that's  
25 expected to, let's see, identified to create -- invest 24

1 million; 10 million in building and 10 million in  
2 machinery and tools, and create 65 jobs with an average  
3 salary of 40,000. So those are the outcomes from Project  
4 Emotion that this request would support.

5           Staff is recommending a grant award of  
6 500,000 for site improvement costs, subject to the  
7 commitment of Project Emotion to the site, and to  
8 negotiation of a repayment plan with commission's  
9 investment in the privately owned and developed site. So  
10 the park where this one is located is currently privately  
11 owned.

12           DELEGATE WRIGHT: Thank you, Sarah.

13           First, let me say we have two proposals  
14 withdrawn on 3561 and 3578. That would require a vote  
15 since (inaudible) those two were withdrawn. And I think  
16 at this time what we'll do is -- (Brief pause for  
17 microphone) As I received project 3561 and 3578 have been  
18 withdrawn. So that won't require any motion or vote,  
19 just for yours information.

20           I think at this time we will entertain a  
21 motion on voting on these in the block. First, I'll see  
22 if anyone would like to withdraw any grant proposals from  
23 the block at this time.

24           MR. MILLS: Mr. Chairman?

25           DELEGATE WRIGHT: Yes.

1                   MR. MILLS: I'd like to pull grant request  
2 3580 out of the block.

3                   DELEGATE WRIGHT: Okay. 3580 is withdrawn  
4 from the block.

5                   SENATOR RUFF: 3579 request be pulled out  
6 of the block.

7                   DELEGATE WRIGHT: 3579.

8                   DELEGATE EDMUNDS: 3581.

9                   DELEGATE WRIGHT: Any others?

10                  DELEGATE MARSHALL: Mr. Chairman, 3582 I  
11 have an amendment to it. So that -- do you want to pull  
12 that out of the block?

13                  DELEGATE WRIGHT: I think that would be the  
14 thing to do. Pull 3582 as well. So that leaves us  
15 voting on grant proposal number 3574, 3577, 3575 and  
16 3576, and that's it. The rest of them -- the other four  
17 other than the two that were withdrawn, we voted on those  
18 separately. Do I have a motion?

19                  DELEGATE EDMUNDS: Motion.

20                  MEMBER: Second.

21                  DELEGATE WRIGHT: Motion to approve the  
22 staff recommendation on the formerly -- previously  
23 mentioned grants, all in favor say aye. (Ayes) Motion  
24 carries. Okay.

25                  Now, we'll go to Grant Number 3581, Town of

1 Halifax. Who would like to speak on that?

2 MR. MILLS: The man on the outside.

3 DELEGATE WRIGHT: Please come up here.

4 First get the mic.

5 MR. ESPY: Mr. Chairman, I appreciate that.

6 First, I guess with the traveling mic would be the  
7 committee's pleasure for me to come over here to podium,  
8 I assume. Thank you.

9 DELEGATE WRIGHT: Introduce yourself.

10 MRS. ESPY: I'm going to hook the mic back  
11 up and do a sound test if you don't mind. So everybody  
12 good there?

13 Good morning. I'm Carl Espy, Halifax town  
14 manager. I appreciate the committee allowing us an  
15 opportunity to make just a very brief presentation based  
16 on some of the staff recommendations for this grant  
17 application. And we appreciate and note that staff has  
18 seen that it's difficult to provide national and  
19 international visitation for a site which is open and  
20 free to the public.

21 We did, in the application, provide  
22 information an estimate of 5,153 visitors annually. With  
23 the projection with these heritage tourism site  
24 enhancements tying into the war memorial, projecting  
25 about 10 percent increase in visitation.

1           For those of you are aren't aware of the  
2 war memorial, may have seen this, I should think this is  
3 a project that really kicked off a multiphase downtown  
4 revitalization effort starting 2003. And this project  
5 for the war memorial was conceived, funded and  
6 constructed in 2003 by veteran's civil organization and  
7 citizens who were able to raise the private capital, an  
8 unprecedented level of \$250,000 to acquire the site to  
9 make the improvements, and it really did kick off our  
10 first phase of improvements in the downtown.

11           I do think that we could work with staff to  
12 support additional visitation numbers. We have a whole  
13 host of partners on this project and many of the projects  
14 that we have been successful working with the county in  
15 various funding agencies over the years.

16           To really pinpoint the genealogical  
17 research numbers that come in, I will share with the  
18 committee that the day that I got this report a gentleman  
19 came within a U.S. Coast Guard veteran's cap in town hall  
20 looking for the courthouse. And, of course, the  
21 courthouse is difficult to find during construction right  
22 now, but we were able to lead him there. And he was  
23 doing genealogical research.

24           But also pointing out to the military  
25 heritage of the Halifax County, particularly the war

1 memorial which was made to commemorate the memory of  
2 those great men and women who answered the country's call  
3 to arms in force to conflicts from the American  
4 Revolution to Operation Desert Storm, I think it's  
5 important to show that this is a significant cultural  
6 historic site downtown.

7           So, again, I think tying into military and  
8 heritage tourism initiatives and the various partners,  
9 including Sandra Tanner with Virginia Tourism  
10 Corporation, who is currently working with the town of  
11 Halifax Department of Historic Resources, since we are a  
12 community district affiliate, we want to look at  
13 strategic plans to increase visitation. And we think the  
14 war memorial, clearly, is one that is significant not  
15 only to the Town of Halifax but is catapult since 1777 to  
16 the entirety of Halifax County.

17           The last thing I did just want to provide,  
18 and I do understand staff's recommendation with regard to  
19 looking at something that is primarily a VDOT funded  
20 project, these are enhancements to improve accessibility  
21 to the war memorial in addition to the courthouse, once  
22 it's completed. This will actually be things that inc --  
23 are ADA compliant accessibility issues and then, also, we  
24 call street-scaping, but that is also to put in the war  
25 memorial, I think in the context of the overall downtown

1 project, which has been an investment with the department  
2 of housing community development and community  
3 development project grants, EPA grants and various  
4 funding sources.

5 We've invested close to \$2,000,000 in the  
6 earlier phases. That's grant money for plannings on  
7 construction. And that's also reflected \$890,000 in  
8 local government match. This is the entirety of the  
9 project in downtown for which this one project is a phase  
10 and a very vital phase, I think.

11 And I think most important, too, we've seen  
12 a tremendous amount of private investment has come as  
13 result of these phrase improvements. Look at that as  
14 close to match of 2.2 million dollars in private  
15 investments as far as companies investing and  
16 rehabilitating their buildings in the downtown.

17 And I think the way that we would like to  
18 look at the committee's approach on this is really  
19 looking at the way the -- thanks to the Southside  
20 Economic Development Committee funding our -- eventually  
21 our boat landing project. Numerous funding partners  
22 involved with that project.

23 Certainly, the amount of support in terms  
24 of studies that would have been conducted for the upper  
25 reach of the Roanoke River Basin Association and Virginia

1 Tourism Corporation to look at what the recreation and  
2 visitor numbers can produce, we did see that was  
3 approximately a 29 percent investment from the Southside  
4 Economic Development Committee for that project. We are  
5 asking for 27 percent. So that \$179,000, of course,  
6 represents only 10 percent of the overall allocation for  
7 Halifax County.

8 But I do appreciate the committee allowing  
9 me to have an opportunity to speak briefly, and I'll be  
10 happy to work with the staff going forward.

11 DELEGATE WRIGHT: Any questions or comments  
12 for the committee member? Okay. Thank you for being  
13 here today.

14 MR. ESPY: Thank you, Mr. Chairman.

15 MR. OWENS: I just believe that we could  
16 work with the Town of Halifax and get the date that we  
17 need to testify to, and I'd like to make a motion to  
18 approve.

19 DELEGATE WRIGHT: A motion.

20 DELEGATE EDMUNDS: This project has come a  
21 long way on private funds, and I think that grants can  
22 take it most of the way, but allowing us to fund the  
23 final miles of the peak of this with the lighting and the  
24 landscaping make this a project that much better, and I  
25 would check on it.

1 DELEGATE WRIGHT: Okay. Motion to second  
2 -- any further discussion?

3 MR. FEINMAN: Mr. Chairman, speak to the  
4 staff recommendation. Very frequently, as staff asked to  
5 offer opinions, not just at how good or meritorious a  
6 project is, but how to how well it fits into the  
7 precedent that's been set by the commission, and the  
8 guidelines of the program before us, and also to keep an  
9 eye on what kind of precedence we set for future  
10 applicants.

11 This project will beautify and make more  
12 accessible the street-scapes of the Town of Halifax. The  
13 challenge is we have not ever done this kind of  
14 mainstream redevelopment project. In fact, we've said no  
15 multiple times in the past to these sorts of projects.  
16 If we say yes now, I guarantee you, you are going to have  
17 a large line of towns before us asking us to re-do their  
18 sidewalks, redo this signs, redo their street lights,  
19 which will make those towns more attractive, but not is  
20 in keeping with the priority set by the commission in  
21 it's strategic plan or by this committee in its prior  
22 votes in award decisions.

23 The case for the economic value of more  
24 attractive sidewalks and street lights is thin. This is  
25 -- and so while it is a good project on its own merits,

1 it is not a good fit with the mission of this committee  
2 and this organization as they are understood by the  
3 staff. And that is why the staff made a zero dollar  
4 recommendation.

5 I also, again, I'll caution you at your  
6 next meeting will you see every town in Southside come to  
7 you with a request to re-do their sidewalks and  
8 crosswalks and lights and signs if we say yes here.

9 DELEGATE WRIGHT: Okay. Any further  
10 questions? MR. Stanley?

11 SENATOR STANLEY: Maybe this is a question  
12 for the Town of Halifax, but have they attempted to  
13 acquire Main Street USA funds? And there's Federal grant  
14 program funds that allow for beautification, main streets  
15 especially in unserved, underprivileged areas that have  
16 suffered economically. We've seen Bassett, Virginia  
17 apply for it, I think, obtaining those. Danville, I  
18 think, got some money for refurbishment of  
19 their downtown.

20 Has that source been looked at before  
21 coming to the Tobacco?

22 MR. ESPY: Senator, thank you for the  
23 question. We have, and that's why I try to give the  
24 background of approximately two million dollars with the  
25 CBG funds that had been used for not only planning but

1 also construction for developing future phases.

2 So I was trying to give a larger picture of  
3 this, but I think as Delegate Edmunds described it, this  
4 is sort of the last mile of this particular project.

5 And I do appreciate the director pointing  
6 out that this may set a precedent for it. I do believe  
7 we are requesting something that is actually set  
8 specifically to the war memorial site itself. It does  
9 provide, and will provide, better access to that cultural  
10 historic tourism site, as well as courthouse when that  
11 site is completed.

12 That actually is something, I think, is  
13 unique to the request here in town only because it is two  
14 major cultural historic sites to generate major  
15 visitation to town.

16 DELEGATE WRIGHT: Any further questions?

17 SENATOR STANLEY: I know you get CBG. Did  
18 you apply for and receive from Main Street USA?

19 MR. ESPY: We are an affiliate of Main  
20 Street Community and Virginia Main Street. We just  
21 started in terms of -- we had a partnership for 13 years  
22 with the Halifax Village Association to develop more of a  
23 Virginia Main Street approach. So as a commercial  
24 district affiliate, we have not made applications up to  
25 this point because we did not have that status up until

1 two years ago when we started working on our Main Street  
2 approach.

3 DELEGATE MARSHALL: So that was a no?

4 MR. ESPY: That was a no.

5 SENATOR STANLEY: You are eligible to do  
6 that.

7 MR. ESPY: We will be eligible, I think,  
8 once we show that we have satisfied the commercial  
9 district affiliate basics for Virginia Main Street.

10 DELEGATE WRIGHT: Okay. Further questions?  
11 Delegate Marshall?

12 DELEGATE MARSHALL: Question. Is that  
13 timeframe that if you did apply, how long does it take to  
14 apply to get the money?

15 MR. ESPY: And, Delegate, I appreciate your  
16 question. I wouldn't be able to give you an answer. We  
17 are in a pressed timeframe right now with the VDOT  
18 funding, because these are actually two VDOT projects  
19 coming together; one a roadway improvement project. This  
20 is not just a beautification project. This is a project  
21 that's a smart scale awarded the -- part of a 6-year  
22 improvement plan, and that is actually merging with what  
23 had been multiple applications for street-scapers, for  
24 enhancement project through VDOT.

25 So the Halifax Board of supervisors is

1 actually going to vote next week. They had taken the  
2 recommendation of the war memorial advisory committee,  
3 which is a citizen-based community with many heritage  
4 organizations. Part of that is to make donation of the  
5 needed turning radius improvement for the right-of-way.  
6 So I think that's one issue we have in front of us.

7 VDOT will probably have this project up for  
8 bids by the end of the calendar year so that they can  
9 accept construction bids by, I think, April of 2020.

10 We want to work with, also, the war  
11 memorial, to make sure no construction would start until  
12 after Memorial Day.

13 So, again, there has been a great deal of  
14 input and expectation from the entire community about  
15 seeing these improvements occur at this war memorial  
16 site.

17 DELEGATE WRIGHT: Ms. Byron.

18 DELEGATE BYRON: I'd like to make a  
19 substitute motion. It seems like some things are a  
20 little bit premature. There might be some other  
21 resources that you could reach out to. I know of Alta  
22 Visa, the Main Street. Couple areas in my district that,  
23 if you table this, and would allow them -- since we are  
24 not going to do it until next spring anyway, allow them  
25 to reach out to some of those resources first and then

1       come back to us.

2                   DELEGATE WRIGHT:   Okay.   Do I have a  
3       second?

4                   DELEGATE MARSHALL:   Second.

5                   DELEGATE WRIGHT:   Motion to delay, second.  
6       Table this motion until -- what date?

7                   DELEGATE BYRON:   The next Southside meeting  
8       would be January or whatever.   Give them time to apply.

9                   SENATOR STANLEY:   Can I just ask a question  
10      real quick?

11                   DELEGATE WRIGHT:   Yes.

12                   SENATOR STANLEY:   Am I correct that bidding  
13      starts January 2020 for some of the work VDOT does, but  
14      then it starts March 2020.   Then you are going to have a  
15      year window putting this all together, a year, to March  
16      2020; is that correct?

17                   MS. ESPY:   Actually, we are putting this  
18      together now so that this match would be to help the  
19      project that is going forward currently with right-of-way  
20      and the bid.

21                   And, again, if I can qualify, you know, the  
22      seeking other funds, I think what I'm trying to  
23      demonstrate is actually the Town of Halifax is working in  
24      partnership with the county, looked at various grants  
25      over time in addition to Southside Development.

1           So -- but I think this is why we saw this  
2           opportunity particularly for the impact for -- in  
3           military areas site, cultural site provided to the town.

4           DELEGATE WRIGHT: We've got a motion and  
5           second on the substitute motion to table Grant Number  
6           3581 until our January meeting. All in favor. Let me  
7           know by saying aye. (Ayes) All opposed? Motion  
8           carries.

9           SENATOR STANLEY: To delay the motion.

10          DELEGATE WRIGHT: Right.

11          SENATOR STANLEY: Okay. Next one is 3579,  
12          Nottoway. Anyone here from Nottoway that would like to  
13          speak to this?

14          SENATOR RUFF: Mr. Chairman, considering  
15          the fact there is no one here from Nottoway, I move that  
16          this be tabled to the January meeting.

17          DELEGATE WRIGHT: Got a motion and a second  
18          to table until the January meeting. All in favor say  
19          aye. (Ayes) Okay. Motion carries. Grant 3579 is  
20          tabled also to our January meeting.

21          The next grant we have is 3580, Old  
22          Dominion Agricultural Foundation, amount of \$258,500.

23          MR. MILLS: Mr. Chairman, I'd ask that  
24          someone from the foundation have an opportunity to come  
25          up and speak.

1                   DELEGATE WRIGHT: If you will please come  
2 by and get the mic, take it to the podium.

3                   MR. HARRIS: Sure.

4                   DELEGATE MARSHALL: My name is John Harris.  
5 I'm the executive director with the Old Dominion  
6 Agricultural Foundation, who's the owner of the Old  
7 Dominion Agricultural Complex.

8                   I'd like to make a couple of points just  
9 from listening this morning. One of the points is if you  
10 refer back to the application, we have went to great  
11 lengths to work with DRF, who has -- they have a regional  
12 foundation. It's the Danville Regional Foundation. And  
13 I'm going to bring out that they have already done a very  
14 extensive study with farmers, with restaurants, with the  
15 school system, with other producers that would,  
16 basically, through their health collaborative, their  
17 community food network says, yes, an aggregation center  
18 and an aggregation facility is absolutely a part of our  
19 region's needs.

20                   However, I do want to go to the point that  
21 we have already moved forward with many meetings and with  
22 farmers, with businesses, with organizations to try to  
23 fulfill the fact that this is not a building project.  
24 This is a -- buildings that are already in existence. We  
25 want to fill them up. I think the economic impact of

1 that, for us we are not here to manage the independent  
2 businesses that would be filled up there. We are part of  
3 the economic benefit that would allow for those  
4 businesses to come there.

5 If -- that's really my second point is that  
6 this is a moving target, of course, but among everything,  
7 as Sarah pointed out, this would allow for us to -- as  
8 Sarah Capps pointed out, this would allow for us also to  
9 have a better access to the whole facility. We have  
10 169-and-a-half acres at the facility. Only a small  
11 portion of that is developed at this point. That access  
12 points and that road frontage is extremely important to  
13 us it's over time.

14 The last point I'd have to make is this is  
15 time sensitive. These buildings are up for sale. They  
16 are under contract. They will be sold to somebody, and  
17 we would like to be the ones to make sure that this is  
18 all part of our complex.

19 DELEGATE WRIGHT: Ready for comment?

20 DELEGATE MARSHALL: Clarification, you call  
21 for 2580. They are speaking about 2582. So let's be  
22 make sure.

23 MR. HARRIS: Sorry.

24 MR. MILLS: 25 80. No. No. No. I'm  
25 sorry. 3582.

1 MR. FEINMAN: It's reversed on the page  
2 from the --

3 SENATOR STANLEY: Never doubt. Never  
4 doubt.

5 MS. CAPPS: 2582 is correct.

6 DELEGATE MARSHALL: Mr. Harris is referring  
7 to 3582.

8 DELEGATE WRIGHT: Okay. Go ahead and make  
9 a verbal back to that --

10 DELEGATE BYRON: Mr. Chairman, is 3582 is  
11 the 25 -- 100,000.

12 MR. SHELTON: So just swap.

13 DELEGATE WRIGHT: There is one being  
14 discussed and one being considered 3582.

15 MR. FEINMAN: They got transposed on the  
16 printout is what happened.

17 DELEGATE WRIGHT: All right. Heard the  
18 testimony so far. Okay. Any further comments?

19 MR. FEINMAN: Well, Mr. Chairman, I may be  
20 able to add a little clarity.

21 DELEGATE WRIGHT: I mean the people up  
22 there. Any further comments?

23 MR. SIDES: I'm Greg Sides. I'm an  
24 assistant county administrator for Pittsylvania County.  
25 I just want to make it clear Pittsylvania County fully

1 supports the project. We've worked with the foundation,  
2 the fact that it draws from Southside allocation from the  
3 county. We think that the Old Dominion Ag Foundation  
4 contributes greatly to our overall development plans for  
5 Pittsylvania County in a lot of different ways. This  
6 looks like a unique opportunity that's become available  
7 to capitalize on what's already out there and make it  
8 even better. So I just want to say that the county fully  
9 supports it.

10 DELEGATE WRIGHT: Any questions?

11 DELEGATE MARSHALL: So this is to Mr. -- I  
12 understand this property has been appraised?

13 MR. HARRIS: Yes.

14 DELEGATE MARSHALL: Speak to that.

15 MR. HARRIS: The appraisal, both parcels of  
16 the property have been appraised. They are appraised at  
17 slightly more than what we are putting in the contract  
18 for the purchase for. The four buildings totally  
19 appraised at -- I'm going to have to do this off the top  
20 of my head. I got my book here if you want to know the  
21 exact appraisal. Hold on a second.

22 DELEGATE MARSHALL: I've got it right here.  
23 I'll help you out.

24 MR. HARRIS: Okay. Help me out.

25 DELEGATE MARSHALL: So one appraisal is

1 341,000. The other one appraised 190,000.

2 MR. HARRIS: That's correct.

3 DELEGATE MARSHALL: Thank you.

4 DELEGATE WRIGHT: I think we have a couple  
5 questions or comments.

6 MR. FEINMAN: Mr. Chairman, so the staff's  
7 view on this, and reason there was a recommendation to  
8 table, if you've seen the staff is not particularly shy  
9 about recommending zero dollars when we don't believe  
10 that a project fits in our award categories or when it is  
11 not sufficiently meritorious.

12 Here it was our view that there probably is  
13 sufficient public benefit from the acquisition of these  
14 buildings, and the uses that had been proposed, but we  
15 wanted more documentation to be sure before we advised  
16 you-all to spend this money.

17 What has come to our attention since then  
18 is that these properties need to be purchased by the  
19 foundation or someone else before your-all's next  
20 meeting. So, unfortunately, a table recommendation here  
21 became a recommendation to kill it because these  
22 properties need to be purchased by November 21st or not.

23 I think, in keeping with the spirit of the  
24 original staff recommendations, what the staff could  
25 undertake, if the committee were so inclined, is a motion

1 to approve this purchase, provided staff can be shown  
2 sufficient public benefit from the proposed uses between  
3 now and the purchase date.

4 SENATOR STANLEY: Mr. Chairman?

5 DELEGATE WRIGHT: Stanley.

6 SENATOR STANLEY: So then my question would  
7 be how do you create that in a real estate contact where  
8 you have a contingency, say, we are putting in the offer  
9 that's this amount contingent upon people you haven't met  
10 yet that think there is some public benefit?

11 MR. FEINMAN: Well, I think we need to act  
12 swiftly, what I would say, Senator. Get staff meeting  
13 together to recommendations with some speed and make that  
14 decision in the next couple of weeks.

15 SENATOR STANLEY: So there would be no  
16 contingency that the contract would have to be -- would  
17 not put in a contract until those releases were --

18 MR. FEINMAN: The other opportunity would  
19 be to come back before you-all in a brief meeting during  
20 your full commission meetings in a couple of weeks.

21 SENATOR STANLEY: Mr. Chairman?

22 DELEGATE WRIGHT: Go ahead.

23 SENATOR STANLEY: Mr. Harris?

24 MR. HARRIS: Yes.

25 SENATOR STANLEY: You kind of said in the

1 beginning, kind of ran through it, is this property --  
2 has it been registered with a real estate broker? Is  
3 there a sign out front? Is it on MLS?

4 MR. HARRIS: At this point --

5 SENATOR STANLEY: -- pocket sale.

6 MR. HARRIS: At this moment in time we have  
7 -- we are holding those contracts. They are holding them  
8 in hold.

9 SENATOR STANLEY: Mr. Chairman? Has the  
10 property been listed or is this a pocket listing where  
11 you are going to be given the first right of refusal?

12 MR. HARRIS: This is a pocket listing we're  
13 going to get --

14 SENATOR STANLEY: It's not on the market.  
15 When do you anticipate, Mr. Harris, that this will be  
16 available for sale to the public? And that is to say,  
17 when the owner says, I had enough of you. I want to see  
18 what I can get for it out in the open market?

19 MR. HARRIS: I would imagine this would be  
20 open the public by November.

21 DELEGATE WRIGHT: Mr. Stanley?

22 SENATOR STANLEY: Thank you, Mr. Chairman.

23 DELEGATE MARSHALL: Cross-examination.

24 SENATOR STANLEY: So, Mr. Chairman, my  
25 question is, so we have a little bit of time for us to

1 have some assurances that this is good thing, not a bad  
2 thing. We are not wasting Tobacco funds on something.  
3 It's not that I think it's a bad thing. The Ag complex  
4 is amazing. But to make sure that we are getting some  
5 assurances here, we have maybe the month of October where  
6 this pocket listing and assurance right now or at least a  
7 contract offer agreeable to the seller is going to be  
8 with in 15 to 20 days and.

9 And then, Mr. Feinman, my question would be  
10 can your staff work with them to make those assurances  
11 occur before our meeting before November?

12 MR. FEINMAN: We can, I believe. We have  
13 about a week-and-a-half, which will require some  
14 scrambling from the applicant and some scrambling from  
15 us, but I think we can get gather sufficient  
16 documentation to make full recommendation. And we can do  
17 a 15 or 20-minute meeting of this committee at the full  
18 commission meetings on the 9th for you-all to hear our  
19 recommendation.

20 SENATOR STANLEY: Mr. Chairman?

21 DELEGATE WRIGHT: Question?

22 MR. SHELTON: Go ahead.

23 DELEGATE WRIGHT: No. I recognized you.

24 MR. SHELTON: Let me disclose, obviously,  
25 that I will have to abstain from this vote, because I do

1 sit on this committee. But I would like to speak to it.

2 One question Senator Stanley brought up, to  
3 the best of my knowledge, Director Harris, the foundation  
4 was able to take a short-term option on these properties;  
5 is that correct?

6 MR. HARRIS: We have the short-term option  
7 through November.

8 MR. SHELTON: As soon as that's over with,  
9 both of them supplied, both of them immediately, that's  
10 the end of the hold. They would immediately go public,  
11 to a realtor.

12 But I think what I want to speak to here,  
13 like I said, I'm stepping away from the fact that I'm on  
14 that board, but I'd like to speak as a tax payer and  
15 someone in agriculture in Pittsylvania County and  
16 Southside. And everybody knows how depressed that whole  
17 economy is right now. I think we are getting in the  
18 weeds a little bit on this. So I feel like we're  
19 scrutinizing this as if it was an application to the ag  
20 business community where we are looking for a short-term  
21 quantification of the existing buildings on this site.

22 And I think the Director Harris, and the  
23 rest of this board, has done an excellent job of trying  
24 to put together the most comprehensive program that they  
25 can to utilize in the short-term as much benefit of the

1 existing structures there that are.

2                   And I feel like this is something that will  
3 grow and it will come. But I think what we are missing  
4 here is the opportunity of the commercial assemblage of  
5 the 29 corridor is very bleak. And I think we have  
6 Pittsylvania County right here that is recognizing that  
7 there is 150-plus residual acres that has been shown many  
8 times, because when we have industry, potential industry  
9 with agricultural inclinations, they want to see this  
10 property because they recognize that this is the hub, not  
11 just of Pittsylvania County, but for the surrounding  
12 areas of counties in the regions.

13                   There are two potential rail siding sites,  
14 and I believe those are two of only three that the county  
15 would have connection to in the county.

16                   So you are talking about feed  
17 manufacturing, grain distributions, some large bales of  
18 construction that would not fit maybe right in the  
19 proximity of the City of Danville, and wouldn't be  
20 agriculture inclined, needs to go there to access the 29.  
21 The safety in and out, the ability to build further  
22 access and utilize that is going to pass if we do not  
23 support this.

24                   And my position on it is Pittsylvania  
25 County has recognized that agriculture is still our

1 leading industry; that this is the hub of where  
2 agriculture expansion, not just in Pittsylvania County,  
3 but in your area is going to be. And I actually I do  
4 think that if we miss this opportunity, I think the Old  
5 Dominion Complex will find a way, because that is the  
6 history that they've done.

7 But I think we are going to pass on our  
8 first time opportunity to enter into a great partnership  
9 with Pittsylvania County for economic development. And I  
10 just don't think we need to see that with the county  
11 saying these are our allocations, we believe in the  
12 concept, we believe in the project. I don't think we  
13 need to dally around on this, on details of whether  
14 somebody who is going to store cabbage and (inaudible).

15 I think we're getting in the weeds on that  
16 and need to see the big picture.

17 DELEGATE WRIGHT: Thank you for your  
18 comments.

19 DELEGATE MARSHALL: Let me follow-up a  
20 little bit on what Mr. Shelton said. I'm going to ask  
21 Matt to come up. And Matt, I understand that we just had  
22 a company look at this property last week. I know you  
23 couldn't tell us what company it is, but so this site is  
24 being shown?

25 MR. ROWE: We are marketing the site

1 exactly as Mr. Shelter said. It is one of three  
2 properties in the county. I guess here in the next  
3 request that would take off one of those others, who  
4 would then be one of two, the other being the mega site.  
5 Yes.

6 To answer your question a little bit  
7 further, Delegate Marshall, obviously, this group and all  
8 of Southern Virginia and Southwest Virginia is putting a  
9 heavy emphasis on industrialized hemp. And one of the  
10 key things that industrialized hemp is looking for is a  
11 rail access, because they're trying to rail as far as  
12 finished goods out into the markets. So we are seeking a  
13 lot of that use.

14 DELEGATE WRIGHT: Please identify yourself.

15 MR. ROWE: Oh, I'm sorry. Matt Rowe,  
16 director of economic development, Pittsylvania County.

17 DELEGATE WRIGHT: Thank you. Mr. Stanley,  
18 questions?

19 SENATOR STANLEY: No, just a statement.

20 MR. MILLS: Are you done?

21 DELEGATE WRIGHT: Got a question?

22 MR. MILLS: I got a motion.

23 DELEGATE EDMUNDS: I second.

24 MR. MILLS: Motion to approve \$258,000 for  
25 the foundation.

1                   DELEGATE WRIGHT: A motion and a second.

2                   Now, any discussion?

3                   SENATOR STANLEY: Mr. Chairman, I want to  
4                   make sure that Mr. Shelton understands that there is a  
5                   balance in all of us must undertake because, look, I'm  
6                   one of the biggest fans of the agriculture center. I  
7                   think our farmers, our ag, our lumber industry, our  
8                   timber industry is what's kept us from being on the  
9                   bottom, and have employed people and brought tax money  
10                  here. That's not really the issue.

11                  And I believe that this piece of property,  
12                  I mean, if I had to say do I believe in something, I  
13                  mean, yeah, it's a leap of faith, because everything  
14                  you-all have done has been successful. Especially Mr.  
15                  Harris stepped in that role, done an outstanding job.

16                  But I think all of us need to recognize  
17                  when staff is doing it, let's say, table this, take a  
18                  slower approach, slow down just a little bit, it's not in  
19                  a negative sense of no, you just can't have what you  
20                  want. It's not sort of taking away candy from a child.  
21                  But rather we have a fiscal responsibility as well to the  
22                  tax payer money. And that fiscal responsibility  
23                  sometimes makes us take a short course, but not lose the  
24                  opportunity at all.

25                  So when I ask these questions, we've got an

1 option until November 1, we can get more answers, which I  
2 know I believe what the answers will be, I will support  
3 this project. I think our staff needs -- not sit there  
4 and think, if we just beat 'em up and run them over; that  
5 there is a real reason for this project. There is a real  
6 reason to support this project, but because of our  
7 fiduciary responsibility to have the facts on our side.

8 As well, Mr. Chairman, because, quite  
9 frankly, my concern is if the elections are held on the  
10 5th, and there is a change, that this commission may be  
11 in peril of doing future things. So we have to  
12 demonstrate fiscal responsibility to both sides of aisle.  
13 So I believe that this -- our staff is doing the prudent  
14 thing.

15 And especially when we've got a little bit  
16 of window, look, nobody can take this property away with  
17 executed option until November 1. I think it was  
18 reasonable to say, let's get together the piece we are  
19 missing and make sure that we are all comfortable doing  
20 that, and we will not have crossed the road.

21 If I believe that -- if all of a sudden and  
22 fools rush in and the price goes up and we've lost an  
23 opportunity, then I would certainly believe in that  
24 position, and I would say, well, let's just go with a  
25 leap of faith. Prudence.

1           It's nothing against Old Dominion ag  
2 companies. It's not. It's what we are here for.

3           And so sometimes we all want to rush  
4 through. It's going to be great. But this commission  
5 has proven on more than one occasion that when we rush  
6 through the door, we make mistakes. That's what I'm  
7 looking out for now.

8           Now, having said that, I have no choice but  
9 to support a project like this because I support the ag  
10 segment. But I don't think we should run over the staff  
11 with your hard work and saying we just need a little more  
12 time to be sure. Always the way to go.

13           Thank you, Mr. Chairman.

14           DELEGATE WRIGHT: We got a motion and  
15 second. Still open for discussion. Anyone like to  
16 comment? Now is the time to do it.

17           MR. OWENS: For clarity, if I may, Mr.  
18 Chairman, we are just going to -- we are voting on a  
19 motion to give --

20           MR. MILLS: correct.

21           DELEGATE WRIGHT: The motion is to approve  
22 the grant for 3582 in the amount \$258,500.

23           MR. OWENS: And the recommendation from the  
24 staff was -- what it was?

25           MR. FEINMAN: The recommendation from the

1 staff is we are confident they wouldn't be overpaying.  
2 We agree to be approving appraisal, agree it would open  
3 up new access, but what we haven't seen is a specific  
4 plan for usage of the buildings, value for the access of  
5 that plan. I think we can get together. It sounds like  
6 there is a DRF study applied to that, sounds like some  
7 other opportunity for discussion and further evaluation  
8 of what the ag center plans to do with the locations.

9 But our concern was it isn't quite enough  
10 for us to say, well, you know, it finishes out the  
11 property and we know that we are not overpaying for it.  
12 So just give it to us. We promise we are going to do  
13 something good with it. It was a little thin from the  
14 staff's perspective.

15 I think we can put that together for  
16 you-all. In a week we can have a short meeting in this  
17 committee at the full commission meeting on the 9th, and  
18 you guys can act on what we discover between now and  
19 then.

20 DELEGATE WRIGHT: All right. You've heard  
21 the comments, heard all the discussion. Now, all the  
22 questions. All in favor of approving Grant Number 3582  
23 going to be by saying yes. (Yeses) Any opposed?

24 MR. SHELTON: Abstain.

25 DELEGATE WRIGHT: Okay. The motion passes.

1 MR. HARRIS: Thank you.

2 DELEGATE WRIGHT: Next 3580 also  
3 Pittsylvania County.

4 DELEGATE MARSHALL: Mr. Chairman, the staff  
5 approved the requested amount of the -- what was asked.  
6 And so since somebody was just called said -- (Brief  
7 pause) So the reason I asked it be pulled out, I think  
8 the gentleman from Pittsylvania County would like to  
9 address maybe the last sentence in the staff  
10 recommendations.

11 DELEGATE WRIGHT: Introduce yourself.

12 MR. SIDES: Yes. Greg Sides, assistant  
13 county administrator of Pittsylvania County. I'll do the  
14 general comments, but Mr. Rowe can provide details.

15 Certainly want to thank staff and their  
16 positive comments on this project. What we are proposing  
17 is site improvements. Very detailed in the application.  
18 It's a lot of grading as well as concrete removal to make  
19 the site usable.

20 But I want to point out that all of this  
21 we're speaking of is in Hurt, Town of Hurt, the  
22 Burlington Mill site. So it's a portion of the county  
23 that we are not oftentimes in front of you for any  
24 project. So we are happy to see something happening.

25 The only comment or the only issue in the

1 recommendation that causes us a little bit of concern is  
2 the language that refers to the negotiating a repayment  
3 plan.

4           And we, in our application, I don't know if  
5 we are able to transmit the full details of the  
6 transaction, but for this particular project in Hurt,  
7 it's a competitive negotiation with trying to lure this  
8 company here. They have a presence in another state that  
9 is competing against us for the facility. So we had to  
10 put a pretty robust city package together. That involved  
11 Pittsylvania County financing the purchase of the land.  
12 So we already have a loan situation there where we had to  
13 buy the property.

14           We also have enterprise zone and cash out  
15 of -- from Pittsylvania County. We had capital  
16 investment grants that involve tax grants or waiving of  
17 revenues coming to Pittsylvania County. So it's not a  
18 automatic and quick revenue generator for Pittsylvania  
19 County.

20           It is 24 million dollars of investment and  
21 65 jobs, which is critical and very important, but we  
22 feel like in light of the other applications you've  
23 looked at today where the recommendation has been a  
24 certain grant amount for up to 50 percent of the project,  
25 we would appreciate similar type motion for this project.

1 It is well under 50 percent. I think my quick math is  
2 about 27 percent of our local money towards the overall  
3 project, with the rest coming from the private sector.

4 We understand the director's concerns about  
5 being careful and working with a private company. We  
6 certainly don't want to back tradition in ridge (ph) a  
7 private company. We think that can be addressed, the  
8 fact that staff already points out in the comments that  
9 if in the future this site is improved with tobacco  
10 assets would be transferred to the company, we would have  
11 to go through the Tobacco Commission to get permits  
12 approved. So we think at that point we could address the  
13 drawbacks and contract requirements, the protection the  
14 Tobacco Commission is seeking.

15 But we would prefer to that have prosecutor  
16 language about negotiating a prepayment plan to be  
17 reconsidered.

18 And, Mr. Rowe, do you have anything else to  
19 add?

20 MR. ROWE: Sure. Mr. Chairman, Matt Rowe  
21 director of economic development of Pittsylvania County,  
22 Virginia.

23 Obviously, as you can see the staff report.  
24 This is a very credit worthy company. It's a company  
25 that has been in business for quite some time. In the

1 job numbers that are there, obviously, we do a letter of  
2 intent with the company. Those are the very minimum as  
3 far as for one shift. So they are right now working on  
4 finalized contracts. Those numbers will likely double or  
5 even triple, which is typical for the industry that they  
6 are in.

7 But compared to the Green Field site in the  
8 other state, we know this is what is needed, ultimately,  
9 to put Virginia first and to bring this type of  
10 investment to an area that has been neglected for quite  
11 some time from investment.

12 So I think Mr. Sides did a great job  
13 summing up overall deal, but if any additional details,  
14 I'll certainly fill them in.

15 DELEGATE MARSHALL: Yes. Question. Is  
16 this a part the river site?

17 MR. ROWE: It is, Delegate Marshall. It's  
18 the largest regional facility regarding by land area in  
19 the State. We did that for the whole purpose for  
20 investing in the site.

21 DELEGATE MARSHALL: What localities are  
22 involved?

23 MR. ROWE: It's the City of Danville,  
24 Pittsylvania County, and the Town of Hurt.

25 DELEGATE MARSHALL: So those three

1 localities share the property taxes and --

2 MR. ROWE: They will share, yes, they will  
3 share all the revenue, which is what everybody usually  
4 focuses on but, of course, also going to share the cost.

5 DELEGATE MARSHALL: Thank you.

6 DELEGATE WRIGHT: Any further comment? Has  
7 everyone responded to that?

8 MR. FEINMAN: Mr. Chairman, our concern  
9 here, as always, is making sure that we are not creating  
10 public accesses that are then immediately turned over to  
11 a private entity without the public being made whole.

12 In conversation with representatives from  
13 Pittsylvania County ahead of this meeting, I think we  
14 came up with a strategy that may work.

15 This committee, and other committees of the  
16 commission, have in the past instructed staff to create a  
17 trough-like agreement such that should the promised  
18 project not materialize, the claw-back (ph) not just of  
19 any associate trough, but also of this grant could be  
20 worked into the project.

21 We also need to make sure that there is a  
22 third party developer, that the company that is moving in  
23 would not be the company that would be possessing and  
24 improving the site in the interim; that they were a party  
25 to that agreement so that we could make sure there was no

1 situation where only the county would be left holding the  
2 bag.

3 I think we can do that in our grant  
4 agreement by making it a three party agreement and ensure  
5 that we both have a claw-back for the commissions  
6 investment should the promised jobs not materialize, and  
7 the security interest is protected throughout.

8 DELEGATE WRIGHT: Detective Marshall?

9 DELEGATE MARSHALL: So, Evan, how would the  
10 wording of that motion -- would it be just like a  
11 trough-like agreement be in place of this or --

12 MR. FEINMAN: I think if you were to  
13 instruct the staff to create a trough-like claw-back, as  
14 well as ensure that all relevant parties were included in  
15 the ultimate agreement, so that, in essence, the same  
16 corporation, which would be the developer, would be  
17 responsible for either paying back this site improvement  
18 or turning the land back over to the county so that it  
19 remained in public control.

20 We'd make sure that we were not at any  
21 point simply improving an industrial site for a third  
22 party, because we've all seen -- we've got a lot of near  
23 misses on great economic development projects. I'm  
24 passed the point in my time in it where I get really  
25 excited when we just see a prospect anymore. Until there

1 is ink on paper, don't know if it's going to be there.

2 We feel good about this project. I know  
3 Matt feels good about the project. He's seen things slip  
4 through his fingers, too. No disservice to Matt or the  
5 crew in Pittsylvania County. They do great work.

6 But you don't have a bird in the hand until  
7 it's all the way in your land.

8 DELEGATE WRIGHT: Motion?

9 DELEGATE MARSHALL: Well, I think I did.

10 DELEGATE WRIGHT: I know you did.

11 DELEGATE MARSHALL: So, Evan, my motion is  
12 to accept the staff recommendation on --

13 MR. FEINMAN: 3580.

14 DELEGATE MARSHALL: 3580. And we will  
15 delete the last line of the staff recommendations and add  
16 with a trough-like agreement being placed.

17 MR. FEINMAN: And adequate protection for  
18 the commission security interest.

19 DELEGATE WRIGHT: We can go back on the  
20 record and have what you see it as a balance of that.

21 DELEGATE MARSHALL: We got more paperwork.  
22 So that's my motion.

23 DELEGATE WRIGHT: As long as you are  
24 satisfied in what we have. As long as it's clear what  
25 the amendment actually is.

1 MR. OWENS: First of all, the second?

2 DELEGATE MARSHALL: Yes.

3 MR. OWENS: I second. And then, can you  
4 repeat what you said?

5 SENATOR RUFF: Yeah, what?

6 MR. FEINMAN: The motion would be, as I  
7 understand it, to approve the staff recommendation  
8 funding subject to a trough-like agreement that includes  
9 all three relevant parties as well as an adequate  
10 protection for the commission's security interests in the  
11 property.

12 MR. OWENS: Okay.

13 DELEGATE WRIGHT: Everyone understand what  
14 we are doing? Any questions or comments? If not, ready  
15 for a motion.

16 DELEGATE MARSHALL: That was a motion.

17 DELEGATE WRIGHT: He doesn't make the  
18 motion.

19 DELEGATE MARSHALL: I made my motion and he  
20 clarified.

21 DELEGATE WRIGHT: You need to --

22 DELEGATE MARSHALL: So I make the motion.

23 MR. OWENS: Second.

24 DELEGATE WRIGHT: Got a motion to do what  
25 Evan just said, and a second. Everyone in favor say aye.

1 (Ayes) Opposed say no. Motion carries. All right.

2 Next I think we got one thing on the  
3 agenda, other business for Sarah.

4 MS. CAPPs: No.

5 DELEGATE WRIGHT: Any other business to  
6 come before the committee? Any public comment? If not,  
7 we're adjourned.

8 (Whereupon the hearing concluded.)

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1 COMMONWEALTH OF VIRGINIA AT LARGE:

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3 I, THERESA J. PATA, a Court Reporter and Notary  
4 Public for the Commonwealth of Virginia at Large, do  
5 certify that the foregoing is a true and accurate  
6 transcript of the stenographic notes of the proceedings  
7 on the date and place hereinbefore set forth.

8 I FURTHER CERTIFY that I am neither attorney  
9 nor counsel for, nor related to or employed by, any of  
10 the parties or attorneys to the action in which these  
11 proceedings were taken, nor am I financially interested  
12 in this case.

13 I FURTHER CERTIFY that no exhibits were given  
14 to me for safekeeping or to be submitted with the  
15 transcript.

16 Given under my hand this 14th day of  
17 October 2019.

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THERESA J. PATA

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