

IDA Executive Director's Report

February 14, 2023

1. Industrial Parks & Land

No Activity

1.1. Brunswick County Industrial Park

No activity.

1.2. I-85 Business Park in Alberta

The Alberta Organic Packing Facility is waiting for final documents from Virginia Department of Transportation to move ahead with the USDA Loan Guarantee paperwork. The delays are an unavoidable component of complying with the Grant Requirements.

Work continues for a prospect interested in bringing a project to Brunswick County. We are in completion with another state for this company. The Board approved further due diligence.

1.3. Roanoke River Regional Business Park (RRRBP)

Work continues on the Microsoft project. The timeline for opening has not been announced.

1.4 St Paul's 418 Acres.

Harvesting of the Timber has begun under the supervision of Director Will Ford the timber on this section was sold prior to the existing sales contract for the entire property.

2. Marketing

Economic Development Partners as well as other partners to attract industry to IDA Properties and the County. Staff is currently updating and refining the VEDP website featuring Brunswick County properties under our jurisdiction, as well as all other potential industrial sites in the County. We are actively targeting businesses that are in tune with the Board of Supervisors Vision 2035

2.1. Longwood University Small Business Development Center

Longwood University Small Business Development Center continues to offer individual counseling to small businesses/entrepreneurs. Additional seminar activities and business assistance programs including Risen Shine and the Resurgence Program. We have met with Sheri McGuire to investigate existing programs that will assist with the proposed requirements of our Small Business Incentives.

3. Prospects

The IDA continues to use every opportunity to pursue prospects with a focus on attracting industry and commerce to existing sites; e.g., Brunswick Industrial Park, I-85 Business Park in Alberta, vacant warehouse and building sites, property available for sale; etc. Also, the IDA recognizes the importance of locations near major transportation routes to many industries. Inquiries were received from (7) interests in January (inquiries are defined as requests for general information regarding Brunswick County as a potential location choice for a business). More definitive interest is being pursued with one (1) business prospects.

4. Projects/Activities

No Activity

4.1 Small Business Incubator Feasibility Study

We are waiting for the awards to be announce for Planning Grant Money from DHCD to pay for such a study. This study to will provide data that hopefully will verify the necessity to seek additional funding for the IDA to undertake the development of the Sledge & Barkley Building. We did not receive a recently applied for IRF grant primarily due to the lack of such a study.

4.2 Areas of Development Opportunity

The IDA is moving forward to develop plans related to Areas of Development Opportunity. My focus is not only to bring new business but also to focus on business that will utilize the services of existing businesses. Our location is central to many very large regional Agriculture Projects, Plenty in Chesterfield County and Aero Farms in Pittsylvania County. With the proper effort, these

projects should benefit Brunswick County. We continue identifying both priority projects and geographic locations in the County while preparing our goals as part of our long-range plans.

4.2.1 **Brunswick County Agricultural Task Force**

Originally created in 2019 by the Board of Directors of the BCIDA the Ag task Force directly influenced the decision of Old Dominion Organics farms to move its operations to the IDA I 85 Industrial Park. The task force became the Project task for the Organic packing Facility. With the influx of potential agricultural opportunities, the Task Force will once meet again in February. The composition of the Task is still being determined. It will consist of educators, funders, consultant's farmers and educators. I will serve as the chair. The task Force Operates at no additional cost to citizens.

4.2.2 **Strategic Plan**

Locations in which paper survey's and boxes were placed as well as the Radio Stations that ran our PSA for the Public Survey.

Alberta Town Office

Alberta, VA 23821

Brodnax Town Office

Brodnax, VA 23920

434-729-3191 * Closed on Wednesday's

Brunswick County Library

Lawrenceville, VA 23868

Brunswick High School

Lawrenceville, VA 23868

The Butterfly Rose Florist & Gift Shop

Lawrenceville, VA 23868

First Citizens

Lawrenceville, VA 23868

Pino's Pizza & Restaurant

Gasburg, VA 23857

Pino's Restaurant

Lawrenceville, VA 23868

Southside Virginia Community College

Alberta, VA 23821

*FYI the ads will air at random times during the week.

➤ **Burn Media**

➤ **WEVA 860**

➤ **WSHV 96.7**

➤ **WCBT 1230 AM**

4.2.3 **I 85 Chlorine Residual Project**

THHM

The contractor is still working on the project.

Mr. Proctor is up to date on all the progress....as for the mixers, Dominion has secured the easement across the Brunswick Square property for the electrical part of that project.

5. **Budget/Administration/Financial Management**

5.1 **Budget**

The IDA Proposed Budget for the fiscal year ending June 30, 2024 will to the IDA Board of Directors at the February Meeting. I will meet with the finance committee to finalize the budget to provide to the Board of Directors for review and comment

5.2 **Audit**

Staff is pulling the information together for Robinson, Farmer, Cox Associates, Certified Public Accountants to conduct the Audit for the 2022/2023 Fiscal year.

5.3 Financial Agreements/Obligations

Effort is underway in cooperation with IDA Board Committee Chairs and other Board Members as appropriate – along with legal advisors as required – to review financial agreements and obligations so that any matters with potential ramifications can be presented to the full IDA Board for decision and action. This is particularly important in regards to old agreements/financial obligations that were made (as much as 20 or more years ago in some cases, with terms of 20 years and beyond). These agreements and obligations were structured at a time when the IDA received revenue from the landfill and appear to be written with the expectation that those funds would continue to be available to the IDA indefinitely. Landfill revenue has not been received by the IDA for about twenty years; leaving the IDA with significant financial obligations to meet. In 2018 the County decided with only 3 members present to no longer fund the IDA.

6. Meetings since January Board Meeting

1/11/2023- Met with Engineers on Sledge & Barkley Project
1/11/2023 Chamber of Commerce
1/12/2023 SPDC concerning additional Grant Funding for Sledge & Barkley
1/12/2023 Dewberry concerning Ag Project Financing
1/12/2023 Lawrenceville Stakeholders Meeting
1/12/2023 Met with Property Prospect Committee
1/17/2023 Meet with Longwood University
1/17/2023 BOS Board of Directors Meeting
1/18/2023 Met with SVCC Agriculture Task Force
1/19/2023 Prospect Meeting
1/19/2023 Call with VDAC's
1/19/2023 Rotary Luncheon
1/19/2023 Multiple calls with Prospect
1/19/2023 CTE Advisory Board
1/20/2023 Met with Prospect/Property Committee
1/20/2023 Bob Good Town Hall
1/20/2023 Drove the St. Paul's Property
1/20/2023 Inspected DEQ Ponds and site to review erosion and site conditions.
1/23/2023 Called IDA Board Meeting
1/24/2023 VEDP management Workshop
1/24/2023 VGA Impute Session
1/26/2023 Rotary Luncheon
1/27/2023 January 27, 2023, 102.3 Everything Country promoting Brunswick IDA's Strategic Plan with Director Quentin Kelly