



GREENE COUNTY ECONOMIC DEVELOPMENT AUTHORITY

Board Meeting Minutes

Tuesday, July 21, 2020, @ 6:30 p.m.

Due to Covid-19, this meeting was held via Zoom Video Conference

CALL TO ORDER

- A meeting of the Economic Development Authority Board of Directors was held via Zoom Video Conference on Tuesday, July 21, 2020. Call to order at 6:30 pm with Mr. James Tsikerdanso, Chairman, presiding.

RECORD OF ATTENDANCE

- Members in Attendance: Matt Sweetanos, Matt Dillon, Julia Roberts, James Tsikerdanos, Michael Payne, Whitt Ledford
- Non-Members in Attendance: Alan Yost, Diana Gamma

NOTE: Mr. Payne moved to recess the meeting until 7:00 pm due to the special meeting of the BOS. Mrs. Roberts seconded. Motion passed. Roll call was taken again at 7:00 pm with all members in attendance.

ACCEPTANCE OF MINUTES

- Minutes from June 30, 2020 were distributed electronically to all board members. Mr. Sweetanos moved to approve the minutes. Mr. Ledford seconded. Motion Passed.

FINANCIALS

- P & L and Balance sheets for EDA and Tourism were distributed electronically to all board members. Mr. Sweetanos moved to accept the financials. Mr. Payne seconded. Motion Passed.

REPORTS OF OFFICERS, COMMITTEES, and the ECONOMIC DEVELOPMENT and TOURISM DIRECTOR

- Mr. Yost provided the following updates:
 - GreeneTogether.com – Unofficially launched. An interview with NBC29 and subsequent news clip was aired; some signs have been distributed in the County with more to come; the website is live
 - Rapidan Center is under contract for a 90-day study period and it looks like the developer is interested in the concept plans we had drawn up earlier
 - Clarified to the EDA that the TOT monies will remain in a dedicated account for Tourism under the County and will no longer be transferred to the EDA. The Tourism Council will now be advising the County on the budget and use of the funds. Mrs. Roberts would like to know about the bylaws EDA has in place for Tourism...do they need to be dissolved? She would like an official memorandum on how this works. Mr. Yost will consult with the county attorney.

COMMENTS FROM THE PUBLIC

- Gwen Baker had questions and concerns about the grant program approved by the BOS last week and understood that a link would be available last Friday: where is the link, who reaches out to the businesses, and who makes the decisions? Ms. Baker stated that she received a link from Mr. Yost but that it was for a Google doc and that the Google doc had to be considered before the grant deadline.

- Mr. Tsikerdanos explained that an inquiry form is available and the application will go live on Monday with a two-week open period
- Mr. Yost explained that CIC (Community Investment Collaborative) set up the process of an inquiry form; Ms. Baker said that no-one knew about the inquiry form and it wasn't mentioned at the BOS meeting
- Mr. Payne explained that the link scheduled to go live is contingent on the approval of the 2 MOUs tonight. The EDA will make an effort to reach out to each business in Greene with a business license via a mailer. Mr. Payne also stated that CIC makes the determinations based on criteria presented to the BOS and which they approved.

OLD BUSINESS

- Update regarding Grant Program
 - Mr. Yost – means of advertising includes 29News and CBS19 pieces, Greene County Record article, and Facebook posts
 - Mr. Yost – formally apologized to EDA for not notifying EDA about staff recommendation to remove clause regarding current debt before presenting to the BOS
 - Mr. Tsikerdanos – working on getting a mailer out by the end of the week; voting this evening on MOUs
- GreeneTogether accounting
 - Mr. Yost requested that the EDA become the fiscal agent of GreeneTogether funds.
 - Mrs. Roberts asked if Mrs. Gamma would be keep track in QuickBooks. Mr. Yost replied yes. Mrs. Roberts asked if EDA becomes the fiscal agent then would that mean that that account would be under the EDA's audit procedures for every year end. Mr. Yost replied yes as long as the program exists. Mrs. Roberts, if EDA agrees to do this, EDA would like to receive separate bi-monthly accounting. Mr. Yost said that a separate P&L would be provided.
 - Mrs. Roberts recommends that EDA becomes fiscal agent for Greene Together. Mr. Ledford seconded. 5 aye, 1 nay (Mr. Payne). Motion passed
 - Mr. Ledford asked what the role of Tourism Council will be in the future. Mr. Yost explained that their role does not change, remaining as relevant and critical as in the past, other than the budget is presented to the BOS and not to EDA.
 - Mr. Tsikerdanos needs documentation on how the relationship will work for GreeneTogether. Mr. Yost will work on an MOU between EDA, Chamber, and Economic Development & Tourism.

NEW BUSINESS

- Guest Speaker on Veteran funding opportunities: Mr. Stephen Fitch was unavailable to attend.
- Review County MOU for Grant Program
 - Mr. Tsikerdanos noted that there was a misspelling of Charlottesville Investment Collaborative which was discovered and edited to Community Investment Collaborative prior to getting it signed. Mr. Tsikerdanos also noted that item "G. Businesses must have received or requested a rent reduction or mortgage deferral whichever is applicable" was not part of EDA's initial recommendation or presentation but was added as an edit from another version of this MOU. Mr. Tsikerdanos discussed it with the County Administrator and the language is loose enough

that “whichever is applicable” still keeps it open to businesses that may not have a landlord or needs a mortgage deferral. Mr. Yost noted clarified that this MOU was created originally based on one written for Prince William County and item G was one of the qualifiers. At a later time, Mr. Yost discussed the MOU with Mr. Tsikerdanos and Mr. Payne and there was discussion about taking it out. Mr. Yost apologized that it was not removed as it wasn’t in his notes to do so. Mr. Yost noted that the county lawyer said the language was loosely enough written that it would not disqualify anyone from getting the grant. Mr. Ledford is concerned with the language. Mr. Payne also shares Mr. Ledford’s concerns and thinks that as it is written it hurts existing businesses, long established businesses, or businesses that have a nest egg. Mr. Payne would like to remove item G altogether. Mr. Yost reiterated that CIC will not disqualify any businesses based on line item G. Mr. Dillon also shares the concerns about item G. Mrs. Roberts’ opinion is that a clarification in writing needs to come from CIC and/or the County Administrator about the meaning of the statement and would not like to delay the program. Mr. Payne agrees with Mrs. Roberts but is concerned that the MOU binds the EDA in their actions and the legal agreement with the County not the CIC. Mr. Tsikerdanos recommends approving the document with the edits made: the name and the removal of item G. Mr. Tsikerdanos believes this will permit the application window to open on Monday as intended but also vote to add another week to allow more time to accept applications. Mr. Yost encouraged the EDA to work with the County directly. Mr. Tsikerdanos asked for a motion to accept the MOU between the Board of Supervisors and the EDA contingent on the edits being made that item G be removed or amended so that it is to open it up further to more businesses allow that to be a may or must along with ensuring that the name on the MOU is correct, the Community Investment Collaborative.

- Mr. Payne moved that we accept the current Memorandum of Understanding as presumptive with edits, namely the changing of Charlottesville Investment Collaborative to Community Investment Collaborative and that we either strike-out or edit the verbiage of point G on page 3 to read business may have received or requested a rent reduction or mortgage deferral whichever is applicable, if applicable. Mrs. Roberts seconded. Motion passed.
- Mr. Payne moved to extend the application period for two weeks. Mr. Sweetanos seconded. Motion passed.
- Review CIC MOU for Grant program
 - Mr. Tsikerdanos stated that if we were to accept the MOU, we would also have to accept it contingent on the edits being made to the original Board of Supervisors MOU. Mr. Payne had 3 edits to suggest:
 - page 1 “to understand”
 - page 2, point 3 “act as a conduit”
 - page 5 metrics or matrices? – Mr. Tsikerdanos said “matrix” is what needs to be in there.
 - Mr. Payne moved that we accept the MOU between the EDA and CIC as amended. Mr. Dillon seconded. Motion passed

- Mr. Tsikerdanos asked for a motion to approve the transfer of monies and the CIC's processing fee of 3% so that once the MOUs are straightened out that money can be transferred and the monies be dispersed. Mr. Payne asked to include that the Chairman be given the authorization to sign or negotiate the new MOU between the EDA and the County. Mr. Payne so moved. Mr. Dillon seconded. Motion passed
- Mr. Tsikerdanos asked for a motion to approve, contingent that the MOUs are edited, the transfer of monies and the CIC's fee as well. Mr. Sweetanos moved. Mr. Ledford seconded. Motion passed.
- Mid-year review of EDA priorities
 - Mr. Tsikerdanos noted that the big thing is getting the grants underway and helping the community as much as they can with the support for everything Covid related. Mr. Payne asked if the EDA should undertake any type of letter of support for the Board of Supervisors on the water issues; that is obviously paramount for our existing citizens and our existing business and is also crucial for any new families that want to come to Greene and new businesses.
 - Mr. Tsikerdanos asked if there was a motion to have the EDA draft a letter of support for the Board of Supervisors in regards to the water project. Mr. Dillon moved. Mrs. Roberts seconded. Motion passed.
 - Mr. Tsikerdanos asked for any other new priorities for the EDA. Mr. Yost recommended consideration of seeking more bonding and that the EDA work towards reaching out to more bonding attorneys and making that an initiative so you have funding. Mr. Tsikerdanos agreed and at the next meeting get an idea of how to market that to bonding attorneys throughout Virginia.

NEXT MEETING DATE

- The next regular meeting of the EDA will be on Tuesday, September 15, 2020, at 6:30 p.m. via Zoom

ADJOURNMENT

- Mr. Payne moved to adjourn the meeting. Mrs. Roberts seconded. Motion passed. Meeting adjourned at 7:54 pm.