

## **Directors Report**

There have been multiple inquires in the last 2 weeks asking for available locations to start a business. We are getting requests from individuals seeking help with opening expenses as well.

The process by which the IDA offers assistance begins with a business plans, budget and pro-forma. The IDA along with the County can offer assistance with business planning. With any of this and our sponsored programs, Metropolitan Business League offers classes and counseling at the County's Conference Center. Free Swam certification are available. We provided web and social media design programs as part of our resurgence grant, they help with websites and we can provide information on grants and other options. The IDA want to support business however we can. Look for new programs in the fall. If you can offer services to new business or need help please contact us.

Since the County Board of Supervisors no longer funds the IDA, we are dependent on Grant Money or much of our assistance services. We have strong relationships with the County Economic Development along with the town of Alberta and Lawrenceville. Our current large projects are in varied steps in the process. Obtaining funding for these projects involves much of our staffs time. Please call and make an appointment to let us know how we can help.

You can also speak to St Paul's 4 Life, which offers business startup services on Main Street in Lawrenceville. We get many calls from businesses looking for assistance. The IDA will provide assistance.

### **Merchants Assistance Program**

This program is providing free programs to future and existing businesses. Reminder to all businesses in the country region. Free classes are happening at the Brunswick County Conference Center. The Rise N Shine Collaborative breakfast event keeps growing. Lavern Dillard assisted by the County and the Town of Lawrenceville to coordinate this event. Everyone is invited. Go to the IDA web site for more information. Opportunities such as SWaM certification, and other great tools including networking.

JMG Beaty Grand opening Grand Opening was held last Saturday.

### **Brownfield Grants**

We have received our 50,000 grant from DHCD to compensate the IDA for Asbestos recommendation and repairs at 139 Hicks Street.

### **FOIA**

Our staff has completed the first part of FOIA Training. This position was empty and I directed the entire staff to be trained, I remain to be point of contact. Updates will be on the website.

### **VOF GRANT Parker Park**

We are waiting for prices to reduce for the Pavilion & Playground Equipment. I spoke to Emily with the Virginia Outdoor Foundation to make sure our schedule lined up with the Grant Requirements. The Phase I environment survey is completed and the Phase II is in process, the cost of this was granted by the Brownfield & Voluntary Remediation Program. Ms. Reynolds and I serve on the advisory board to help determine eligible site.

### **Ag Project (Include Budget and Timeline in packets)**

The anticipated costs of the Ag Project have increased we are working with Bank of Southside Virginia, First Citizens, Virginia Community Capital and others to consider financial options to bridge the gap. I have also contacted our financial partners to seek assistance. I am scheduling meetings with a coalition of farmers to speak and discuss the timeline. All parties are eager to move forward in a financial way. I want to move forward with helping create a successful business. This project can be a game changer for our farmers. The IDA, Old Dominion Farms and the Organic Farmers, have 4 years invested in this project. We are all committed to making farming profitable in Brunswick County.

### **Strategic Plan**

Thank You Mr. Morris Taylor for agreeing to participate in this important process. We will be scheduling public input sessions. We will be seeking the ideas and comments of the public. We still anticipate moving the process forward in October 2022.

### **Audits**

We received the results of the 2021 Audit. The audit will be on our website after the Board has had time to review. There were no issues. The only opportunity for improvement is in the area of organization of accounting. The auditor needed additional time to locate some accounting information. As you will see in the provided Audit all of our numbers checked out.

### **Special Audit**

Beginning at the end of Fiscal 22/23 the IDA will undergo Special Audits. These audits will take a deeper dive into our financial reporting. Any Federal Funding will require the Audit. I have decided to go ahead and voluntarily start a year early. This will ensure that our processes are up to speed. IDA accounting when receiving Federal and State funding is vital when so many projects are underway. We will take every step to make sure the books are balanced and correctly reported.

### **Census Data Audit**

I have engaged Creedle Jones and Alga to perform a direct examination on the census data reported to the Virginia Retirement System of Brunswick County Industrial Development Authority during the fiscal year ended June 30, 2022. The objectives of the examination are to (1) obtain reasonable assurance about whether the census data reported to the Virginia Retirement System is free from material misstatement based on the requirements to be met by

participants in the Virginia Retirement System as defined by the Virginia Retirement System and the Board of Trustees' plan provisions as mandated in the Code of Virginia Section 51.1-136; and (2) to express an opinion as to whether your census data reported to the Virginia Retirement System is presented, in all material respects, in accordance with the requirements to be met by participants in the Virginia Retirement System as defined by the Virginia Retirement System and the Board of Trustees' plan provisions as mandated in the Code of Virginia Section 51.1-136.