

August 24, 2006

The Joint Industrial Development Authority of Wythe County, Wytheville, and Rural Retreat held a regular meeting on Thursday, August 24, 2006, at 3:00 p.m. at the Council Room of the Wytheville Municipal Building located at 150 East Monroe Street, Wytheville, Virginia.

MEMBERS PRESENT

Joseph W. Freeman, Chairman	William F. Snyder, Vice Chairman
George T. Johnstone, Treasurer	Gerald L. Brewer
Danny B. Gordon	David N. Johnson

MEMBERS ABSENT

David Elmore

EX-OFFICIO MEMBERS PRESENT

C. Wayne Sutherland, Jr., Wytheville Town Manager

EX-OFFICIO MEMBERS ABSENT

Raymond E. Matney, Rural Retreat Town Manager
R. Cellell Dalton, Wythe County Administrator

DETERMINATION OF QUORUM

Mr. Freeman called the meeting to order and determined a quorum to be present. Mr. Gordon offered the invocation, and Mr. Freeman led the Pledge of Allegiance.

CITIZENS' TIME

Mr. Freeman asked if there were any persons present who wished to address the board during citizens' time. There being none, he proceeded with the agenda.

PRESS RELEASE-CAREER COACHING PROGRAM

The board reviewed the following press releases. Mr. Collin Peel, President of Camrett

Companies, was present. Dr. Hawthorne stated Camrett Logistics was a local start up business that had done exceptionally well. Mr. Peel expressed his gratitude to the Joint IDA for helping his company grow as one of the fastest growing private companies in Virginia. His company celebrates not only success, but continued growth. Mr. Peel stated that he had expanded his company and was opening facilities in Atlanta and Indianapolis. He also stated he is appreciative of the growth companies coming to the area. Dr. Snyder congratulated Mr. Peel on his success and wished him the best locally and in the other states. He thanked Mr. Peel for his contribution to the citizens of Wythe County in making our community better.

Camrett Companies to Acquire Facility Adjacent to Fairview Industrial Park

WYTHEVILLE, VA—The Camrett Companies, a warehousing, logistics, and transportation firm, has acquired the former Rohm and Haas (Morton Powder Coatings) facility located on North Fourth Street in Wytheville. The global consignment and P.E.T. storage units of Camrett Logistics will move to the facility in the fall of this year. Camrett Express, Camrett Companies' transportation unit, will centralize its dispatching operations in the newly acquired facility, relocating operations currently in Rural Retreat, Virginia, and Dublin, Virginia. The new facility will better provide third-party services to Wytheville-based manufacturers and better utilize the I-77–I-81 corridor to facilitate service to customers outside of Southwest Virginia. The addition of a Wytheville facility will enlarge the company's total managed space to 650,000 square feet. The potential exists to increase the newly acquired facility by an additional 500,000 square feet. "Expansion is key to our success," President and CEO Collin Peel said. "We are a market-driven company. We are here to assist as our client base looks to grow their manufacturing or distribution services. In today's world of globalization it is imperative for our local manufacturers to have options to store raw materials in a 'just next door' environment. Our customers need the ability to produce year around, yet distribute in a seasonal fashion."

Camrett Logistics, Inc., is certified to ISO 9001-2000 standards of quality. Camrett Companies was established in 1995 and has 140 full-time employees throughout Southwest Virginia and Atlanta, Georgia. The parent company comprises Camrett Logistics; Camrett Dedicated Logistics; Camrett Express; and Camrett Expedited Services, Carrier Solutions and CDL Leasing.

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Release Date: August 24, 2006

Joint IDA Receives Grant to Help Start Career Coaching Program

WYTHEVILLE—The Joint Industrial Development Authority of Wythe County has received a grant from the Virginia Employment Commission under Workforce Investment Act funding that allows the Governor to help develop the emerging workforce in Virginia. The \$50,000 grant, when coupled with \$10,000 being raised through the Wythe Manufacturing Council, will be used to help Wythe County Public Schools fund the initial year of a career coaching program in each of the three middle school/high school pairs in the county.

Many national and local strategies have identified the need for career coaches to assist students, parents, and education professionals in evaluating various career options for students early in their academic studies to enable them to obtain a better understanding of career

opportunities, requirements, and expectations. The program begins by exposing younger students to general information and requirements for broad career paths. By the time students complete high school, the program aims to provide opportunities for shadowing, mentoring, and internships, thus helping students obtain direct experience in the career of their focus. The career coaching program will begin with the 2006-2007 academic year. The Wythe Manufacturing Council and other local employer organizations will provide ongoing support to the program by offering "real world" insights for various locally available careers.

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Release Date: August 15, 2006

The board also reviewed the following press release issued by the Wythe-Bland Community Foundation:

WYTHE-BLAND COMMUNITY FOUNDATION ANNOUNCES TUITION SCHOLARSHIP PROGRAM

Beginning in the fall of 2007, the Wythe-Bland Community Foundation will provide scholarships for two years of tuition at Wytheville Community College to all qualified graduates of Wythe and Bland County, Virginia, high schools. Qualifications are still being finalized but will include such items as residency requirements, enrollment in an approved curriculum, exhaustion of other funding resources, performance of a community service project, and maintenance of minimum academic performance requirements. Criteria will be further developed in collaboration with Wytheville Community College and the public school systems of Wythe and Bland Counties and will be subject to annual evaluation and revision. Additional details will be made available at a later date. Scholarships will be administered by Wytheville Community College based on criteria provided by the foundation.

"I congratulate all of those who have worked to formulate this tuition scholarship program, especially the WBCF ad hoc committee," said Dr. Alan Hawthorne, Chair and CEO of the Wythe-Bland Community Foundation. "I can think of no other program that will have as great an impact on our communities as this initiative. We look forward to full implementation of the scholarship program."

The Wythe-Bland Community Foundation recently completed its first year of operation during which it made ongoing payments toward the construction of the new Wytheville Community Center and awarded several new grants, primarily for health-related activities. Additional information is available at www.wbcfoundation.org.

The Wythe-Bland Community Foundation, which is based in Wytheville, Virginia, makes grants to qualified 501 (c) (3) organizations serving Wythe and Bland counties that support or promote the foundation's mission. The foundation provides opportunities to improve the health, education, and welfare of the citizens of the Wythe and Bland communities, with an emphasis on meeting health care needs.

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Release Date: August 7, 2006

Contact: Dr. Gail Catron, Executive Director 276-228-8001

APPROVAL OF MINUTES - July 27, 2006 board meeting

Dr. Hawthorne explained that there had been a correction to the draft in the board package. It involved changing the financial report section to reflect the decision to write-off an obsolete computer. Dr. Snyder made a motion, seconded by Mr. Johnstone, to approve the minutes as corrected. The motion passed unanimously.

APPROVAL OF INVOICES

Mr. Gordon asked if the summer intern Laura Teed, had been paid in full. Dr. Hawthorne explained she received her final check on July 27, 2006. Dr. Snyder asked about check #5029 to First Bank of Virginia, and Dr. Hawthorne stated this is the 941 monthly state tax payment. Dr. Hawthorne explained that check #5038 is the quarterly payment to the Virginia's aCorridor. Mr. Gordon made the motion, seconded by Dr. Snyder, to pay the invoices. The motion passed unanimously.

Joint IDA of Wythe County

Check Register

For the Period From Jul 28, 2006 to Aug 24, 2006

Check #	Date	Payee	Amount
5022	8/24/06	Alan R. Hawthorne	4,045.13
5023	8/24/06	Danielle M. Skeens	1,744.56
5024	8/24/06	Michael B. Webb	2,135.53
5025	8/24/06	Appalachian Power	87.05
5026	8/24/06	Anthem Southeast Dental	94.89
5027	8/24/06	Anthem Blue Cross and Blue Shield	1,505.38
5028	8/24/06	Companion Life Insurance Co	74.97
5029	8/24/06	First Bank of Virginia	2,915.07
5030	8/24/06	Robert G. Moore	1,100.00
5031	8/24/06	Sprint PCS	82.28
5032	8/24/06	Embarq	123.96
5033	8/24/06	Embarq	9.90
5034	8/24/06	VA Dept Of Taxation	483.76
5035	8/24/06	VA Economic Dev Assoc.	350.00
5036	8/24/06	Bankcard Services	913.37
5037	8/24/06	Xerox	267.86
5038	8/24/06	The Mount Rogers Dev Partnersh	6,899.75
5039	8/24/06	Alan Hawthorne - Reimbursement	506.58
5040	8/24/06	Mike Webb	85.44
5041	8/24/06	Danielle M. Skeens	34.71
Total			23,460.19

OLD BUSINESS

REPORT ON WYTHEVILLE PLANNING COMMISSION WORKING SESSION

Mr. Webb gave an update on the Wytheville Planning Commission working session that took place on August 10, 2006, at 6:30 p.m. Mr. Webb stated that he attended as an observer. He informed everyone that no action was going to be taken as this time. Mr. Gordon commented on the lack of representation from industries in Fairview Industrial Park. He stated that he felt more businesses or plant managers should have been at the meeting. Dr. Hawthorne noted that the plant managers are extremely busy, and commented that the Joint IDA is a voice for the industries. Mr. Gordon asked about the possibility of a plumbing retail store locating in the park. Mr. Webb stated he showed the Creative Glass building to the prospects, but it wanted to be in the park. Mr. Freeman thanked Mr. Webb for his efforts in this area and stated he feels the process has taken its course and is where it needs to be at this time.

WEBSITE UPDATE

Mr. Webb briefed the board about the website and the updates that have taken or will take place in the near future. He stated that Dr. Hawthorne met with Mr. Rob Swiger on August 23, 2006, to discuss some concerns with the website and its current status. Mr. Swiger pledged a working draft by Friday, September 1, 2006. Dr. Hawthorne stated that he would then be able to look over the site making necessary corrections and/or additions. It is anticipated that the beta version will be available on September 1, 2006, and will be live for one month. Dr. Hawthorne anticipates useful feedback from users of the site. Mr. Freeman asked if the links will work on the beta version. Dr. Hawthorne stated that all links should be working. Dr. Hawthorne commented on the great deal of work that had been completed by Mr. Webb and Ms. Teed over the summer. He stated they had composed an efficient skeleton outline of what is to be on the website and a guideline for information needed. After talking with Mr. Swiger, Dr. Hawthorne stated he will have to learn some new software to maintain the site.

OTHER

Mr. Webb presented the new Revolving Loan Fund marketing brochure that he and Dr. Hawthorne developed. Mr. Gordon asked if these would be distributed to local banks. Dr. Hawthorne stated he has scheduled meetings with the banks and it is routine to send out letters to the banks once or twice a year to touch base with them and make them aware that the RLF is available. Mr. Gordon asked Ms. Jennifer Jones if the information from the brochure could be added to the Chamber of Commerce newsletter. Ms. Jones stated that could be done.

Dr. Hawthorne briefed the board members on the traffic study for Progress Park. He stated he had met with VDOT representatives and discussed key items that are of concern. Dr. Hawthorne stated he would continue to keep on top of this issue. Mr. Gordon stated community members along Peppers Ferry road had complained to the Wythe County Sheriff's Office about speeding.

They are now patrolling the area and enforcing the speed limit.

NEW BUSINESS

APPROVAL ANTHEM LIFE AD&D POLICY

Mrs. Skeens informed the board that Fort Dearborn Life had been bought by Anthem Life. She explained it is the same policy and the change became effective July 1, 2006. Mr. Brewer asked if there was an increase in the rates. Dr. Hawthorne stated there was none at the time of the change, but anticipated some slight increase over the next year. Mrs. Skeens stated Anthem Life needed a signed application for its records. Mr. Gordon made a motion, seconded by Mr. Brewer, to sign the application. The motion passed unanimously.

LEASE EXTENSION AGREEMENT FOR JOINT IDA OFFICE

Dr. Hawthorne briefed the board on the current lease for the Joint IDA office. He stated the current lease would expire at the end of October. He presented the board with a lease extension agreement that has been reviewed and accepted by Dr. and Mrs. Robert G. Moore. He informed the board that the terms are the same, along with the rental rate. This lease extension is for one year with the option to renew for two additional one year periods. Dr. Snyder asked about the status of the parking lot being paved. Dr. Hawthorne informed the board that Dr. and Mrs. Moore had agreed to pay for one-half of the original quoted cost of \$3,000. This would be a \$1,500 expense for the Joint IDA. Dr. Hawthorne stated he was waiting on financial donations for this cause and thought it might be a conflict of interest to ask an asphalt company, which receives contracts for industrial projects, to donate asphalt. Mr. Gordon asked if the amount had been budgeted in the 2007 budget. Dr. Hawthorne stated it had not been requested in the budget at this time. Dr. Snyder asked if paving the lot was part of the original lease agreement. Dr. Hawthorne commented that it was not; however, the owners had agreed to pay one-half of the total cost on paving the parking lot. Dr. Snyder expressed concerns about handicap issues in the back parking lot. Dr. Hawthorne asked if he could do some research, look at options, and get back to the board at the next meeting. He stated he would have to get new quotes, as the cost of asphalt had increased since receiving the quotes last summer. Dr. Hawthorne informed the board of recent improvements to the office made by the owners. He stated the owners had recently replaced the door in his office and have agreed to have the windows cleaned two times a year. He also informed the board that the owners will be covering the cost of materials needed to install hard wire throughout the building for the computer system. Dr. Hawthorne commented he would be doing the actual installation. Mr. Johnstone made the motion, seconded by Mr. Brewer, to sign the lease extension agreement. The motion passes unanimously.

AUDIT COMMITTEE REPORT

Dr. Hawthorne stated the audit committee met on Friday, August 18, 2006, to review the 2006

year end financial reports. Dr. Hawthorne stated that the committee members, Mr. Freeman, Dr. Snyder, and Mr. Johnstone, reviewed the information thoroughly. Mr. Freeman commented on the amount of detail that is in the financial reports. He stated that all funds were easily trackable and logically presented. Both Dr. Snyder and Mr. Johnstone commented on the thoroughness of the report.

REPORT ON NEW RIVER/MOUNT ROGERS WIB ECONOMIC DEVELOPMENT FORUM

Dr. Hawthorne reported on the forum that took place on August 15, 2006, at Wytheville Community College. He stated it was a great conference and helped get the word out about Wythe County. Dr. Hawthorne commented on the positive feedback that he had received from participants. A topic of interest at the forum was best practices across the Commonwealth. Dr. Johnson commented that it was well attended and spawned good conversation. Dr. Snyder commented that the attendance could have been better, but the speakers were great, along with the information that was presented. Dr. Snyder stated that he thought we received good publicity out of the forum and it was positive representation of economic development in this part of the state. Mr. Freeman asked if they anticipated doing a forum like this again. Dr. Hawthorne stated there would be some form of seminar, but probably not to this extent. Mr. Freeman said he had heard good responses from participants of the forum. Dr. Hawthorne reiterated partnerships have been established and the Joint IDA will continue to be an active player in doing what is good for this region.

REPORT ON SEDC AUTOMOTIVE/LOGISTICS SEMINAR

Dr. Hawthorne briefed the board on his conference in Louisville, Kentucky. He stated he was able to attend the kick off event tour of the Toyota facility in Kentucky. He remarked it was very impressive and was a huge success story for them. He commented on the speakers and their discussions about the automotive world. He said it was a good seminar and he was able to talk to Terry Lentz from Virginia Economic Development Partnership. This time together enabled him to reinforce their relationship.

REPORT ON CDFA DEVELOPMENT BOND FINANCE COURSE

Dr. Hawthorne commented on his industrial development bond training course in Washington, D. C. on August 3-4, 2006. Dr. Hawthorne stated this was probably the best training course he has attended. He was provided up-to-date new legislative actions that will be effective January 1, 2007. He commented that this training had provided him a tool to market bonds to local industries. He stated the Joint IDA will be better able to utilize bonds in the future, because he has a better understanding on them. He stated this was resources well spent. Mr. Freeman commented that with this increased knowledge, the Joint IDA will be able to increase its ability to offer industrial revenue bonds. Dr. Hawthorne stated he was very excited to be able to offer them to the local industries.

VIRGINIA INTERNATIONAL TRADE CONFERENCE, ROANOKE, VIRGINIA

Dr. Hawthorne informed the board that he has been invited to attend the Virginia International Trade conference in Roanoke, Virginia on October 3-4, 2006. He stated that in past years, the conference had been held at distant locations and he had not been able to attend. He stated this would be a day trip and would not incur any over night expenditures. Mr. Gordon asked how much the conference costs, and Dr. Hawthorne stated there was a registration fee of \$175. Mr. Gordon made the motion, seconded by Mr. Brewer, to pay the registration fee. The motion passed unanimously.

SUMMER 2006 NEWSLETTER

The board reviewed the Summer 2006 issue of the Joint IDA newsletter. Dr. Snyder asked who are the major users of Acrylife roofing system. Dr. Hawthorne answered it is mostly commercial users.

PROJECT UPDATES

Dr. Johnson made a motion to enter into closed session as permitted by Section 2.2-3711(a)(5) of the Virginia Freedom of Information Act, Code of Virginia to discuss unannounced projects. Motion was seconded by Mr. Johnstone and passed unanimously. Dr. Johnson made motion, and Mr. Johnstone seconded, to reconvene in open session. The motion passed unanimously. Dr. Johnson moved that the Joint Industrial Development Authority of Wythe County, Wytheville, and Rural Retreat certify that, in the closed meeting just concluded, nothing was discussed except the matter (1) specifically identified in the motion to convene in a closed meeting and (2) lawfully permitted to be so discussed under the provisions of the Virginia Freedom of Information Act cited in that motion. The motion was seconded by Mr. Johnstone and passed.

CERTIFICATION OF CLOSED SESSION

WHEREAS, the Joint Industrial Development Authority of Wythe County, Wytheville and Rural Retreat has convened a closed meeting on this date pursuant to an affirmative recorded vote and in accordance with the provisions of the Virginia Freedom of Information Act; and

WHEREAS, Section 2.2-3711 of the Code of Virginia requires a certificate by the Joint Industrial Development Authority of Wythe County, Wytheville and Rural Retreat that such closed meeting was conducted in conformity with Virginia law;

NOW, THEREFORE, BE IT RESOLVED that the Joint Industrial Development Authority of Wythe County, Wytheville and Rural Retreat, hereby certifies that, to the best of each member's knowledge, (I) only public business matters lawfully exempted from open meeting requirements by Virginia law were discussed in the closed meeting to which this certificate resolution applies, and (ii) only such public business matters as were identified in the motion convening the closed meeting were heard, discussed or considered by the Joint Industrial Development Authority of Wythe County, Wytheville and Rural Retreat.

Motion was passed with the following roll call vote:

AYES:	Gerald Brewer	George Johnstone
	Joe Freeman	Danny Gordon
	David Johnson	William Snyder
NAYS:	None	

ABSENT DURING MEETING: David Elmore

ABSENT DURING VOTE: David Elmore

OTHER

Dr. Hawthorne made the board members aware that checks from the Wythe Opportunity Fund would be paid next month. These include \$607,474.00 to Haskell for earthwork, clearing, and grading, \$62,433.00 to the Town of Wytheville for on-site waterline, and \$199,593.00 to Wythe County for on-site rail construction and entrance road. The total funds disbursed to cover Wythe County services will be \$869,500.00.

Dr. Hawthorne provided board members with current news on Virginia being selected the best state for business by Forbes. He stated there were six categories in which each state was judged and Virginia was in the top ten on all six categories. No other state was close to Virginia. He informed the board it could read the article on Forbes' website. Mr. Freeman informed the board that he forwarded this information to corporate offices, as this was just the information they needed to read.

Dr. Hawthorne informed the board of an upcoming Baker Donelson seminar that will take place on September 14, 2006, at Hungry Mother State Park, in Marion, Virginia. This seminar will focus on Labor and Employment Law. He stated a discount will be given to Wythe Manufacture Council members.

Ms. Skeens expressed her concerns over the flags at the entrance of Progress Park. She recently visited the Gatorade facility and noticed the flags were not up. Mr. Brewer commented that he had been out to Progress Park several times recently and they had not been up either. He stated he thought one of the businesses in the park was going to put them up and to take them down each day. Dr. Hawthorne stated he spoke with the Stephen Bear about it, who is aware of the situation.

ADJOURN

There being no other business, Mr. Freeman adjourned the meeting at 4:57 p.m.

Joseph W. Freeman, Chairman

Attest:

Danielle M. Skeens, Secretary

