



## **GREENE COUNTY ECONOMIC DEVELOPMENT AUTHORITY**

### Board Meeting Minutes

Tuesday, September 15, 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, September 15, 2020. Call to order at 6:30 pm with Mr. James Tsikerdanos, Chairman, presiding.

#### **RECORD OF ATTENDANCE**

- Members in Attendance: Matt Sweetanos, Julia Roberts, James Tsikerdanos, Michael Payne, Whitt Ledford
- Non-Members in Attendance: Alan Yost, Diana Gamma, Jay Willer, Bill Martin
- Mr. Matt Dillon has resigned from the EDA board

#### **ACCEPTANCE OF MINUTES**

- Minutes from July 21, 2020 were distributed electronically to all board members. Mr. Ledford moved to approve the minutes. Mr. Payne seconded. Motion Passed unanimously.

#### **FINANCIALS**

- P & L and Balance sheets for EDA and end of year reports for Tourism were distributed electronically to all board members. Mr. Sweetanos moved to accept the financials. Mr. Ledford seconded. Motion Passed unanimously.

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

- Mr. Yost provided the following updates:
  - Currently there is a 200,000 sq ft light manufacturing agricultural prospect but Greene is not competitive due to the lack of incentives available; for example, Fluvanna Co. is able to offer \$8,000/acre, Louisa is able to offer unique financing by floating a bond for the prospect and for five years they lease at interest rate only, and Orange Co. EDA owns a park is able to offer free land; Mr. Yost wants to continue a conversation this year about how Greene can become more competitive for future projects.
  - The Frieds (Merit Greene LLC) have put a contract on Rapidan Center, now called Villages at Terrace Greene; they are currently in a 6-month study period and working on re-zoning to a PUD; the concept plans the EDA funded a few years ago will be repaid if the property closes.
- Mr. Martin was unaware of Mr. Dillon's resignation and requested that everyone begin searching for two new board members
- Mr. Willer asked what constitutes a quorum? Mr. Whitt recalled that a quorum is 4; Mr. Yost reviewed the bylaws and found that "a quorum at any meeting shall consist of the majority of the current membership"

#### **COMMENTS FROM THE PUBLIC**

- N/A

## **OLD BUSINESS**

- Update regarding Grant Program
  - Mr. Tsikerdanos reached out to CIC for data on grant applications; there were 104 inquiries, 38 completed applications, 24 approvals, 2 pending, \$194,493 awarded (~70% for the first opening of the grant period); the most common disqualifier was businesses not able to prove a loss of 25% from the prior year, next was lack of Greene Co business license, and then behind in taxes. Direct mailer for marketing grants was the number one way to reach Greene Co. businesses; the cost was \$933; would like to vote for another mailer tonight for round 2
  - Mr. Payne suggested consulting with the County to add a snippet in future tax bills to indicate how government announces opportunities like this grant and reminders to reapply for their business license.
  - Mrs. Roberts asked if an announcement will be made about the results of the grant thus far; Mr. Tsikerdanos said that yes, the data would be announced.
  - Mr. Payne wanted to discuss what EDA should discuss in public session, what should be discussed in executive session because there will be certain updates with private financial matters to discuss. Suggests structuring the information in such a way that it informs the public but doesn't necessarily expose any of the recipients to having private information lost.
  - Mr. Payne moved to have a second round of grants valued at \$100,000 with discussion of modifications for criteria to follow.
  - Discussion followed regarding farms not needing business licenses as well as discussion about a second round of applications in order to distribute the remaining funds, any modifications for round 2, and COVID related expenses (PPE), and new businesses in relation to eligibility for the second round or a third round.
  - Mr. Payne amended his motion to reflect the addition of the PPE, hold for this period of time for the same profit/loss indicators as prior, pull back the cost of the mailers for the first and the second from this money, and whatever is the balance of the money after all of the loans are paid. Mr. Ledford seconded. Motion passed unanimously.
  - Mrs. Roberts moved to make a second mailer for the second round of grants with money to come out of the grant funds to be asked to be reimbursed by the board of supervisors. Mr. Sweetanos seconded. Motion passed unanimously.

## **NEW BUSINESS**

- Guest Speaker, Mr. Stephen Fitch provided a presentation on Veteran funding opportunities; Mr. Fitch will provide information to the EDA with links for more information.
- Ratify vote of first refusal on the Business Park property, map #50-A-2-6B (5-acre lot behind Premier Vinyl and across from Ashbury). Mr. Sweetanos moved to waive our first right of refusal on the property mentioned before. Mrs. Roberts seconded. Motion passed unanimously.
- Vote on closing out the Tourism account

- Mr. Tsikerdanos asked Mr. Yost for a clarification of what is happening. Mr. Yost explained that there is \$78,677.51 in retained earnings that has been accumulated over time and will be reverted back to the County and must still be spent on Tourism initiatives. Mr. Yost praised the Tourism Council for being great stewards of this money on the EDA's behalf and for their efforts on increasing Tourism in the County.
- Julia moved to close the account and send the balance of the funds back to the County as requested. Mr. Payne seconded. Motion passed unanimously.
- Mr. Payne – in reference to the approved document for the tier loans and the small business loans suggested that the EDA approve the addition of a question that asks: Are you a current member of the United States Armed forces or a veteran; add to the questionnaires. Mr. Tsikerdanos said as an immediate action item put that on an email chain to discuss but does not think they need a vote but get a consensus and vote on it at the next meeting.

#### **NEXT MEETING DATE**

- The next regular meeting of the EDA will be on Tuesday, November 17, 2020, at 6:30 p.m. via Zoom

#### **ADJOURNMENT**

- Mr. Sweetanos moved to adjourn the meeting. Mrs. Roberts seconded. Motion passed unanimously. Meeting adjourned at 8:00 pm.