



GREENE COUNTY ECONOMIC DEVELOPMENT AUTHORITY

Board Meeting Minutes

Tuesday, March 16, 2021, @ 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, March 16, 2021. Call to order at 6:30 pm with Mr. James Tsikerdanso, Chairman, presiding.

RECORD OF ATTENDANCE

- Members in Attendance: Abbey Heflin, Julia Roberts, James Tsikerdanos, Michael Payne, Whitt Ledford, Paul Reickart
- Members Absent: Matt Sweetanos
- Non-Members in Attendance: Bill Martin, Jay Willer, Alan Yost, Diana Gamma

ACCEPTANCE OF MINUTES

- Minutes from January 19, 2021, were distributed electronically to all board members. Mrs. Roberts moved to approve the minutes. Mr. Payne seconded. Motion Passed unanimously.

FINANCIALS

- P & L and Balance sheets for EDA and Tourism were distributed electronically to all board members. Mrs. Roberts moved to accept the financials. Mrs. Heflin seconded. Motion Passed unanimously.

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

- Mr. Yost provided the following updates:
 - Reminder that the 2nd meeting for the Comprehensive Plan review will be tomorrow night (Wednesday, March 17); Mr. Yost sent an email with the zoom link to all board members.
 - The Villages at Terrace Greene meeting before the BOS has been pushed back to April.

COMMENTS FROM THE PUBLIC

- Mr. Willer stated that the Planning Commission will be holding a work session that the public is welcome to attend but no decision will be made. This work session is regarding the different phases of the Comprehensive Plan. Designated growth areas and land management will be the main focus.

OLD BUSINESS

- Discuss using CIC for our lending services
- The following comments were made during the discussion:
 - Mr. Tsikerdanos – Community Investment Collaborative handled the Covid grant process and Mr. Tsikerdanos asked the board to weigh in on their thoughts on the process.
 - Mr. Yost – Fluvanna and Nelson Counties have used CIC for small lending and have been very happy with the management of funds. CIC takes a lot of the burden off of the EDAs.
 - Mrs. Roberts – has heard good feedback and is a proponent of using CIC to the full capacity that the EDA can.

- Mr. Ledford – thinks it has been fantastic and provides a nice structure. He supports continuing using CIC.
- Mr. Martin – asked if the EDA is aware of the American Rescue Plan coming our way?
- Mr. Yost – clarified that CIC was used for the Covid grant money and now the EDA would like to consider using them to manage the micro-lending program.
- Mr. Payne – CIC has allowed the EDA to operate at an arm's length distance and avoid any hint of personal involvement or conflict. He felt they performed at a high level and he's very happy with their service.
- Mr. Reickart – with lending, there's risk. If a loan doesn't get repaid, who assumes that risk?
- Mr. Tsikerdanos – the EDA assumes the risk as the money is the EDA's.
- Mr. Payne – noted that CIC offers a lot of education for small business owners
- Mrs. Heflin – what is the cost to have them service the loans and/or grants?
- Mr. Tsikerdanos – CIC adds that cost so that the borrower pays for the service; with the positive feedback from the board members, Mr. Tsikerdanos will schedule Stephen Davis to attend the EDA meeting to discuss and answer questions.
- Mr. Yost – if new grant money becomes available to businesses (in reference to the American Rescue Plan), can CIC do the legwork on who did not receive money from the last grant, why they didn't, are there businesses that were hit harder than others, etc.?
- Mr. Martin – we don't have very many superb models and CIC has been an excellent interface; the BOS really like the relationship between CIC and EDA; Mr. Martin agrees with Mr. Yost and noted that we need to be ready to move forward with the American Rescue Plan as soon as it is available.
- Mr. Yost – can we look at who's going to take the first stab at devising a plan and determine who that will be? EDA or Economic Development and Tourism office? Mr. Yost is happy to take the lead.
- Mr. Tsikerdanos – will set up a meeting with Mr. Davis about the micro lending program and set up another meeting with CIC, Alan and others for setting up a working plan in advance of future Federal grant money.
- Mr. Ledford – with the influx of monies from the Federal government, how that money is handled is critical; he suggests that the EDA keep a perspective on who needs these funds and how can the EDA help them to get the funds.
- Mrs. Heflin – EDA doesn't want to lose control over where the funds are going and can CIC talk to the EDA about that?

NEW BUSINESS

- Vote on reimbursement to tourism for Greene Together expense
 - Mr. Yost – Greene Together was originally a tri-group endeavor: EDA, Chamber, and Economic Development & Tourism (EDT). Now, it is mainly EDT moving forward. Mr. Yost is asking the EDA to assume \$200 in annual costs associated with the website including the URL and web design platform.
 - Mr. Reickart moved to support the Greene Together website. Mr. Ledford seconded.

- Mr. Reickart amended his motion to include paying up to \$200 annually for the costs associated with the design and upkeep of the GreeneTogether.com website. Mr. Ledford seconded. Motion passed unanimously.

NEXT MEETING DATE

- The next regular meeting of the EDA will be on Tuesday, May 18, 2021, at 6:30 p.m. via Zoom

ADJOURNMENT

- Mr. Ledford moved to adjourn the meeting. Mrs. Roberts seconded. Motion passed unanimously. Meeting adjourned at 7:13 pm.