

**TOBACCO REGION REVITALIZATION COMMISSION**

701 East Franklin Street, Suite 501  
Richmond, Virginia 23219

**Full Commission Meeting**

Wednesday, September 22, 2021

1:30 o'clock p.m.

Peaks of Otter Lodge  
85554 Blue Ridge Parkway  
Bedford, Virginia

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1     **APPEARANCES:**

2     The Honorable Edward Owens, Chairman

3     Mr. Ed Blevins

4     Ms. Gretchen Clark

5     Ms. Rebecca Coleman

6     Mr. Joel Cunningham, Jr.

7     The Honorable James E. Edmunds, II

8     Dr. Alexis I. Ehrhardt

9     Mr. Richard T. Hite, Jr.

10    The Honorable Chris L. Hurst

11    The Honorable Terry G. Kilgore

12    The Honorable Jordan Miles, III

13    Ms. Cassidy Rasnick

14    The Honorable Sam Rasoul

15    The Honorable Bettina Ring

16    The Honorable Frank M. Ruff

17    Mr. Cecil E. Shell

18    Mr. Walter Shelton

19    The Honorable Roslyn C. Tyler

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1     **COMMISSION STAFF:**

- 2     Mr. Evan Feinman, Executive Director
- 3     Mr. Andy Sorrell, Deputy Director
- 4     Ms. Sarah K. Capps, Southside Regional Director
- 5     Ms. Sara G. Williams, Southwest Regional Director
- 6     Ms. Jessica Stamper, Grants Assistant - Southwest
- 7     Mr. David Bringman, Database and Performance Metrics Manager
- 8     Ms. Stephanie Kim, Director of Finance
- 9     Ms. Joyce Knight, Executive Assistant

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11     **COUNSEL FOR THE COMMISSION:**

- 12     Ms. Elizabeth B. Myers, Assistant Attorney General
- 13         Richmond, Virginia 23219

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1 September 22, 2021

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MR. OWENS: Good afternoon, everyone. I'm going to  
4 call the Full Commission meeting to order. And I'll take this  
5 opportunity to welcome everyone here. And I know with the  
6 weather you can't wait to head home. I'd like to thank the Staff  
7 and the committees for all your hard work. And I'd like to  
8 welcome some people I've never met face to face. Delegate  
9 Rasoul and -- And thank you for coming. And welcome.

10

At this time, I'll call on Evan to have our roll call.

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

12

Mr. Owens.

13

MR. OWENS: Here.

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MR. FEINMAN: Delegate Aird.

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DELEGATE AIRD: (No response).

16

MR. FEINMAN: Ms. Rasnick.

17

MS. RASNICK: Here.

18

MR. FEINMAN: Mr. Blevins.

19

MR. BLEVINS: Here.

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MR. FEINMAN: Ms. Clark.

21

MS. CLARK: Here.

22

MR. FEINMAN: Ms. Coleman.

23

MS. COLEMAN: Here.

24

MR. FEINMAN: Mr. Cunningham.

25

MR. CUNNINGHAM: Here.

1 MR. FEINMAN: Ms. Drinkwater.  
2 MS. DRINKWATER: (No response).  
3 MR. FEINMAN: Delegate Edmunds.  
4 DELEGATE EDMUNDS: Here.  
5 MR. FEINMAN: Senator Edwards.  
6 SENATOR EDWARDS: (No response)  
7 MR. FEINMAN: Dr. Ehrhardt.  
8 DR. EHRHARDT: Here.  
9 MR. FEINMAN: Mr. Harris.  
10 MR. HARRIS: (No response).  
11 MR. FEINMAN: Ms. Hensley.  
12 MS. HENSLEY: (No response).  
13 MR. FEINMAN: Mr. Hite.  
14 MR. HITE: Here.  
15 MR. FEINMAN: Delegate Hurst.  
16 DELEGATE HURST: Here.  
17 MR. FEINMAN: Delegate Kilgore.  
18 DELEGATE KILGORE: Here.  
19 MR. FEINMAN: Senator Lucas.  
20 SENATOR LUCAS: (No response).  
21 MR. FEINMAN: Mr. Miles.  
22 MR. MILES: Here.  
23 MR. FEINMAN: Senator Morrissey.  
24 SENATOR MORRISSEY: (No response).  
25 MR. FEINMAN: Delegate Rasoul.

1 DELEGATE RASOUL: Here.

2 MR. FEINMAN: Ms. Ratliff.

3 MS. RATLIFF: (No response).

4 MR. FEINMAN: Secretary Ring.

5 SECRETARY RING: Here.

6 MR. FEINMAN: Senator Ruff.

7 SENATOR RUFF: Here.

8 MR. FEINMAN: Mr. Shell.

9 MR. SHELL: Here.

10 MR. FEINMAN: Mr. Shelton.

11 MR. SHELTON: Here.

12 MR. FEINMAN: Mr. Sutherland.

13 MR. SUTHERLAND: (No response).

14 MR. FEINMAN: Delegate Tyler.

15 DELEGATE TYLER: Here.

16 MR. FEINMAN: You have a quorum, Mr. Chairman.

17 MR. OWENS: Thank you. Do I hear a motion to

18 approve the minutes of the May 27, 2021 meeting? We have a

19 motion and a second. All those in favor say aye. (Ayes).

20 Opposed? (No response). The minutes are approved.

21 Any public comments? Hearing none, seeing none,

22 we'll move on to the Education Committee, Ms. Coleman.

23 MS. COLEMAN: Thank you, Mr. Chairman. Yesterday

24 when the Education Committee met, we did not have a quorum,

25 but we were able to accomplish a lot nonetheless. And we had a

1 number of recommendations that I will make to the Full  
2 Commission in the form of a motion.

3 The first will be with respect to the Competitive  
4 Education, and we have 11 of them. The sense of the Committee  
5 was that we accept the Staff's recommendations to all 11  
6 projects. Ten of 11 recommended funding the full amount. One  
7 project was less than the requested amount. I'll read through it  
8 very quickly. And if you'd like any you want to take out, but  
9 other than that, we accept Staff's recommendation in a block.  
10 And if you want to remove one from the block, make that known  
11 as we go through them.

12 The first is 3898, Floyd County EDA. New Adult  
13 Welding, Fabrication, and Machining Program at Floyd CCDC, in  
14 the amount of \$162,106.

15 The next is 3900, Virginia Technical Institute,  
16 Workforce Pipeline Advanced Manufacturing and Skilled Labor, in  
17 the amount of \$60,000.

18 The third is 3910, Wytheville Community College  
19 Center for Automation and Robotics Education, requesting  
20 \$466,829.

21 The next one is 3907, IALR, ExperienceWorks-  
22 Apprenticeships.

23 UNIDENTIFIED: Pull that from the block.

24 MS. COLEMAN: The requested amount was \$651,348,  
25 and the recommended funding was \$64,800.

1           The next is Emory & Henry College, Improving Rural  
2 Healthcare Through Nursing Education, \$207,195.

3           MR. BLEVINS: Would you pull that from the block.

4           MS. COLEMAN: The next is Ferrum College, Division  
5 of Nursing Educational Space Expansion, \$133,188.

6           The next is 3899, Patrick Henry Community  
7 Foundation, Increasing Healthcare Training Capacity to Meet  
8 Employer Demand, \$210,294.

9           Next is 3902, Southern Virginia Higher Education  
10 Center, Center of Nursing Excellence: Equipment and  
11 Technology Refresh, \$152,704.

12           UNIDENTIFIED: Would you pull that from the block.

13           MS. COLEMAN: Next is 3909, Southside Virginia  
14 Community College Foundation, Expanding Nursing Education in  
15 Southside Virginia, \$398,350.

16           Next is Averett University, Growing Workforce Talent  
17 Through Expanded Market Responsive Education, \$120,000.

18           Finally, 3908, CODEVA INC., Strengthening the  
19 Computer Science Education Pipeline, \$166,612.

20           MR. OWENS: All these figures are in your book.

21           MS. COLEMAN: I move that we adopt the  
22 recommendations of the Staff as listed on pages 7 through 19 of  
23 your packet with respect to the following projects:

24           Numbers 3898, 3900, 3910, 3905, 3899, 3909, 3906,  
25 and 3908.



1 MR. SHELL: Second.

2 MR. OWENS: It's been moved and properly seconded,  
3 3898, 3900, 3910, 3905, 3899, 3909, 3906, and 3908. Any  
4 other discussion? Hearing none, all those in favor say aye.  
5 (Ayes). Opposed? (No response). The ayes have it. Do I hear  
6 a motion to approve the others?

7 MS. COLEMAN: Number 3907, is there a motion?

8 DR. EHRHARDT: I don't see some of the people that  
9 were going to be here today. I wonder if we're able to have a  
10 motion to award the \$64,800 and maybe tabling it until January  
11 to go over the criteria?

12 MR. OWENS: Do you want to approve it and then  
13 come back?

14 MR. KILGORE: The correct motion would be to  
15 approve the amount but table the remainder of the application  
16 and have Staff work with the applicant.

17 MR. FEINMAN: To approve funding in the amount of  
18 \$54,800 to support the position of apprenticeship coordinator,  
19 contingent upon the apprenticeship-coordinator and then table  
20 the remainder of the application with Staff to come back with the  
21 remainder of the apprenticeship.

22 UNIDENTIFIED: I'll make that motion.

23 DR. EHRHARDT: Second.

24 DELEGATE HURST: Are we talking in terms of the  
25 application? Is that different by allowing this to be tabled or

1 another time as opposed to award this amount and then if there  
2 are additional things to apply for in the future, then introduce the  
3 application? I don't know the difference between the two  
4 realities.

5 MR. FEINMAN: There is a significant difference, there  
6 is a difference from a standpoint in that it'll come back before the  
7 Committee, regardless of whether or not they make another  
8 application and regardless of whether -- what they come up with  
9 between now and then, because the Commission will have made  
10 a determination to remain open business for the next meeting.  
11 We're funding a portion of this request and then bring us a lot  
12 more meat on the bone of the apprenticeship program later or in  
13 the future.

14 MR OWENS: You heard the motion.

15 MR. FEINMAN: We could have a Competitive  
16 Education Committee meeting in January not necessarily --

17 MS. COLEMAN: In their absence, are we certain this  
18 is what they want? I don't know exactly what they want.

19 DR. EHRHARDT: I haven't heard anything to the  
20 contrary, and I heard they are interested and still pursuing that.

21 MR. OWENS: Any other questions? All those in favor,  
22 signify by saying aye. (Ayes). Opposed? All right, we'll be back  
23 in January.

24 MS. COLEMAN: Does anyone want to address 3901?

25 MR. BLEVINS: I'd like to abstain, First Bank and Trust

1 relationship with Emory & Henry College.

2 MR. OWENS: Is there a motion to approve?

3 MR. MILES: I move we approve.

4 MR. OWENS: It's been moved and seconded. Any  
5 other discussion? All those in favor, signify by saying aye.

6 (Ayes). Opposed? The ayes have it. The motion is approved.

7 3902.

8 MR. BLEVINS: I ask for it to be removed from the  
9 block and then abstention.

10 MR. OWENS: We need a motion to approve.

11 MR. HITE: So moved.

12 MR. OWENS: It's been moved and properly seconded.

13 Any other discussion? Hearing none, all those in favor say aye.

14 (Ayes). Opposed? (No response). The ayes have it.

15 We now have some extensions. I move that the  
16 Education Committee approve a one-year extension with the  
17 Commission Special Education Committee recommendation, for a  
18 one-year extension for Southside Virginia Community College  
19 Foundation for Elevating the SVCC's Energy Workforce Programs,  
20 Number 3410. That's a motion.

21 MR. HITE: Second.

22 MR. OWENS: It's been moved and seconded. Any  
23 questions? Hearing none, all those in favor, say aye. (Ayes).

24 Opposed? (No response). The ayes have it.

25 MS. COLEMAN: Next, on page 20 of your book, New

1 College Institute, New College Center of Excellence, Phase II,  
2 3098. I move that the Commission approve the Education  
3 Committee's recommendation to approve a final one-year  
4 extension to September 30, 2022 and approval of the revised  
5 project budgets.

6 MR. OWENS: It's been moved and seconded. Any  
7 other discussion? Hearing none, all those in favor, say aye.  
8 (Ayes). Opposed? (No response). The ayes have it.

9 MS. COLEMAN: And then on page 20 of your book,  
10 Southern Virginia Higher Education Center, Southern Virginia of  
11 Manufacturing Excellence, Phase II, 3099. I move that the  
12 Commission accept the Education Committee recommendation to  
13 approve a final extension to September 30, 2022.

14 DELEGATE TYLER: Second.

15 MR. OWENS: It's been moved and seconded. Any  
16 other discussion? Hearing none, all those in favor, say aye.  
17 (Ayes). Opposed? (No response). The ayes have it.

18 MS. COLEMAN: Finally, the Talent Attraction Program  
19 With respect to that portion of the program that's administered  
20 by Virginia Department of Health, VDH State Loan Repayment  
21 Program. I move the Commission accept the Education  
22 Committee recommendation to approve \$1,500,000 for funding  
23 for the VDH State Loan Repayment Program from the Education  
24 Committee's Talent Attraction Program, FY 2022 budget, and  
25 conditioned upon the following:

1           A, require Tobacco Commission funding to be last  
2 dollar after all Federal and State funds have been awarded;

3           B, require that the award shall not exceed more than  
4 50 percent of the student loan balance for the two-year  
5 commitment;

6           C, allow VDH to carry forward unawarded funds to the  
7 next year's awards cycle;

8           And, D, continue to require they live and work in the  
9 Tobacco Region.

10           MR. OWENS: We have a motion and a second. Any  
11 other discussion?

12           MS. KIM: It's already in the budget, the funding for  
13 that.

14           MR. FEINMAN: The challenge we have we didn't want  
15 to reinvent the wheel on the Talent Attraction Program. When  
16 VDH runs a rural health care Talent Attraction Program, so initial  
17 funding to recruit in the Tobacco Footprint, their problem is most  
18 of the funding comes from the Federal Government, they try to  
19 spend it as fast as they can, either lose it. And our funds are if  
20 they lose the funds based on their not spending it, and I wanted  
21 them to comply with the same conditions we comply with to the  
22 folks in the rest of the Talent Attraction Program. We're not  
23 necessarily trying to pay Talent Attraction students' debt as fast  
24 as possible as a goal to pay it off over four years, and during that  
25 time with groups in the community, they are more likely to stay

1 after they've acquired this student loan debt. Because Federal  
2 funds are replenished, spend those first before we spend our  
3 funds on those conditions.

4 But by putting these constraints, the Staff and  
5 approval of these policies, we can now say here, not legally able  
6 to give you the money unless you comply the conditions that the  
7 Commission set forth.

8 UNIDENTIFIED: I think it's great, I just wanted to get  
9 the information. I wanted the information so I could brag about  
10 it.

11 MS. COLEMAN: Finally, Mr. Chairman.

12 MR. OWENS: We need to vote on it. All those in  
13 favor say aye. (Ayes). Opposed? (No response). The ayes  
14 have it.

15 MS. COLEMAN: I move that the Commission accept  
16 the Education Committee's recommendation to approve \$1.5  
17 million in funding for the Talent Attraction Program from the  
18 Education Committee's Talent Attraction Program FY2022 budget.

19 MR. SHELL: Second.

20 MR. OWENS: It's been moved and properly seconded.  
21 All those in favor, say aye. (Ayes). Opposed? (No response).  
22 The ayes have it.

23 MS. COLEMAN: That's all we have.

24 MR. OWENS: Now, we have the Southern Virginia  
25 Committee. Mr. Shelton.

1 MR. SHELTON: Thank you, Mr. Chairman. Southern  
2 Virginia Committee had quite an afternoon. We had several  
3 conflicts at the Committee, and the Committee accepted the  
4 Staff's recommendations, and I'll present those in a block.

5 The first one being 3896, West Piedmont Planning  
6 District Commission; 3895, Martinsville-Henry County Chambers  
7 Partnership for Economic Growth, and that was tabled; 3890,  
8 Martinsville-Henry County Economic Development Corporation,  
9 \$357,741; 3893, Sussex County, a recommendation is for no  
10 award, and 3897, Virginia's Heartland Regional Industrial  
11 Facilities Authority for \$20,000. I'd move to accept those as a  
12 block.

13 MR. OWENS: It's been moved and properly seconded.  
14 Any questions or discussion?

15 MS. TYLER: May I pull 3893 out of the block?

16 MR. SHELDON: I move the Commission accept the  
17 Southern Virginia recommendations, and this is recommended by  
18 Staff in pages between 23 and 34 of the Commission book with  
19 respect to the following projects: 3896, 3895, 3890, and 3897.

20 MR. MILES: Second.

21 MR. OWENS: Been moved and properly seconded. All  
22 in favor of that motion, say aye. (Ayes). Opposed? (No  
23 response). The ayes have it.

24 MR. SHELDON: Mr. Chairman, then I move the  
25 Commission accept the Southern Virginia Committee

1 recommendation, action recommended by Staff is listed between  
2 pages 23 and 34 of the Commission book with respect to the  
3 following projects: 3893.

4 MS. CLARK: Second.

5 MR. OWENS: Moved and properly seconded. Any  
6 discussion? Hearing none, all those in favor, say aye. (Ayes).  
7 Opposed?

8 UNIDENTIFIED: No.

9 MR. OWENS: All right, next?

10 MR. SHELDON: Mr. Chairman, we have three as a  
11 recommendation from the Committee that should be presented  
12 individually. The first one is 3889, Brunswick County IDA. I  
13 think there was a requested amount of \$800,000. Staff  
14 recommendation of \$500,000. And the Committee recommends  
15 awarding a grant of \$800,000, contingent on the applicants  
16 securing all necessary financing to complete construction of the  
17 produce handling facility and taking ownership of the completed  
18 facility in accordance with the Commission's funding policies. I  
19 move the Commission accept Southern Virginia Committee  
20 recommendation and deviating from the Staff recommendation  
21 with respect to the following project: 3889.

22 MR. OWENS: It's been moved and properly seconded.  
23 Any discussion on that?

24 DELEGATE RASOUL: If we could understand that, the  
25 distinction there was that an amount lower than, and Staff is



1 mentioning that, I see one number here, what the economic  
2 impact is supposed to be here.

3 MR. FEINMAN: Delegate Rasoul, the program  
4 guidelines as issued prior to taking in applications for this  
5 program set an award limit of \$500,000 for a project in this  
6 category. When we asked for applications and we have these  
7 rules when we make an award and the Committee will, as to  
8 deviate from the rule for this award. I will say that this is  
9 procedural, it's my view we should stick to our rules. And this is  
10 a good project and the funds will be well used on a substantive  
11 basis, but we do have a concern about changing rules after we  
12 issue them and take in an application.

13 DELEGATE RASOUL: Is there anything that's part of  
14 the sequence here that can prevent them from coming in and  
15 asking them for a subsequent award, can they get the whole  
16 \$100,000 or \$800,000 this year? Couldn't they apply for 500  
17 and then 300 at some time later, like next year?

18 MR. FEINMAN: Their option would be that with  
19 market conditions in the produce states right now and with more  
20 resources, they'll be able to capture more business or productive  
21 supply contracts for their product.

22 DELEGATE TYLER: This is a product that's very much  
23 in demand. By people not taking the Staff recommendation and  
24 questioning the full amount, it's not something the Commission  
25 hadn't done before. I think this is a great project that'll be

1 located for industrial development at that center in Brunswick  
2 County and provide more than 50 jobs and provide real  
3 opportunity, and this will help all over the country. And this is a  
4 push for economic development in Brunswick County, and I hope  
5 the Commission would pass it.

6 SENATOR RUFF: Mr. Chairman, I would follow up by  
7 saying that the growers involved in this are spread over several  
8 counties. It's not just a Brunswick County operation.

9 MS. MYERS: If I may make a comment. There's a  
10 procedural issue in awarding the \$800,000. Mr. Chairman, I  
11 want to tell you about a procedural point. This money is required  
12 by Code to establish procedures for certain funds, and you're  
13 required to follow the procedures. And we went over some of  
14 this yesterday. Thank you.

15 DR. EHRHARDT: Mr. Chairman, on that note, I'd just  
16 like to say if we reduced the grant award, as Staff recommends,  
17 how would you estimate what the project costs would be?

18 MS. CAPPs: The IDA for this project insure the funds  
19 that they need so that they can know when we get into any  
20 Federal funds and the \$1.9 million and the IDA would be  
21 involved.

22 DELEGATE RASOUL: Mr. Chairman, just to clarify,  
23 they're applying for \$1.9 million EDA, does that require an  
24 \$800,000 match from the Commission?

25 MS. CAPPs: There is a match requirement for EDA, I

1 don't know what that amount is right now.

2 MR. DODY (sp.): There are multiple counties involved  
3 in this region and in this project, I just wanted to bring that to  
4 the Commission's attention.

5 MR. OWENS: Any more questions?

6 DELEGATE RASOUL: I have a question for the Staff. I  
7 think it's a very important point statutorily, and I'm not an  
8 attorney, but I think that means you're violating the law and not  
9 following your rules. Is there a procedural step here where there  
10 can be in the interim or the Committee can grant in addition to  
11 the \$500,000, \$300,000 at zero interest, a loan to be considered  
12 later on, forgiveness or something like that, which procedurally  
13 keeps us not breaking the law, but at the same time, allowing it  
14 to stay in the spirit of what we want to accomplish and  
15 supporting the project?

16 MR. FEINMAN: I'd refer to Liz on this for the strict  
17 legality, but I would say that the program guidelines we put  
18 forward, grants, not loans. There's a principle in law you can't do  
19 in two steps what you could do in one. That's a principle. We  
20 could certainly make a loan in the amount of \$300,000, and if it  
21 were the will of the Committee in the future forgive that loan.

22 Liz, correct me if you think we're wrong or if we're on  
23 the wrong side of this.

24 MS. MYERS: I'd certainly be able to look at the  
25 historical language of the policy as far as Commission funding,

1 there could be a way, but I would have to look into it.

2 DELEGATE HURST: We're talking about a \$3 million  
3 construction cost. You're doing a good work and trying to get  
4 multiple sources for funding. What is the ratio between grant  
5 funding or first dollar or last dollar versus lending and subject to  
6 repayment terms?

7 MR. DODY (sp.): The original project was \$1.9 and  
8 some other state funds we have. Our concerns are that about  
9 the prospects, and we need to do this as soon as possible. What  
10 we're scared of is the market. And these vegetables, Virginia is  
11 perfect for that. What we're talking about in aggregate is \$60  
12 million, \$40 million which is going to the farmer. But we have to  
13 get started and help generate this. I know it's a funding issue,  
14 but we need to move quickly if we can. I think I understand your  
15 procedural issues.

16 DELEGATE HURST: I have two simple questions to  
17 follow up. Is there a possibility to get \$300,000 with the loan  
18 agreement from a policy standpoint, would that be prohibited?

19 MR. DODY (sp.): I wouldn't say it's prohibited, but  
20 that would take a lot of steps that would slow us down.

21 DELEGATE KILGORE: I'd like to make a substitute  
22 motion. The \$500,000 grant and the \$300,000 zero interest rate  
23 alone at this time, and I won't say anything else.

24 MR. SHELL: Second.

25 MR. TYLER: Second.

1 MR. OWENS: By statutory reasoning or the statutory  
2 requirement, is that based on something that the Commission  
3 that itself voted on, or does it have to be based on something  
4 that's statutory? The hard cap is put on a number.

5 MS. MYERS: I will defer to Sarah on that. The  
6 statutory requirement is for the policy that's been voted on and  
7 passed by this body. Sarah has found an RFP in this particular  
8 cycle and includes some language that I have not seen.

9 MS. CAPPS: When you make a general statement just  
10 to allow this project to be considered, the Commission has  
11 discretion, may entertain other types of projects. There's a  
12 statement there as far as flexibility.

13 MR. FEINMAN: Other types of projects, not this type  
14 of project, no cap, or other stuff that might come before us.

15 MS. CAPPS: The USDA application has not been  
16 submitted, but will soon be submitted. Decision to be made  
17 January 2022. There is yet a decision from the Federal  
18 Government that is to be in place for them to consider and  
19 possibly not accept the whole project.

20 MR. DODY (sp.): Fully supported this project.

21 MR. SHELTON: Mr. Chairman, you had a good  
22 question about, as Sarah did, I don't believe the gentleman's  
23 motion would be in conflict with any procedure because we're  
24 talking about a supplemental zero interest loan, and we might be  
25 able to get up to a number. We have seen Staff really try to be

1 workable on terms of repayment for a loan that looked like this,  
2 as well, and I would find that to be a worthwhile solution here.

3 MR. FEINMAN: Certainly we could do a zero interest  
4 loan.

5 DELEGATE TYLER: I'd like to make a comment. Do I  
6 understand the Staff recommendation is for \$500,000? I don't  
7 think we're setting a precedent by increasing that to \$800,000.  
8 From my understanding, it's not unreasonable, but in the past  
9 the Staff recommendation has been capped at a certain project,  
10 but not that the Commission cannot overturn, lower than the  
11 Staff recommendation, correct?

12 DELEGATE RASOUL: So, we put into the RFP and that  
13 is adopted policy, which is your strategic plan for policies and  
14 guidelines. I think the Staff is correct to stay within the rules  
15 provided, but I don't think it would ever be illegal, I don't think it  
16 would be a statutory violation. Looking at information in the RFP  
17 and not actual guidelines by the Commission.

18 DELEGATE KILGORE: It might not be illegal, I'm just  
19 trying to get the \$800,000 to this group the best way we can and  
20 survive what we've all been through, whether JLARC or another  
21 group. It could be one of those votes that do whatever you do to  
22 get the \$300,000. I'm trying to get us to an answer without any  
23 policy. I think all of us want that and we worry about it.

24 MR. FEINMAN: If I may respond to you, Delegate  
25 Kilgore. We are pretty quickly in the company of our oversight

1 body, JLARC or the APA or the Attorney General's Office, all three  
2 in the last year. So, in fact, a great deal of scrutiny and a  
3 reaction is an understatement. While it would not be illegal to  
4 make the \$800,000 grant, I think deviation from policy, and I'm  
5 not telling you or advising you what to do, but we will do what  
6 the will of the Committee dictates.

7 MR. HITE: Could Delegate Kilgore's motion be  
8 amended to include or defer any payment until after February 1?

9 MR. OWENS: We're going to have to vote on that one  
10 first, correct?

11 MR. FEINMAN: Yes.

12 MR. OWENS: Senator Ruff.

13 SENATOR RUFF: Mr. Chairman, somebody could  
14 move the previous motion.

15 MR. OWENS: I didn't hear anybody do that.

16 SENATOR RUFF: Mr. Chairman, I move the previous  
17 motion.

18 MR. OWENS: If we grant the \$300,000 at this time, is  
19 it --

20 DR. EHRHARDT: I voted no yesterday, but I have to  
21 agree with Evan, we have a policy and we have guidelines and  
22 stated policies and Staff has adopted them, and I think we should  
23 follow them.

24 MR. OWENS: I agree with you. When the actual  
25 Commission set the policy, that is. When the Staff sets it, that's

1 another story. I don't think that was approved by the Tobacco  
2 Commission. I don't read the application.

3 MR. FEINMAN: Mr. Chairman, if I may? We could  
4 certainly move to modify. Right now, the Commission has  
5 delegated that authority to the Staff, and so it's still the  
6 Commission speaking when the Staff is more specific, delegate  
7 the authority and move to, or where all program guidelines are  
8 vetted on a work order basis. I would suggest that's not what we  
9 necessarily want, it's certainly something we could do. If it's  
10 going to be the view of the Commission, in fact, delegated  
11 authority that's no longer or something the Commission is bound  
12 by. What I'd start doing is putting everything in front of you all.  
13 Otherwise, it becomes very challenging for our Staff to enforce  
14 any policy on grantees if promulgated policies are going to be  
15 overturned.

16 DR. EHRHARDT: I think that's why we employed you.

17 MR. OWENS: If we have set policies, then we know  
18 what to work through, you know, when it comes to numbers, but  
19 we should know the numbers regardless of the policy in advance.

20 DELEGATE HURST: The only comment I'd have about  
21 this discussion is that the ATA and the Attorney General's Office  
22 and we saw this with new legislative maps that have come out,  
23 I'm more worried about our friends in Fairfax and Alexandria, and  
24 what the use might be for this Commission, because I think it's  
25 really important to take meaningful action to try to further and



1 we want it to be legitimate. The actions we took and I don't  
2 think we should go back on at the first opportunity because I  
3 think the implications could be pretty bad.

4 DR. EHRHARDT: I think we should stick with the  
5 policies, and it should be clear when we act on these requests,  
6 and that's truly important, and arrive at comfortable solutions.

7 MS. CLARK: I'm unclear on whether counsel thinks  
8 the substitute motion is okay or not okay?

9 SENATOR RUFF: The substitute motion is that we  
10 approve the Staff recommendation, the \$500,000 grant and a  
11 \$300,000 zero interest rate loan.

12 MR. OWENS: On the floor right now is Senator Ruff's  
13 motion or the previous motion.

14 MS. MYERS: I think the actual strict interpretation of  
15 the Code could allow that, the \$300,000 -- I think the  
16 substitute motion would be acceptable.

17 MS. CLARK: Both are acceptable under strict  
18 interpretation, strict interpretation.

19 MR. FEINMAN: A little more clarity. Liz, can you  
20 describe the legal argument for the legality of an \$800,000 grant  
21 of being stronger than the legal argument and the \$500,000  
22 grant and \$300,000 loan?

23 MS. MYERS: Weaker, because it's a stronger  
24 argument going back to not apply its rules.

25 SENATOR RUFF: Mr. Chairman, I would point out that

1 the next one we consider, 3891, also was requested at \$800,000.  
2 So, I'm not sure that the message got out, that \$500,000.

3 MR. FEINMAN: Senator Ruff, we published the  
4 guidelines. We require applicants that one of the first things they  
5 do when you fill out your application, you confirm that you have  
6 read and fully understand the purchasing guidelines prior to  
7 submitting the application. There's not a lot more we can do to  
8 put the program guidelines in front, publish them, and ask them  
9 to read them.

10 MR. OWENS: Any further questions, questions on the  
11 original motion or proposal?

12 MR. SHELL: The recommendation. I'll restate it. Mr.  
13 Chairman, I move that the Commission accept the Southern  
14 Virginia Committee recommendations, deviate from the Staff  
15 recommendation with respect to the following projects: 3889,  
16 the recommendation is \$800,000. The Southern Virginia  
17 Committee made a recommendation altering the Staff  
18 recommendation of Project 3889.

19 MR. FEINMAN: Roll call.

20 MS. RASNICK: (No response)

21 DELEGATE RASOUL: Does the RFP say \$500,000? I  
22 think you said you had it in front of you?

23 MR. OWENS: Let's get to the roll call.

24 MR. FEINMAN: Mr. Blevins.

25 MR. BLEVINS: No.

1 MR. FEINMAN: Ms. Clark.  
2 MS. CLARK: Yes.  
3 MR. FEINMAN: Ms. Coleman.  
4 MS. COLEMAN: No.  
5 MR. FEINMAN: Delegate Edmunds.  
6 DELEGATE EDMUNDS: No.  
7 MR. FEINMAN: Dr. Ehrhardt.  
8 DR. EHRHARDT: No.  
9 MR. FEINMAN: Mr. Hite.  
10 MR. HITE: Abstain.  
11 MR. FEINMAN: Delegate Hurst.  
12 DELEGATE HURST: No.  
13 MR. FEINMAN: Delegate Kilgore.  
14 DELEGATE KILGORE: No.  
15 MR. FEINMAN: Mr. Miles.  
16 MR. MILES: Yes.  
17 MR. FEINMAN: Delegate Rasoul.  
18 DELEGATE RASOUL: No.  
19 MR. FEINMAN: Secretary Ring.  
20 SECRETARY RING: No.  
21 MR. FEINMAN: Senator Ruff.  
22 SENATOR RUFF: Yes.  
23 MR. FEINMAN: Mr. Shell.  
24 MR. SHELL: Yes.  
25 MR. FEINMAN: Mr. Shelton.

1 MR. SHELTON: Yes.

2 MR. FEINMAN: Delegate Tyler.

3 DELEGATE TYLER: Yes.

4 MR. FEINMAN: Mr. Owens.

5 MR. OWENS: Yes.

6 MR. FEINMAN: The motion fails.

7 MR. SHELTON: So, we will have the \$500,000 grant  
8 and a \$300,000 zero interest loan.

9 MR. OWENS: Properly moved and seconded. That'll  
10 be a \$500,000 grant and a \$300,000 no interest loan. That's the  
11 motion. Do we have a second? All approve that, say aye?  
12 (Ayes). Opposed? (No.). The ayes have it.

13 MR. SHELTON: The next project is 3891, Campbell  
14 County. There was a request in the amount of \$800,000, and  
15 the Staff recommendation is for no award. And the Committee  
16 recommend tabling that until January of '22, provided Staff was  
17 provided with written information how the project represents new  
18 best practices. And the Committee wanted a little more  
19 instruction. So, therefore, Mr. Chairman, I move that the  
20 Commission accept the Southern Virginia Committee  
21 recommendation altering the Staff's recommendation with  
22 respect to the following project, 3890.

23 MR. MILES: Second.

24 MR. OWENS: It's been moved and properly seconded.  
25 Any other discussion?

1 MR. SHELTON: We're going to no award to tabling it.

2 SENATOR RUFF: Are we tabling at \$800,000 or  
3 \$500,000?

4 MS. COLEMAN: I just wanted to clarify that you  
5 consider investment strategies. In this category, we had, and  
6 the first strategy for the \$500,000, and the second strategy,  
7 according to the application, I'm not really sure.

8 MR. FEINMAN: We'll remove the hard copy, what  
9 we're asked to do, and that will put in front of each Committee  
10 and the whole Commission a number of different challenges  
11 where requests far exceed what's budgeted as far as available  
12 funds. And you all will have to decide or fund what you want.  
13 That's the challenge the Staff is under.

14 DELEGATE HURST: Just to comment on this  
15 application. It looks very similar to one that came before the  
16 Southwest Committee earlier this year, and what Sarah is talking  
17 about as far as output is really important, and I don't think we  
18 should be in the habit of helping to value replacement, provide  
19 something that already needs to be done.

20 What's the extra thing that's going to take it to the  
21 next level and some of these don't seem like they'd be  
22 meritorious funding, no matter what.

23 MR. OWENS: All those in favor, signify by saying aye.  
24 (Ayes). Opposed? (No response).

25 MR. SHELTON: Moving on. Project Number 3894,

1 Longwood University Real Estate Foundation, and there was a  
2 request for \$500,000. And our recommendation was \$250,000.  
3 The Committee recommends awarding a grant of \$500,000  
4 toward construction costs contingent on \$500,000 toward  
5 construction costs, contingent on either, one, the applicant  
6 securing all funding necessary for the \$2,789,965 estimated  
7 renovations or, two, the applicant securing all funding for a  
8 project reduced in scope as approved by the Executive Director.  
9 Therefore, I move the Commission accept the Southern Virginia  
10 Committee recommendation for the Project 3894.

11 MR. MILES: Second.

12 MR. OWENS: Moved and properly seconded. Any  
13 other discussion?

14 DR. EHRHARDT: Is there a way that this can be, or is  
15 there an alternative funding method for a project like this?

16 MR. FEINMAN: Dr. Ehrhardt, the question before the  
17 Committee essentially is the same as it was two projects ago.  
18 There's set application guidelines, and there's so much money for  
19 projects in this category. A significant difference is I don't  
20 believe that this innovation a net revenue generator near the  
21 level that IDA would expect. So, you know, we need to maintain,  
22 I think, that's going to be taken without too much concern by --  
23 Longwood might not on a \$250,000 loan because of the revenue  
24 generation problem. Does Longwood think or do we know?

25 MS. CAPPS: We have a representative from

1 Longwood. I believe they do not have the sufficient revenue for  
2 the loan and money to cover the additional costs.

3 MR. FEINMAN: The court reporter cannot hear.  
4 Please speak up. -- We're trying to leverage other federal funds.

5 MR. OWENS: Any other questions?

6 MR. MILES: This project is well beyond the phase and  
7 it's my understanding that \$250,000 limit was intended and  
8 expecting applications in this category. It's different from  
9 Brunswick County because you involved two institutions of higher  
10 ed., and this is the first time the two universities have gotten  
11 together on something in serving entrepreneurship and working  
12 with K-12. It's involving over \$3 million, a \$2 million application,  
13 which will be submitted to the USEDA for construction costs, over  
14 \$375,000 is pledged. That's why I'm in support of the full  
15 funding, \$500,000. This is a community project. And if we can  
16 pull forward at the first extra funding approval and our  
17 investment to signal strong support and that they're ready to go.

18 MR. OWENS: Any other discussion?

19 MR. FEINMAN: We can structure whichever way you  
20 want, the Commission practice.

21 MR. OWENS: Any other discussion? It's a request for  
22 \$500,000, and the Committee has approved \$250,000.

23 MR. MILES: This is a different project in terms of the  
24 revenue generation because we're dealing with institutions of  
25 higher education. Enrollment is down in the debt structure,

1 considering the business plan.

2 MR. OWENS: You heard the motion. All those in  
3 favor signify by saying aye. (Ayes). Opposed? (No, no).

4 Let's have a roll call.

5 MR. FEINMAN: Ms. Rasnick.

6 MS. RASNICK: No.

7 MR. FEINMAN: Mr. Blevins.

8 MR. BLEVINS: Yes.

9 MR. FEINMAN: Ms. Clark.

10 MS. CLARK: Yes.

11 MR. FEINMAN: Ms. Coleman.

12 MS. COLEMAN: No.

13 MR. FEINMAN: Delegate Edmunds.

14 DELEGATE EDMUNDS: Yes.

15 MR. FEINMAN: Dr. Ehrhardt?

16 DR. EHRHARDT: No.

17 MR. FEINMAN: Mr. Hite.

18 MR. HITE: Yes.

19 MR. FEINMAN: Delegate Hurst.

20 DELEGATE HURST: (No response).

21 MR. FEINMAN: Mr. Miles.

22 MR. MILES: Aye.

23 MR. FEINMAN: Delegate Rasoul.

24 DELEGATE RASOUL: No.

25 MR. FEINMAN: Secretary Ring.



1 SECRETARY RING: No.

2 MR. FEINMAN: Senator Ruff.

3 SENATOR RUFF: Yes.

4 MR. FEINMAN: Mr. Shell.

5 MR. SHELL: Yes.

6 MR. FEINMAN: Mr. Shelton.

7 MR. SHELTON: Yes.

8 MR. FEINMAN: Delegate Tyler.

9 DELEGATE TYLER: Yes.

10 MR. FEINMAN: The ayes have it.

11 MR. SHELTON: Mr. Chairman, these were the  
12 Committee's recommendations. So, I would move that the  
13 Commission accept the Southern Virginia Committee  
14 recommendation to approve the sixth year extension to  
15 September 30, 2023, contingent on the IDA securing a developer  
16 operator agreement no later than March 31, 2022. And that's for  
17 the South Boston IDA John Randolph Hotel Redevelopment  
18 Project 3289.

19 MR. MILES: Second.

20 MR. OWENS: Moved and properly seconded. Any  
21 further discussion? Hearing none, all those in favor, say aye.  
22 (Ayes). Opposed?

23 MS. CLARK: One abstention.

24 MR. SHELTON: One other abstention matter, Mr.  
25 Chairman. I move the Commission accept the Southern Virginia

1 Committee recommendation to approve a fifth year extension to  
2 September 30<sup>th</sup>, 2022 for Project 3209, Virginia Tech  
3 Transportation Economic Development, Acquisition of Equipment  
4 to Expand Tire Test and Research Capabilities at the Global  
5 Center for Automotive Performance Simulation.

6 MR. MILES: Second.

7 MR. OWENS: Moved and properly seconded. Any  
8 other discussion? All those in favor, say aye. (Ayes). Opposed?  
9 (No response). The ayes have it.

10 MR. SHELTON: That concludes the business of the  
11 Southern Virginia Committee.

12 MR. OWENS: Thank you. Incentives and Loans  
13 Committee, Delegate Kilgore.

14 DELEGATE KILGORE: Thank you, Mr. Chairman. The  
15 Incentives and Loan Committee met this morning, pages 37  
16 through 40 in your book. And the first action we addressed this  
17 morning, Mr. Chairman, was Project Solomon, 3912, and this is a  
18 project that Staff had worked on. The Staff had to move really  
19 fast and worked on this over several days so we could move  
20 forward with the announcement. It's a \$295 million with 375  
21 jobs, annual salary of \$41,668, which is above the average for  
22 the area, which is \$38,000. So, basically, what this amounted  
23 to, so I'd ask the Commission to accept the Incentives and Loans  
24 Committee recommendation to approve a TROF grant award in  
25 the amount of \$707,000 and a TROF loan award in the amount of

1 \$822,000, for a total TROF incentive amount of \$1,529,000  
2 subject to revenue sharing for the grant portion and verification  
3 of the facts and availability of funds.

4 UNIDENTIFIED: Second.

5 MR. OWENS: It's been moved and properly seconded.  
6 Any questions or discussion? All those in favor, say aye. (Ayes).  
7 Opposed? (No response).

8 DELEGATE KILGORE: A second matter was the  
9 Appomattox County EDA, Grant 3340. We talked about it and  
10 they had a hard-luck story. They had a fire at the location, and  
11 that's why we came up with the action that we decided to do.

12 I move that the Commission accept the Incentives and  
13 Loans Committee recommendation to approve a forbearance  
14 period from September 1, 2021 to January 1, 2023 and to waive  
15 the five percent added interest on the remaining loan balance.  
16 In total, the company or county will repay the Commission  
17 \$92,000 according to the repayment terms which include the  
18 above forbearance period and such other terms as the Executive  
19 Director finds appropriate. I so move.

20 DELEGATE TYLER: Second.

21 MR. OWENS: It's been moved and properly seconded.  
22 Any other discussion? Hearing none, all those in favor, say aye.  
23 (Ayes). Opposed? (No response). The ayes have it.

24 DELEGATE KILGORE: The next group I have are  
25 Extensions and Modifications.

1           The first one is Bedford County, Innerspec  
2 Technologies, 3044. I move the Commission accept the  
3 Incentives and Loans Committee recommendation to approve  
4 approval of a final performance extension for Project 3044  
5 through December 31, 2021. We'll move this in a block.

6           The second one is Henry County, Virginia, RTI  
7 Martinsville, Inc., 3177, and I would move that the Commission  
8 accept this Incentives and Loans Committee to approve a final  
9 performance extension for Project 3177 through March 31, 2021.

10           Next would be Henry County, NovaTech USA, Inc.,  
11 3245. I move the Commission accept the Incentives and Loans  
12 Committee recommendation to approve a final performance  
13 extension for Project 3245 through December 31, 2021.

14           Finally, the Town of Saint Paul, 3375. I move that the  
15 Commission accept the Incentives and Loans Committee  
16 recommendation to approve a performance extension for Project  
17 3375 through September 30, 2022.

18           MR. HITE: Second.

19           DELEGATE KIIGORE: By voting on that, you're  
20 agreeing to this.

21           MR. OWENS: Any other discussion. All signify by  
22 saying aye. (Ayes). Opposed? (No response). The ayes have  
23 it.

24           DELEGATE KILGORE: We had a discussion  
25 confidential on Project Palm, and we had a discussion about that

1 and voted to accept the Commission's Incentives and Loans  
2 Committee recommendation to approve a TROF grant incentive  
3 of \$1,022,000 subject to revenue sharing, verification of the facts  
4 and availability of funds.

5 MR. OWENS: Any questions? Hearing none, all those  
6 in favor, say aye. (Ayes). Opposed? The ayes have it.

7 DELEGATE KILGORE: Finally, Mr. Chairman, the  
8 Community and Business Lending Program Loan Award  
9 Authorizations. Basically, we decided to, I would ask the  
10 Commission to accept the Incentives and Loans Committee  
11 recommendation to permit the following Community and  
12 Business Lending Program Loan Award authorization:

13 One, the loans can be approved by the Executive  
14 Director for loan awards up to \$5 million or less;

15 Number two, the Community Business loans must be  
16 approved by the Full Commission for loan awards greater than \$5  
17 million;

18 And, three, the aggregate amount of the loan awards  
19 made during any fiscal year shall not exceed the available  
20 balance.

21 I so move.

22 MR. SHELL: Second.

23 MR. OWENS: It's been moved and properly seconded.  
24 Any further discussion? All those in favor, say aye. (Ayes).  
25 Opposed? (No response). The ayes have it.

1 DELEGATE KILGORE: That's my report.

2 The Committee also made recommendations about  
3 the existing 3764, 3913, and 3914 and apply the above to award  
4 authorization with today's project.

5 MR. OWENS: It's been moved and seconded. Any  
6 discussions or questions? Hearing none, all those in favor, say  
7 aye. (Ayes). Opposed? (No response). The ayes have it.

8 Does that complete your report?

9 DELEGATE KILGORE: Yes.

10 MR. OWENS: Southwest Virginia Committee.  
11 Delegate Hurst.

12 DELEGATE HURST: Thank you, Mr. Chairman. The  
13 Southwest Committee met this morning and have only  
14 extensions of already awarded grants for different entities in  
15 Southwest, and we have five to go through. All of them are  
16 recommendations from the Committee to approve for either a  
17 three-month extension or a one-year extension for the last. I  
18 can read them briefly, but without any objection, we can just  
19 move them in as a block.

20 First is The Barter Foundation, 3071. The Committee  
21 recommends to approve a three-month extension through  
22 December 31, 2021. This is operational support. Hopefully,  
23 they'll be able to rebound and have performances later this  
24 month at The Barter Theatre.

25 The second is Floyd County EDA, Number 3191, to

1 approve a one-year extension through September 30, 2022 to  
2 help them.

3 We have 3198, Friends of Southwest Virginia. The  
4 Committee recommended an extension through September 30,  
5 2022, contingent upon the Executive Director's approval of a  
6 revised project budget, scope and outputs. And for more outdoor  
7 recreation and destinations in far Southwest Virginia. We have a  
8 great interstate park there. Trying to continue to do more good  
9 work in that part of the Commonwealth.

10 The next one is Scott County EDA Authority, Riverside  
11 Development Phase III, Number 3200. The Commission moves a  
12 one-year extension through September 30, 2022, provided by  
13 that grantee must provide satisfactory documentation that it has  
14 obtained all funding necessary to complete the project before any  
15 Commission funds are released. If this funding is not secured,  
16 no additional extension will be considered.

17 We talked about certain issues and crossed over, and  
18 construction costs. They're trying to get the extension funds  
19 within the matching period.

20 The last one is Project Timberwolf, 3308, in Grayson  
21 County. I move the Commission accept the Southwest Virginia  
22 Committee recommendation to approve a one-year extension  
23 through September 30, 2022, \$150,000. The project was  
24 underway, and then the pandemic hit. And due to quality  
25 concerns, they had to release the original contract. This is a

1 local issue that requires a one-year extension.

2 To the Full Commission, you have five projects to  
3 approve, all of them extensions. The Barter is a three-month  
4 extension through the end of the year. The last four, one-year  
5 extensions through September 30, 2022.

6 I move the Commission accept the Committee  
7 recommendation to approve those extensions.

8 MR. BLEVINS: Second.

9 MR. OWENS: It's been moved and seconded. Any  
10 questions? Hearing none, all those in favor, say aye. (Ayes).  
11 Opposed? (No response). The ayes have it.

12 DELEGATE HURST: That completes my report.

13 MR. OWENS: Thank you. Now, we have TROF and  
14 CBL loan update?

15 MR. SORRELL: We've been very busy with the TROF  
16 projects, and just to let you know where we are with the TROF  
17 projects in terms of approval and the performance so the  
18 Commission members will know what the process is. And this is  
19 in the back of your book. You'll notice that 256 has been  
20 approved so far, leading to about 147 jobs, \$28 million in taxes,  
21 11 active estimates that could lead potentially to 2,400 jobs with  
22 an average salary of 43K and 185 million. Some don't quite have  
23 it all together yet, but they're considering the Footprint, and that  
24 helps.

25 We had 13 TROF projects that were approved in 2020,



1 FY19.

2 In FY21, we approved projects with nearly 4,000 jobs,  
3 \$20 million capital investment and 3,000 jobs.

4 Twenty-six active TROF loans that we provide in  
5 addition to our grants. We got about \$15.1 million loaned out.  
6 These are the loans that, and make sure that the payments are  
7 returned in the correct time period.

8 Pages 51 to 54, 59 TROFS active through the  
9 performance period. Generally, these are projects that and we're  
10 gathering final performance data and sometimes there's a delay  
11 when we get the capital investment data and performance data.  
12 Sometimes there's a delay in getting that and showing that to  
13 the locality and the company. And we have to give them enough  
14 time to gather all that information so we can act on it. We agree  
15 with the numbers we have, and some have been provided in  
16 advance of performance, and then we can negotiate.

17 This particular Commission meeting, as we indicated  
18 in the last discussion, as of September 2021, three applications  
19 currently under review by VRA and involving a special TROF, and  
20 we try to make sure that if there's something odd about them  
21 and something we can address. But after that, we can bring it to  
22 the Full Commission for discussion. We did not have any  
23 Committee members that indicated that anything was out of the  
24 ordinary.

25 We basically had our first application in December

1 2020, and I won't give you the names of the actual company, but  
2 that's still a work in progress developing the potential loan  
3 payment or loan term. This particular one involved the  
4 hospitality industry, a \$2.4 or \$2.5 million loan. This particular  
5 one there was a red flag and in January of this year, went to ERA  
6 for underwriting and two loan structure options were provided.  
7 This started in June, and we discussed this with the locality and  
8 discussed all the financial options. And the result of that meeting  
9 has not yet been shared, so that's to be determined.

10 The second application was received in July, secured  
11 by the locality. So, we have the locality and a private company.  
12 This is a broadband project, this was reviewed by the Committee  
13 back in August and went to VRA for underwriting. That's  
14 currently being conducted.

15 The third application was submitted the end of July.  
16 And this was secured by a private company. The particular  
17 locality, I couldn't secure it, but when we have a private  
18 company, we need to get advice sometime, and then the  
19 Executive Director, and sending it over to the INI Committee for  
20 your review. That information was reviewed and completed by  
21 the Committee at the end of August, and it's been forwarded to  
22 VRA for underwriting and currently being conducted. This one is  
23 a little bit complicated. Basically, \$5 million, secured by  
24 equipment, a portion of that related to USDA, a guaranteed  
25 program.

1           That's where we are right now, two or three different  
2 projects in the mill or hopper that has not yet officially been  
3 vetted yet.

4           MR. OWENS: Thank you. Any questions for Andy?

5           DELEGATE RASOUL: How do you set the rates on  
6 those?

7           MR. FEINMAN: VRA works to insure that our rates are  
8 the correct formula. I can provide all that information if you'd  
9 like. The goal is to insure that our rates are somewhat below  
10 market rate but never more than ten percent below market rate.  
11 And VRA has a number of different indicators and sets ours  
12 somewhat below the current market rate.

13          MR. OWENS: Any other questions? Thank you.

14          MR. FEINMAN: The Loan Award Programs. You may  
15 have noted we had, you might have noticed we had our Grants  
16 Program Director here for a short time. Mike was very  
17 supportive of the Commission, and he has moved on, and with  
18 the onset of the pandemic, was offered a job with the private  
19 sector that he could not turn down. Never fully impacted us, and  
20 we have yet to post a job opening or that position. I wanted you  
21 to hear from us first. We'll talk about that, and if there's an  
22 opening in the department, we'll take another look at workload  
23 and procedures. So, we're going to do that before we do  
24 anything else, and then recalibrate that job position. We  
25 anticipate posting that job in the near future. But in case you're

1 approached by anybody, there is a senior position open at the  
2 Commission right now that will have responsibility of the Grants  
3 Department.

4 That's all I have for you.

5 MR. OWENS: Thank you for that. At this point, is  
6 there any public comment?

7 MR. FEINMAN: The next meeting will be a week prior  
8 to the commencement of the General Assembly in January. We  
9 can't select that date yet. The members haven't set all their  
10 mandatory meeting dates yet, but we want leadership to let us  
11 know what their dates are as soon as possible. January meeting  
12 will be in Richmond.

13 MR. OWENS: Anything else to come before the  
14 Commission? Hearing none, we're adjourned.

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17 **PROCEEDINGS CONCLUDED.**

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**CERTIFICATE OF THE COURT REPORTER**

I, Medford W. Howard, Registered Professional Reporter and Notary Public for the State of Virginia at Large, do hereby certify that I was the Court Reporter who took down and transcribed the proceedings of the **Tobacco Region Revitalization Commission, Full Commission Meeting**, when held on Wednesday, September 22, 2021, at 1:30 o'clock p.m., at Peaks of Otter Lodge, 85554 Blue Ridge Parkway, Bedford, Virginia.

I further certify this is a true and accurate transcript, to the best of my ability to hear and understand the proceedings.

Given under my hand this \_\_\_\_\_ day of October, 2021.

\_\_\_\_\_

Medford W. Howard  
CCR

The following tables summarize the actions the Full Commission made at its September 22, 2021 meeting regarding applications to the Competitive Education Program and Southern Virginia Program. These tables are attached to and made a part of the minutes of the meeting.

**COMPETITIVE EDUCATION APPLICATIONS:**

Req #	Organization	Project Title	Requested	Commission Amt. Awarded	Grant	Loan	Commission Approved Action & Conditions
3898	Floyd County EDA	New Adult Welding, Fabrication and Machining program at Floyd CCDC	\$162,106	\$162,106	\$162,106		Award a grant of \$162,106.
3900	Virginia Technical Institute	Workforce Pipeline Advanced Manufacturing and Skilled Labor	\$60,000	\$60,000	\$60,000		Award a grant of \$60,000 for 50% of new faculty expenses associated with VTI's new entry level advanced manufacturing and skilled labor training program.
3910	Wytheville Community College	Wytheville Community College Center for Automation and Robotics Education	\$466,829	\$466,829	\$466,829		Award a grant of \$466,829.
3907	Institute for Advanced Learning and research	ExperienceWorks - Apprenticeships	\$651,348	\$64,800	\$64,800		Award a grant of \$64,800 for 50% of the Apprenticeship Coordinator position, contingent upon the Apprenticeship Coordinator focusing efforts on identifying apprenticeships in traded sectors including manufacturing, information technology, healthcare and construction; and the Commission Tables the remainder of the application, to allow Applicant to work with staff to better develop their application and come back to the Commission at a later time.
3901	Emory & Henry College	Improving Rural Healthcare through Nursing Education	\$207,195	\$207,195	\$207,195		Award a grant of \$207,195.

Final summary of actions on funding applications from September 22, 2021 Full Commission meeting.

3905	Ferrum College	Ferrum College Division of Nursing Educational Space Expansion	\$133,188	\$133,188	\$133,188		Award a grant of \$133,188.
3899	Patrick & Henry Community College Foundation	Increasing Healthcare Training Capacity to Meet Employer Demand	\$210,294	\$210,294	\$210,294		Award a grant of \$210,294 to fund personnel, equipment and long-lived supplies.
3902	Southern Virginia Higher Education Center	Center of Nursing Excellence: Equipment and Technology Refresh	\$152,704	\$152,704	\$152,704		Award a grant of \$152,704.
3909	Southside Virginia Community College Foundation	Expanding Nursing Education in Southside Virginia	\$398,350	\$398,350	\$398,350		Award a grant of \$398,350.
3906	Averett University	Growing Workforce Talent Through Expanded Market Responsive Education	\$120,000	\$120,000	\$120,000		Award a grant of \$120,000 to support equipment and furnishings.

3908	CODEVA INC.	Strengthening the Computer Science Education Pipeline	<del>\$250,112</del> <b>\$166,612</b> <i>(reduced by applicant)</i>	\$166,612	\$166,612	Award a grant of \$166,612 to support a final two years of CodeVA's training programs.	
				<b>Total Competitive Edu. Awards:</b>	<b>Grants:</b>	<b>Loans:</b>	
				<b>Subtotal – Competitive Edu.</b>	<b>\$2,142,078</b>	<b>\$2,142,078</b>	<b>\$0</b>



**TALENT ATTRACTION PROGRAM:**

<b>Req #</b>	<b>Organization</b>	<b>Project Title</b>	<b>Requested</b>	<b>Commission Amt. Awarded</b>	<b>Grant</b>	<b>Loan</b>	<b>Commission Approved Action &amp; Conditions</b>
--	TRRC	VDH State Loan Repayment Program	\$1,500,000	\$1,500,000	\$1,500,000		Award a grant of \$1,500,000.
--	TRRC	Talent Attraction Program	\$1,500,000	\$1,500,000	\$1,500,000		Award a grant of \$1,500,000.
				<b>Total TAP Awards:</b>	<b>Grants:</b>	<b>Loans:</b>	
				<b>Subtotal – TAP Edu:</b>	<b>\$3,000,000</b>	<b>\$3,000,000</b>	

**a. VDH State Loan Repayment Program**

I move that the Commission accept the Education Committee recommendation to approve \$1,500,000 in funding for the VDH State Loan Repayment Program from the Education Committee’s Talent Attraction Program FY 2022 budget and conditioned upon the following:

- a. Require Tobacco Commission funding to be last dollar after all federal and state funds have been awarded;
- b. Require that the award shall not exceed more than 50% of the student loan balance for the two-year commitment;
- c. Allow VDH to carry forward any unawarded funds to the next year's awards cycle; and
- d. Continue to require they live and work in the tobacco region.

**b. Talent Attraction Program**

I move that the Commission accept the Education Committee recommendation to approve \$1,500,000 in funding for the Talent Attraction Program from the Education Committee’s Talent Attraction Program FY 2022 budget.

**SOUTHERN VIRGINIA APPLICATIONS:**

Req #	Organization	Project Title	Requested	Commission Amt. Awarded	Grant	Loan	Commission Approved Action & Conditions
3889	Brunswick County IDA	Brunswick County Produce Project	\$800,000	\$800,000	\$500,000	\$300,000	Award a grant of \$500,000 contingent on the applicant securing all necessary financing to complete construction of the produce handling facility and retaining ownership of the facility in accordance with the Commission’s funding policies. Additionally, the Commission awards a 0% interest loan in the amount of \$300,000 and other such terms as the Executive Director finds appropriate.
3891	Campbell County	Central Virginia Precision Agriculture & Farm Efficiency Grant	\$800,000	--	--		Table action on grant until January 2022, for staff to work with the applicant to provide written details on how the project represents new best practices and provides quantitative measures for producers to realize savings or generate new income.

3896	West Piedmont Planning District Commission	Regional Agritourism and Agribusiness Development Program	\$ 80,000	\$ 80,000	\$80,000		Award a grant of \$80,000 contingent on: 1) the West Piedmont PDC securing 1:1 matching funds, and 2) requiring approval of the marketing strategy and scope of contracts prior to release of grant funds.
3894	Longwood University Real Estate Foundation	SEED Innovation Hub	\$500,000	\$500,000	\$500,000		Award a grant of \$500,000 toward construction costs, contingent on either 1) the applicant securing all funding necessary for the \$2,789,965 estimated renovations, or 2) the applicant securing all funding for a project reduced in scope as approved by the Executive Director.
3895	Martinsville-Henry County Chambers Partnership for Economic Growth	Startup/Grow Martinsville-Henry County Expansion	\$ 106,124	--	--		Table application to give an opportunity to collaborate with the applicant to refine aspects of the project for reconsideration in January 2022.
3890	Martinsville-Henry County Economic Development Corp.	Commonwealth Crossing Tract 5 Site Development	\$ 357,741	\$ 357,741	\$ 357,741		Award a grant of \$357,741 for 50% of site development costs.
3893	Sussex County	Engineering Evaluation and Design for Stony Creek WWTP Improvements	\$237,500	No award.			No award.
3897	Virginia's Heartland Regional Industrial Facilities Authority	Virginia's Heartland Regional Industrial Park Onsite Water Supply PER	\$ 20,000	\$ 20,000	\$20,000		Award a grant of \$20,000 for 50% of engineering services.
				<b>Total SoVa Awards:</b>	<b>Grants:</b>	<b>Loans:</b>	
<b>Subtotal - Southern Va</b>				<b>\$1,757,741</b>	<b>\$1,457,741</b>	<b>\$300,000</b>	



**INCENTIVES & LOANS PROGRAM APPLICATIONS:**

Req #	Organization	Project Title	Requested	Commission Amt. Awarded	Grant	Loan	Commission Approved Action & Conditions
3912	Danville-Pittsylvania RIFA	Project Solomon	\$1,529,000	\$1,529,000	\$707,000	\$822,000	Award a TROF grant in the amount of \$707,000 and a TROF loan award in the amount of \$822,000 for a total TROF incentive amount of \$1,529,000 subject to revenue sharing for the grant portion, verification of the facts and availability of funds.
3892	Joint IDA of Wythe County, Virginia	Project Palm	\$1,022,000	\$1,022,000	\$1,022,000		Award a TROF grant in the amount of \$1,022,000 subject to revenue sharing, verification of the facts and availability of funds.

	<b>Total I&amp;L Awards:</b>	<b>Grants:</b>	<b>Loans:</b>
<b>Subtotal – I&amp;L</b>	<b>\$2,551,000</b>	<b>\$1,729,000</b>	<b>\$822,000</b>

	Total Awards	Grants	Loans
Competitive Edu:	\$2,142,078	\$2,142,078	\$0
TAP Edu:	\$3,000,000	\$3,000,000	\$0
Southern:	\$1,757,741	\$1,457,741	\$300,000
Incentives & Loans:	\$2,551,000	\$1,729,000	\$822,000
<b>GRAND TOTALS:</b>	<b>\$9,450,819</b>	<b>\$8,328,819</b>	<b>\$1,122,000</b>