



**MEETING MINUTES
BEDFORD COUNTY ECONOMIC DEVELOPMENT AUTHORITY**

**Bedford County Administration Board Room
122 E. Main Street
Bedford, VA 24523
September 6, 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; Kelly Harmony, Vice-Chairman - Dist. 6; Jim Messier - Dist. 7

Absent: Jim Lusk - Dist. 5

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

(1) APPROVAL OF AGENDA

Chairman Mickey Johnson called the meeting to order and asked for approval and/or any amendments to the Authority's September 6, 2018 agenda.

Mrs. Harmony moved, seconded by Mr. Braud, to approve the September 6, 2018 EDA agenda, as presented.

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

Voting no: None

Adopted Unanimously

(2) APPROVAL OF MEETING MINUTES - August 2, 2018

Chairman Johnson asked for approval and/or any amendments to the Authority's regular August 2, 2018 meeting minutes.

Mr. Walton moved, seconded by Mr. Novitzke, to approve the August 2, 2018 meeting minutes, as presented.

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

Voting no: None

Abstain: Mr. Braud

(3) REPORTS

A. Economic Development Director's Report

Mrs. Blido reported that the past month was very productive and the grant for the shell building was submitted to the Tobacco Commission. She also noted that they have moved forward with the Montvale prospect where the client is finalizing financing and she will keep the Authority members posted on when everything is complete and when they will be ready to announce. They have also focused on business retention and expansion and have been meeting with businesses that bring the most impact for economic development to the state. We have such a diverse base of employers and it is something to be proud of where these companies have started here in Bedford and continue to grow here. Mrs. Blido, along with Rob McClintock from the VEDP, Jamie Glass from the Lynchburg Regional Business Alliance, and Pam Bailey from her office, met with Sentry Equipment Company on September 5. They build conveyors for beverages such as Dr. Pepper and Snapple and are known for their automated conveyor robotics. There is a common theme in these companies where the workforce is very skilled, but is aging, so many employees will be retiring and the businesses have difficulty getting young people to replace these retiring workers. The businesses appreciate the Bedford One Program which is very beneficial to them and they want more internships with students at the high school level. They are disappointed that they have not had many interns recently and Mrs. Blido will follow up with Dr. Francis to see if the high schools are still providing internships. She reminded the members to view the Economic Development Facebook page. They post company pictures and list available jobs in the captions which the businesses appreciate because they get inquiries with this publicity. Next month at the joint meeting with the Board of Supervisors (BOS) they will talk more about workforce issues. The agenda for this joint meeting was included in the Authority members packets today and it is scheduled for Tuesday, October 9, 2018 from 5:00 to 7:00 pm at the Bedford Welcome Center. Mr. Boggess is reviewing RFP responses for broadband in the county and four internet service providers are interested in working with us to develop the public/private partnership to build up to 95% of the county's coverage. She believes they have enough funds currently from the BOS to complete half of the county and then perhaps the rest of the funds will come in the future. Mr. Tuck noted that they will be applying for a government grant to help with financing. There is a concern regarding the costs to smaller companies for high speed internet in our business parks. For a company like Nanotouch, the monthly costs can be \$300-\$500 and they have to pay for the construction costs for the line to come to their building, which they are negotiating, but can cost thousands of dollars. They are talking with Shentel and Lumos and when Mrs. Blido has more information she will report to the Authority members. Liberty University is not as concerned with these costs— they have their own solutions and have not shared all that information with Mrs Blido. She said the staff will attend the VEDA Fall Conference next week in Roanoke from September 12 through 14. They will also be visiting the \$48 million economic development project in Botetourt County which is Ballast Point. She thanked Mr. Walton for going to the Secretary of Commerce and Trade's early morning breakfast. There are two of our businesses currently in the Valet Program. They are Blue Ridge Optics and Innerspec. The Valet Program will help these growing companies get a lot of national and international exposure for their sales.

Ms. Bailey attended the Basic Economic Development Course at UNC in Chapel Hill. It was 3-1/2 intensive days and she learned a lot. She is working on advertising plans and created an ad for the Virginia Agriculture Magazine which is published once a year. The ad features a Bedford young entrepreneur who has her own bovine reproductive services company, the Staunton River High School student who is the President of the Virginia FFA, and another local farmer to name a few. She also is working on a display for the Bedford County Fair. She is getting new real estate signs for New London

and Montvale Business Parks showing lots for sale and also some replacement signs. The first tour for Bedford One is September 11. They will be touring Commscope and Harris Corporation. They will have 30 students from Jefferson Forest who are enrolled in an engineering studies course. In October they will take some culinary students to tour Sodexo, and some CVCC mechatronics and County high school students will go to the Bedford Solar Farm. Custom Truck One Source and public safety tours are also planned for the fall.

B. Monthly Financial Report

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

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

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

(4) TOWN OF BEDFORD

Mary Zirkle was unable to attend and Mrs. Blido is working on several things with her and she will give an update in the future. Mr. Tuck said members of the Bedford-Franklin Rail Initiative continue to work very hard to get an Amtrak stop in Bedford and will meet with Secretary Valentine in Richmond in the future.

(5) NEW LONDON BUSINESS AND TECHNOLOGY CENTER

A. Shell Building Update

Jeremy Lucas wrote an update to Mrs. Blido which she read to the Authority members. The site plans have been submitted to the Tactical Review Committee (TRC) of the Planning and Zoning Commission. A bid package is under development. The advertisement date for the Invitation to Bid is anticipated for September 19. The package will be advertised in local papers and posted on the county procurement site. This will allow for approval of a construction contract to be awarded in November or December. Since there is a lag time of 20 to 24 weeks for metal buildings, construction work will begin the first quarter of 2019.

(6) BEDFORD CENTER FOR BUSINESS

Mrs. Blido said the property has been bushhogged so it looks much better now.

(7) MONTVALE CENTER FOR COMMERCE

A. Ratify Lot 5 sale and authorize Chairman to sign contract

Mr. Walton moved, seconded by Mr. Braud to ratify and make public the sale of Lot 5 for \$200,000 to Bobblett Gap Properties LLC, per the sales contract dated August 28, 2018 and authorized the Chairman to sign the contract.

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

Voting no: None

Adopted unanimously

(8) NEW BUSINESS

A. Ratify Bison expansion incentive

Mr. Messier moved, seconded by Mr. Novitzke to provide funds to reimburse Bison up to \$15,000 toward the installation of the fire suppression metering system per the signed performance

agreement dated August 13, 2018; and an additional incentive grant of \$15,000 once the company completes the building addition and hires the employees per the agreement; and authorize the Chairman to sign the agreement.

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

Voting no: None

Adopted unanimously

Mrs. Blido reported that she received an e-mail this week regarding the Tobacco Commission Grant projects. The e-mail stated that the Tobacco Commission will require 5% of all local tax revenues generated by grant funded projects be returned to the Commission and cap the revenue at no more than 105% of the specific grant. Discussion followed regarding what this means to Bedford County and how much tax revenue would be required to be paid back to the Tobacco Commission. Discussion also followed about what was agreed to previously with the Liberty project versus what will be required now and going forward for new projects. Consensus was that Bedford County received a special deal with the Liberty project and would like someone to address this issue with the Tobacco Commission. Mrs. Blido said that Mr. Boggess will be attending the two day meetings in Floyd and will address the issue with Evan Feinman.

(9) ADJOURNMENT

6:12 p.m.

APPROVED:

Chairman

Secretary