

Industrial Development Authority 2021 Annual Report



IDA Board, Brunswick County, VA
January 11, 2022

BCIDA Purpose

“The purpose and goal of the Authority shall be to enhance the quality of life for Brunswick County citizens through any means permitted by Virginia law, including (although not exclusively) the attraction of new industry/business, construction and marketing of industrial parks and shell buildings, and the construction of utility infrastructure.”



BCIDA Goals

- Business Support
- Job Creation
- Partnership Projects
- Strategic Investments
 - Property Acquisition
 - Property Sale
- Increase Local Tax Base
- Special Projects
- Public Accountability
- Board Led Initiatives





Businesses Assisted in 2021

9 New or Proposed Businesses Assisted

35 Existing Businesses Assisted

22 Jobs Created





Partnership Projects in 2021

Key Preservation Projects:

PROJECT	PARTNER	PURPOSE
Lawrenceville Historic District Update	Town of Lawrenceville	Register Nomination Update
St. Paul's College Historic District Survey	J.S. Russell/Saint Paul's College Museum & Archives	Register Nomination Update/Sharing of Survey Data (upcoming)

Grant Funding Secured:

GRANT SOURCE	AMOUNT RECEIVED	PURPOSE/PROJECT
Tobacco Region Revitalization Commission (TRRC) Grant	\$300,000 + \$200,000 (Loan)	Vegetable Packing
Governor's Agricultural & Forestry Industries Development (AFID) Grant	\$335,000	Vegetable Packing
Resurgence Grant	\$88,000	Merchant Assistance Program
Virginia Department of Historic Resources	\$250,000	Hurricane Damage Repair to Sledge & Barkley Building
DEQ Brownfield Grants	\$100,000	Sledge & Barkley & 129 Hicks Street
Virginia Outdoors Federation	\$25,000	Lawrenceville Park Project
Dominion Power	\$92,000	Pop's Bar & Grill
EZ	\$18,000	Pop's Bar & Grill
SBRAF	\$261,000	Business Covid Relief



Partnership Projects in 2021

BCIDA & Town Funded Historic District Update:

- Survey completed January 2021
- NRN submitted April 2021
- Update approved August 2021
- **97 newly contributing historic buildings that can now seek tax credit rehabilitation credits**





Partnership Projects in 2021

Grant Matching vs. IDA Funds Committed Sledge & Barkley Building Case Study:

GRANT SOURCE	AMOUNT RECEIVED	TYPE
VBAF Grant	\$50,000	Grant Funds
TRRC	\$71,900	Grant Funds
ESHPPF	\$250,000	Grant Funds
Grant Administration	\$2,500	SPDC
Total Grant Funding Received	\$374,400	
IDA Funds Committed	\$71,900	
Total Project Cost	\$446,300	

* Numbers are approximate based on best data available as of 1.11.2022



Partnership Projects in 2021

Sledge & Barkley Building Case Study:

- Selected Owners Rep for Renovation Project
- Prepared scope of work for selective demolition, repairs, and abatement (Phase I rehabilitation)
- Solicited bids for selective demolition and abatement (VBAF Grant & ESHPF Grant)
- Executed agreement with VDHR for ESHPF grant
- Conducted site visit with VDHR staff to kick off ESHPF grant
- Solicited bids for repairs under ESHPF grant
- Submitted Parts 1 & 2 of Historic Tax Credit Application
- Received conditional approval for Virginia Historic Rehabilitation Tax Credits (approx. \$900,000 estimated credits); awaiting NPS response
- Ongoing marketing & vetting of potential buyers
- Evaluated proposal for acquisition from private developer; determined not in alignment with project goals & priorities for BCIDA





Properties in 2021

Property Acquired

139 Hicks Street

- Acquired for \$27,000
- Investing in Improvements
- Utilizing Brownfield Grant
- Dance Studio owner fully responsible for all costs
- Financing for 2 years at 4%
- No net outlay for BCIDA
- Approximate local tax \$10,000/year (town + county)





Properties in 2021

Property Returned to Tax Roles

319 North Main Street

317 North Main Street

- BCIDA invested approximately \$460,000
- Building sold to investor for \$440,000
- Approximate annual local taxes \$22,000
- Four one-bedroom apartments at approx. \$750/month
- Two new businesses





Properties in 2021

Bar 9 Case Study

- \$95,000 state/federal tax credits awarded
- \$110,000 in grant funding
- \$125,000 approximate BCIDA investment
- BCIDA facilitated private investment
- At project conclusion, privately owned building and business
- Meal tax revenue for 2021: \$13,856
- Real Estate Tax and Business Equipment Tax yield not yet available
- New local ownership 2021
- Return on public investment: anticipated less than 5 years (in first 18 months, 12% ROI)





Audit

Financial Statement Findings & Improving Operations

Key Responses from 2020 Audit

- Improve technical knowledge to prepare financial statements
- Adjust financial records preparation to conform with generally accepted accounting principles

2021 Responses/Adjustments

- Utilizing professional CPA for support of preparing financial records
- Adjusted internal operations to meet professional best practices





Priorities for 2022

- Packing plant
- Southern States marketing & reuse plan
- Replace utilized industrial parks
- Upgrades to water system
- Adequate wastewater treatment for new industry
- Seek ways to work with existing businesses and determine needed businesses (i.e. dentist, eye doctor, etc.)
- Community outreach & community communication
- Frito Lay warehouse
- Sledge & Barkley begin Phase 2
- Improve office operations/procedures



Lawrenceville, Virginia



Board Initiatives for 2022

Future Direction

- Strategic planning?
- Framework for priority setting:
 - Is there a need?
 - Is there interest?
 - Investors
 - Community
 - What is the return on investment?
- Annual report to community?



Lawrenceville, Virginia