



## **GREENE COUNTY ECONOMIC DEVELOPMENT AUTHORITY**

### Board Meeting Minutes

Tuesday, November 17, 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, November 17, 2020. Call to order at 6:32 pm with Mr. James Tsikerdanos, Chairman, presiding.

#### **RECORD OF ATTENDANCE**

- Introduction of new EDA Board Members: Abbey Heflin & Paul Reickart
- Members in Attendance: James Tsikerdanos, Michael Payne, Whitt Ledford, Abbey Heflin, Paul Reickart
- Members Not in Attendance: Matt Sweetanos, Julia Roberts
- Non-Members in Attendance: Alan Yost, Diana Gamma, Jay Willer, Bill Martin

#### **ACCEPTANCE OF MINUTES**

- Minutes from September 15, 2020 were distributed electronically to all board members. Mr. Payne moved to approve the minutes. Mr. Ledford seconded. Vote: Mr. Payne, Mr. Ledford, Mr. Tsikerdanos aye; Mrs. Heflin & Mr. Reickart abstain. Motion passed.

#### **FINANCIALS**

- P & L and Balance sheets were distributed electronically to all board members.
- No questions or concerns

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

- Mr. Yost provided the following updates:
  - Tourism remains strong
  - The Visitor Center Open House was a great event
  - Distribution centers seem to be the hot thing in Greene right now with many inquiries; key active ones are a 20,000 sq ft and 50,000 sq ft centers
  - Potential 100,000-200,000 sq ft agricultural product looking to locate in the region; long shot but a possibility
  - Ashbury International is on the market and we've been showing it; have had a lot of interest from the Defense Production industry due to the recent Defense Production zone approved in the county.
  - Villages at Terrace Greene will be going before the Planning Commission in December; it is a Town Center concept with 20,000 sq ft of office space, 60,000 sq ft of retail space, 100,000 sq ft of industrial space; also potential nursing facility, movie theater, green space, indoor recreational facility; town homes; this is very exciting and the best project to come along in Greene County since he's been doing this job. He would like the EDA on board and to speak at any upcoming public hearing

- Starbucks and Dominoes will be opening in front of Lowe's; Randy's Hardware is open next to Food Lion
- Questions:
  - Mr. Reickart: where is the Villages at Terrace Greene located? Mr. Yost: between Sheets and Terrace Greene Apartments
  - Mrs. Heflin: is any of the space leased already? Mr. Yost: rezoning has to be done before marketing though there are a couple of entities that we have been informally courting; Mr. Yost shared the concept plan with the EDA
  - Mr. Ledford: was low income or subsidized housing part of the plan for the Villages? Mr. Yost does not believe so
  - Mr. Reickart: what is the concern with the town houses? Mr. Yost: residential growth, especially townhomes, costs the county money; townhomes are not currently available and can attract young families with children which are school costs; also, concern that the townhomes will be developed and the retail will never be built; due to limited inventory in the county, this project provides so many opportunities for industrial, commercial and retail.
  - Mr. Ledford asked for a very brief update on ongoing projects such as the Drive-in Movie Theater? Mr. Yost noted that the drive-in theater has been approved by the Planning Commission and by the Board of Supervisors. A site plan needs to be submitted by the business owner; potential challenges with the costs associated with VDOT and with the storm water plan; both of which have significant costs and are state agencies that are out of the county's control

### **COMMENTS FROM THE PUBLIC**

- N/A

### **OLD BUSINESS**

- Update regarding Grant Program:
  - Mr. Tsikerdanos gave the following report on the 2<sup>nd</sup> round of grants:
    - 59 inquiries
    - 14 completed applications
    - 8 approved for a total of \$50,159
    - Total money disbursed after the 2<sup>nd</sup> round is \$256,722
    - Two more pending applications need to be reviewed by the loan review committee
    - \$10,866.50 in fees (CIC administrative costs and mailers); Mr. Tsikerdanos asked: would the EDA see it as acceptable to use the funds to recover the expenses incurred?
    - Mr. Payne moved to recover the costs associated with the CIC fees and the mailers from the remaining grant funds. Mr. Ledford seconded. Motion passed unanimously.
    - Mr. Martin requested that Mr. Taylor be notified of the remaining amount of funds to be returned to the county as soon as possible.
    - Mr. Payne asked how Mr. Yost & Mr. Martin felt the program went. Mr. Yost felt that CIC was an incredible asset throughout the region. Mr. Martin was very happy with the

amount of money distributed. Mr. Tsikerdanos noted that CIC employees reached out to help those applicants having difficulties with the process; they did a fantastic job.

## **NEW BUSINESS**

- Election of New Loan Review Committee member
  - One opening remains due to the resignation of Matt Dillon. General duties focus on reviewing applications for the recovery grants and micro-lending options through EDA in cooperation with CIC. Mr. Ledford volunteered to fill the position. Mr. Rieckart moved to make Mr. Ledford a member of the loan review committee. Mr. Payne seconded. Motion passed unanimously.
- Review loan request for American Legion
  - The Legion is requesting \$11,000 for RSA hook-up fees so they can use the post as a tourism event venue. Mr. Yost commented that this is really a great opportunity for economic development and not just a service request; the wedding industry is thriving in our community; this would be a local, affordable option for the community. Mr. Tsikerdanos opened up discussion; since this is an unconventional loan to a non-profit, the CIC recommended that the EDA work out the details internally but that CIC would be able to do the servicing of the loan long-term. Mr. Payne asked if the American Legion has completed the EDA's loan application; he noted that there are two issues to decide: one, does the EDA want to move, as previously discussed, the small loan fund to CIC to do this type of lending and two, does the EDA want to do this particular loan. Mr. Tsikerdanos stated that it would be best to have the loan application completed and the loan review committee review it with Mr. Payne being the point person for receiving the application. The EDA board would then take the recommendation from the loan review committee.
- Zoning Audit Input
  - Mr. Yost noted that the Planning & Zoning office is looking for zoning audit input, in particular, mixed-use zoning; he will send out a link to the zoning audit survey. Mr. Yost encourages the EDA to look at this and provide feedback. He also asked EDA to provide input into the future comprehensive plan revisions as well as thinking about feedback to the BOS and Planning Commission on what the EDA can do to provide more economic development opportunities.
- January Meeting Presentations
  - Mr. Tsikerdanos will be putting together presentations to help get ideas going for some of the things the EDA will be doing.
    - Bond financing with Mr. Lauro
    - Louisa County's site inventory and land acquisition with Mr. Wade
    - Micro lending with CIC
  - Mr. Payne wondered if this would be a good opportunity to invite members of the non-profit community to attend the meeting. Mr. Tsikerdanos thought that an announcement to the public would be a good idea.

- Mr. Reickart would it be confusing to the non-profits to have discussion about bonds and loans in the same meeting? Mr. Ledford agrees that clarity is critical to prevent misinterpretation by the public. Mrs. Heflin asked if it would be too much to have a special meeting for the EDA to understand first and work on priorities and then one for the public?
- A special meeting will be held on February 16, 2021 at 6:30 pm.

#### **NEXT MEETING DATE**

- The next regular meeting of the EDA will be on Tuesday, January 19, 2021, at 6:30 p.m. via Zoom

#### **EXECUTIVE SESSION**

##### **Enter Executive Session:**

- Mr. Tsikerdanos asked for a motion to enter into executive session pursuant to Section 2.2-3711 (a5) of the Code of Virginia and inviting Mr. Martin & Mr. Willer for the discussion concerning a prospective business or industry or the expansion of an existing business or industry where no previous announcement has been made of the business' or industry's interest in locating or expanding its facilities in the community. Mr. Payne moved to enter; Mr. Ledford seconded. Mr. Reickart, yes; Mrs. Heflin, yes; Mr. Ledford, aye; Mr. Payne, aye; Mr. Tsikerdanos, aye. Motion passed.
- **Return to Public Session:** Mrs. Heflin moved to return to open session. Mr. Reickart seconded. Mr. Payne, aye. Mr. Reickart, aye; Mr. Ledford, aye; Mr. Payne, aye; Mrs. Heflin, aye, Mr. Tsikerdanos, aye. Motion passed.
- **Certification:** All members certify that only public business matters lawfully exempted from the open meeting requirement and only such matters as identified by the motion to enter into executive session were discussed. Mr. Reickart, aye, Mr. Ledford, aye; Mr. Payne, aye; Mrs. Heflin, aye; Mr. Tsikerdanos, aye.

#### **ADJOURNMENT**

- Before adjournment, Mr. Payne asked if there was any chance for the EDA to pay for a targeted marketing campaign to convince businesses in CA that have been devastated by the wildfires to relocate to Greene County? Mr. Yost asked what assets we would be promoting? Mr. Yost will do some research, reach out to one of the local vineyards, and follow up at a later date.
- Mr. Ledford moved to adjourn the meeting. Mr. Reickart seconded. Motion passed unanimously. Meeting adjourned at 8:25 pm.