

**MEETING OF THE INDUSTRIAL DEVELOPMENT AUTHORITY OF THE COUNTY OF
CAMPBELL, VIRGINIA**

August 22, 2019

The meeting of the Board of Directors of the Industrial Development Authority of Campbell County, Virginia, was held in the first floor conference room of the Citizen Services Building, Rustburg, Virginia, on August 22, 2019.

The Directors present were:

Vance Driskill	Larry Dalton
Greg Morris	Kenny Brown
Steve Shockley	Dennis Rosser

The Directors absent were:

George Rosser

Also present:

Mike Davidson, Campbell County Economic Development Director
 Frank Wright, Jr., Esq., Overbey, Hawkins, & Wright
 Sarah Johnson, Campbell County Economic Development Specialist
 Kim Stewart, Campbell County Economic Development Administrative Assistant

// Chairman Vance Driskill called the meeting to order at 7:00 p.m. and asked if everyone had a chance to review the minutes from the meeting held on June 27, 2019. With no questions or concerns, Chairman Driskill called for a motion to approve the minutes. Mr. Steve Shockley motioned and Mr. Larry Dalton seconded. With all in favor and none opposed, the minutes passed unanimously, and Chairman Driskill turned the meeting over to Mr. Mike Davidson.

// Mr. Davidson briefly explained that the agenda item concerning a bond line of credit mentioned in the June 27 meeting would be postponed to a special called meeting in early September. The Board of Supervisors will vote on a bond resolution at the September Board of Supervisors meeting, and likewise the IDA will be required to approve it as well at their special call meeting. Davenport & Company will attend the called meeting of the IDA on September 5, 2019, and have a presentation for the members at that time. Mr. Davidson reminded the members that it would be similar to the bond processes that took place with Centra as well as University of Lynchburg. The bond will be for Campbell County, but will go through the IDA; and the County will be responsible for repaying the line of credit, not the IDA.

Matters from the Economic Development Director

// Mr. Davidson reviewed the financial balance statement and recited the current accounts balances and assets as shown below.

INDUSTRIAL DEVELOPMENT AUTHORITY OF THE COUNTY OF CAMPBELL, VIRGINIA						
BALANCE SHEET						
August 21, 2019						
Current Assets Per Online Bank Balances 8/21/19:						
Balance in FNB Banker Steel Collateral Account (1015141)				\$105,339.24		
Balance in BOJ Operating Account (3229)				\$50,369.21		
Balance in BOJ Rangoon Rd Account (3226)				\$158,840.32	Previous Balance:	
Balance in First National CD (REF. 34222)	2.0%	mat. 12/13/20		\$26,582.76	\$26,582.76	
Balance in First National CD (REF. 34090)	1.2%	mat. 12/22/19		\$34,368.14	\$34,368.14	
Balance in First National CD (REF. 34115)	1.2%	mat. 10/23/19		\$27,675.87	\$27,593.32	
TOTAL OF CURRENT ASSETS:				\$403,175.54		
Fixed Assets:						
Construction (Real Estate)				\$1,044,000.00		
TOTAL OF FIXED ASSETS:				\$1,044,000.00		
Current Liabilities:						
(Nothing other than reimbursable loan payments)						
TOTAL OF CURRENT LIABILITIES:				\$0.00		
Fixed Liabilities (6374):						
Construction (Real Estate)				\$334,759.59		
TOTAL OF FIXED LIABILITIES:				\$334,759.59		
Totals:						
TOTAL OF ASSETS:				\$1,447,175.54		
TOTAL OF LIABILITIES:				\$334,759.59		
NET WORTH:				\$1,112,415.95		
Reconciliations Per July 31, 2019 Paper Bank Statements:						
Account	Beginning Balance	Deposits/ Interest	Fees	Checks	Ending Balance	
Banker Steel FNB Collateral	\$97,528.19	\$7,333.57	\$0.00	\$4,651.34	\$100,210.42	*Difference from above because not showing Aug. transactions
Banker Steel BOJ Operating	\$50,362.38	\$6.83	\$0.00	\$0.00	\$50,369.21	
Banker Steel BOJ Rangoon	\$158,813.46	\$26.86	\$0.00	\$0.00	\$158,840.32	

// Chairman Driskill recognized and brought to the members' attention that two of the IDA's three CDs will come to maturity within 4-6 months and questioned whether the IDA wanted to think about applying some of the money toward the principle of the loan of the building Simplimatic Automation is leasing.

// Mr. Steve Shockley suggested possibly putting the money into a money market account in the short term to gain interest.

// Mr. Davidson stated that the IDA would need to decide where to put the money within ten days of the date of maturity of the CDs to prevent them from rolling over. Mr. Davidson also warned the members that they may need the money to apply toward construction of the next building construction, if the members decide to build another building.

// Chairman Driskill suggested the members make a motion to approve the IDA to release the funds from the CDs to the checking account when they are close to maturity. Mr. Shockley made a motion and Mr. Greg Morris seconded. With all in favor and none opposed, the motioned passed.

// Mr. Davidson then reviewed the financials for the Seneca building, and stated that the numbers would be added to the IDA's regular Balance Statement starting in October.

Projects Updates: Industrial Development Activity and Projects Activity

// Mrs. Sarah Johnson briefly reviewed the Project Updates. These updates are provided to the members prior to their meeting.

// Mr. Morris asked if the owner of the Wards Road Strip Shopping Center Development is just building to lease out or if there are plans for particular businesses, but Mr. Davidson was unaware if the owner already has tenants secured.

Seneca Building Update

// The building continues to have air conditioning issues but the system is under warranty and Mr. Davidson hopes that all the issues will be resolved before long.

// Vice Chairman Larry Dalton asked the status of the lease with Simplimatic Automation, and Mr. Davidson told the group that Simplimatic would have to notify the IDA in October if they do not plan to renew the lease, but he believes they will probably renew at least one more year. At the end of one more year, a 45,000 square foot facility will be available in the same industrial location where Simplimatic's main facility resides, and it is unknown whether Simplimatic may have plans for that location in the future. Mr. Dennis Rosser asked if Mr. Davidson knew the price of the new building under construction in Bedford but he did not know.

Potential New Building

// Mr. Davidson has spoken to Mr. Rick Read who had been getting demands for buildings 50,000 square feet and larger. However, the leads Economic Development has gotten from their consultant are no larger than 20,000 square feet. Mr. Read's suggestion is to put up a large shell building. Mr. Davidson stated that he will contact Mr. Read and invite him and his son Ricky to present their findings at the next IDA meeting. The members discussed ways to keep costs down even if they decide to go with a \$20,000 square foot building. Leaving out air conditioning and heating until the end of the build was suggested as well as holding back on finished office space. The members agreed that they would like Mr. Read to attend the call meeting in September to discuss ideas further. Mr. Shockley attested that Mr. Read's advice was proven and that he knows what businesses are looking for and what they're renting.

// Mr. Dennis Rosser asked if the IDA would need to borrow money for this potential new building and if it is possible. Some funds are available through Southside Economic Development but the application deadline for 2019 is too soon and the IDA will be in a better position to apply for the next round, which will be in the March-May 2020 timeframe. When asked how long the IDA has to keep the current Seneca building without having to pay back the loan, Mr. Davidson answered Mr. Shockley, reminding the group that the Tobacco Commission has not given a definite answer. His perception, however, is that it may be at least three years. He then reminded the group that the only profit to be made off of the building occurs through leasing.

// With no further information to present or questions to answer, Mr. Davidson next turned the meeting back over to Chairman Driskill. Chairman Driskill called for matters from the board. With no matters presented and also no matters for closed session, Chairman Driskill called for a motion to adjourn. Mr. Dalton motioned and Mr. Kenny Brown seconded. With all in favor and none opposed, the meeting was adjourned at 7:54 p.m.

The next regular meeting of the Board of Directors of the Industrial Development Authority of Campbell County, Virginia, will be held on October 24, 2019, in the Citizen Services Building first floor conference room at 7:00 p.m.

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Vance Driskill, Chairman

Larry Dalton, Vice Chairman