



**MEETING MINUTES
BEDFORD COUNTY ECONOMIC DEVELOPMENT AUTHORITY**

**Bedford County Administration Board Room
122 E. Main Street
Bedford, VA 24523
June 7, 2018
5:30 p.m.**

Economic Development Authority:

Present:

Dennis Novitzke - Dist. 1; Mickey Johnson, Chairman - Dist. 2; Wyatt Walton - Dist. 3; Matthew Braud - Dist. 4; Jim Lusk - Dist. 5; Kelly Harmony, Vice-Chairman - Dist. 6; Jim Messier - Dist. 7

Absent: None

Staff Present: Patrick Skelley - County Attorney; Traci Blido – EDA Secretary; Pam Bailey - Marketing & Business Development Coordinator

Staff Absent: Carl Boggess - County Administrator

Transcriber: Julia Peters

Guests: Edgar Tuck - County Supervisor District 2; Charla Bansley - County Supervisor District 3; Megan Lucas - CEO, Lynchburg Regional Business Alliance

(1) APPROVAL OF AGENDA

Chairman Mickey Johnson called the meeting to order and asked for approval and/or any amendments to the Authority's June 7, 2018 agenda.

Mrs. Harmony moved, seconded by Mr. Novitzke, to approve the June 7, 2018 EDA agenda, as presented.

Voting yes: Mr. Novitzke, Mr. Johnson, Mr. Walton, Mr. Braud, Mr. Lusk, Mrs. Harmony, Mr. Messier

Voting no: None

Adopted Unanimously

(2) APPROVAL OF MEETING MINUTES - May 3, 2018

Chairman Johnson asked for approval and/or any amendments to the Authority's regular May 3, 2018 meeting minutes.

Mr. Braud moved, seconded by Mr. Walton, to approve the May 3, 2018 meeting minutes, as presented.

Voting yes: Mr. Novitzke, Mr. Johnson, Mr. Walton, Mr. Braud, Mr. Lusk, Mrs. Harmony, Mr. Messier

Voting no: None

Adopted Unanimously

(3) SPECIAL APPEARANCE - Megan Lucas, CEO, Lynchburg Regional Business Alliance

Mrs. Blido introduced Mrs. Lucas to the Authority members and said she would give us a look at some of the activities and what her focus is as the CEO of the Lynchburg Regional Business Alliance. Mrs. Lucas presented a PowerPoint slideshow regarding the capital campaign for regional economic development which is done every five years. The Alliance's Board of Directors, all the stakeholders and economic developers come together to shape the strategy for economic development in the region. She said they go to the private sector and ask them to not only continue their engagement, but increase it as well. She reviewed the four key initiatives and where our region stands as to progress in reaching long-term goals of the campaign. The Alliance communicates with their investors with a quarterly E-newsletter. Mr. Boggess and Mrs. Blido receive these e-newsletters and can send out the information to others if requested. In response to a question about the slow process of obtaining permits, Mrs. Lucas said economic developers try to establish fast track permitting, especially for industrial sites. The Alliance works on growing and enhancing the stakeholders' investments and always is working with companies regarding workforce development. Site preparedness for the publicly owned properties is essential and there is a shortage of pad-ready sites. Pad-ready sites means all the infrastructures are in place, the land is cleared and balanced, permits are received and ready for construction. As a region, we do not have a core identity but it is a goal the Alliance will continue to work on. There is a strong entrepreneurship ecosystem but it is not cohesive and there is need for growth which makes this goal a priority for the Alliance as well. Mrs. Lucas described her strong relationship with the Roanoke Partnership and cited a GO Virginia grant they collaborated on. She also described her work with VEDP. The data from the 2014-2017 prospect review showed that our region does not advance because there is no piped natural gas in the area and no large sites (25 acres or more) that are pad ready. Five to ten acre sites help grow the businesses that are already located in this region but do not draw in new businesses such as European manufacturers who want piped gas and large pad ready sites.

The Alliance has identified food and beverage, steel and metals manufacturing, nuclear technology, wireless infrastructure and communications, and financial and business services as target industry sectors that can bring businesses to the area. They have created a video series on LinkedIn that runs every Friday where CEO's can hear from other CEO's. After the article ran in the Site Selection Magazine, for two weeks in a row it was the number one click on Site Selection Magazine's website. This brings awareness to other prospects about our region. The CEO series includes sessions about Bedford County companies, Innerspec and Simplimatic, and Authority members were encouraged to review these videos. Mrs. Lucas provided the links for the CEO Series and the recent article in Site Selection Magazine. In response to a question regarding available workforce for new businesses, she noted that site consultants will take the unemployment rate in the region and discount 1.3% . Ms. Lucas acknowledged that everyone is fighting the affect of a low unemployment rate. What our region can do is combine the labor shed with the labor shed of Roanoke to help acquire the needed workforce. Next week she will be on a marketing mission to Chicago to meet with corporate site consultants. She answered the Authority members' questions and thanked them for the opportunity to speak and for their continuing support.

(4) REPORTS

A. Economic Development Director's Report

Mrs. Blido reported that there are some future changes in leadership. Mr. Boggess will retire in December and Mr. Wodicka is leaving to work in Lynchburg as the Deputy City Manager. The Board of Supervisors (BOS) has approved \$1.5 million in the budget for broadband efforts. Comcast will be expanding in the Smith Mountain Lake area and there is a public comment period for citizens. Information can be found on the website bedfordeconomicdevelopment.com. There are nine towers needed to cover the gaps in the county so watch for more information coming in the future. The BOS also approved \$450,000 which will help with the match for the shell building. The grant application will be due July 20 for the Tobacco Commission's September meeting so we need to act very quickly if we want to go forward with the shell building. She thanked Chairman Johnson for his speech at Innovairre's event and thanked Mr. Novitzke and Mrs. Bansley for attending. Senator Steve Newman also gave a speech at the event. Mrs. Blido also attended the Custom Truck One Source' grand opening where they had hired 30 more people since January and have 10 current job openings which pay very well. She thanked Mrs. Bansley for her speech at the Custom Truck grand opening. The Business Appreciation Event was well received by businesses. Mrs. Blido was contacted by a European prospect this week which was interested in locating to either Campbell or Bedford counties and the prospect was very interested when she told them about the 40,000 sq. ft. facility the county would be building. Rich Diddams joined her in the tour of the New London site and the prospect was impressed with the CVCC summer school students and what they were working on. This prospect was also looking at areas in Danville. She is meeting with the print industry companies including Smyth, Valtim, and Innovairre regarding working directly with the high schools to get design and Adobe software classes so they can recruit employees that want to work in the industry. Mrs. Blido and Ms. Bailey attended the Virginia Economic Development Association meeting on Monday and Tuesday and found that the Virginia Economic Development Partnership (VEDP) is rebranding and revamping everything including the website and we will see some new business-focused commercials coming soon.

Ms. Bailey spoke about the Bedford Chamber Job Fair which was very well attended. We wrapped up the year for Bedford One tours. There were eight tours and 225 students participated. There are two tours already scheduled for September. The tour for the teachers and guidance counselors that had been cancelled this past year has been rescheduled for November 6. They are working on videos to showcase the New London Park and the clearing of available sites. They have shots of various businesses in the park and also have some drone footage and hope to have some completed videos within the next few weeks. The signage for Montvale Park needs updating and she contacted a company about revamping the sign and asked the Authority members about possibly a discussion or committee needed to get some insight for cohesive and consistent park branding. Chairman Johnson suggested any member who may be interested to contact Mrs. Blido.

B. Monthly Financial Report and Incentive Update

Staff reviewed the financial report with the EDA members and answered questions.

C. Adopt EDA Budget 2018-19

Staff reviewed the proposed EDA budget with the EDA members and answered questions.

Mr. Braud moved, seconded by Mr. Lusk to adopt the proposed 2018-2019 EDA budget.

Voting yes: Mr. Novitzke, Mr. Johnson, Mr. Walton, Mr. Braud, Mr. Lusk, Mrs. Harmony, Mr. Messier

Voting no: None

Adopted Unanimously

D. Monthly Accounts Payable Report – Bills that have been paid

Staff reviewed the accounts payable report with the EDA members and answered questions.

(5) TOWN OF BEDFORD

A. School-to-School Update

Mrs. Blido reported that she could not attend the School-to-School meeting because the Business Appreciation Event was held at the same time, but she knows it was very well attended with about 100 people present. Prior to this meeting, a steering committee met to prioritize the focus areas of this corridor. Mrs. Blido spoke to Ms. Zirkle who conferred to her that the community recognizes Vista Foods as the anchor for the whole corridor. There is an integrated grass roots initiative to showcase, enhance and rediscover the Town's greatest assets. She wanted the EDA members to be aware of this initiative because they own the Vista Foods building and parking in the middle of this corridor that they identified.

(6) NEW LONDON BUSINESS AND TECHNOLOGY CENTER

A. Authorization of the first credit for Lot 1 agreement

Mrs. Blido reviewed the previous sale agreement with the EDA members specifying when land was sold to Liberty University, the University would receive \$150,000 off the \$800,000 purchase price when they completed the master plan for the circle.

Mr. Walton moved, seconded by Mrs. Harmony, to authorize the first credit of \$150,000 off the purchase price of \$800,000 to Liberty University for the Lot 1 agreement in the New London Business and Technology Center.

Voting yes: Mr. Novitzke, Mr. Johnson, Mr. Walton, Mr. Braud, Mr. Lusk, Mrs. Harmony, Mr. Messier

Voting no: None

Adopted Unanimously

B. Update on Site Developments

Mrs. Blido noted that Mr. Boggess just received an e-mail from Master Engineers and Designers regarding the Lot 7 shell building. She will forward the e-mail to the EDA members and she reviewed the exterior facade options included in the handout given to the members. She asked Mr. Lusk and Mrs. Harmony to meet with county staff and Master Engineers on Wednesday at 10:00 am so recommendations can be made to the entire EDA via e-mail rather quickly because the grant deadline is July 20 and the design must be decided for a construction quote to be produced. Mrs. Harmony will attend in lieu of Mr. Novitzke who will be out of town on Wednesday.

(7) BEDFORD CENTER FOR BUSINESS

Nothing to report.

(8) MONTVALE CENTER FOR COMMERCE

Nothing to report.

(9) ALL OTHER EDA BUSINESS AS MAY BE APPROPRIATE

The July meeting of the EDA will remain on July 5 at 5:30 pm until further notice.

(10) ADJOURNMENT

6:45 p.m.

APPROVED:


Chairman


Secretary