

1 **TOBACCO REGION REVITALIZATION COMMISSION**

2 701 East Franklin Street, Suite 501

3 Richmond, Virginia 23219

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9 **Southwest Economic Development Committee Meeting**

10 Tuesday, September 20, 2016

11 9:30 A.M.

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Inn at Wise

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Wise, Virginia

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SENATOR CARRICO: I'm going to call the meeting of the Southwest Economic Development Committee to order. Evan, would you call the roll?

MR. FEINMAN: Senator Carrico?

SENATOR CARRICO: Here.

MR. FEINMAN: Senator Chafin?

SENATOR CHAFIN: Here.

MR. FEINMAN: Ms. Coleman?

MS. COLEMAN: Here.

MR. FEINMAN: Ms. Carter?

MS. CARTER: Here.

MR. FEINMAN: Ms. Lowe?

MS. LOWE: Here.

MR. FEINMAN: Mr. Montgomery?

MR. MONTGOMERY: Here.

MR. FEINMAN: Delegate Morefield?

DELEGATE MOREFIELD: Here.

MR. FEINMAN: Mr. Sutherland?

MR. SUTHERLAND: Here.

MR. FEINMAN: You have a quorum, Mr. Chairman.

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SENATOR CARRICO: Thank you. I want to thank members of the Committee for being here today. We have several projects that you've had an opportunity to look at

1 and because of the time constraints that we have, we'll go
2 through these as quickly as possible. If you see any of these
3 and any of the recommendations that you want to slow the
4 train down on and ask questions about, feel free to do so and
5 stop and ask questions. We'll go through these and get
6 through the recommendations as quick as possible. I think
7 there's a couple that want to have some explanation and then
8 we'll make a recommendation.

9 MS. WILLIAMS: Good morning, I'm going
10 to try to go through these as quickly as possible and there's a
11 lot of information in between that point but we'll try to make it
12 as brief as possible.

13 We have eighteen requests that we have
14 recommendations for. You'll notice on the spreadsheet or the
15 table some portions are highlighted in yellow and those are
16 the projects that are applying for POWER funding, which we
17 said was a priority for us in this round of Southwest Economic
18 Development. You'll see a couple of projects referred to VRA
19 and we thought it was important to know the source of the
20 VRA funding, that's the \$5 million set aside for the VRA
21 program. So with those items noted, I'll get right into the first
22 project.

23 The Appalachian Agency for Senior
24 Citizens Falls Mills Adult Day Care, requesting \$500,000 and
25 we're recommending no award.

1 Number 3196, Birthplace of Country
2 Music Museum and WBCM Expansion requesting \$310,000.
3 Staff recommends no more than \$250,000 for renovation of
4 the annex.

5 3191, Floyd County EDA, Floyd Regional
6 Commerce Center Phase II Development requesting \$420,696.
7 Staff recommends this project be tabled until the likelihood of
8 ARC and EDA funding better known and the outcome of other
9 funds committed in this round contingent on successful
10 POWER applications is known.

11 Number 3198, Friends of Southwest
12 Virginia, Building Appalachian Spring: Growing the Economy
13 of Southwest Virginia through Developing Outdoor Recreation
14 Destinations is requesting \$500,000. This is one that is
15 applying for POWER funding and it's well leveraged. Staff
16 recommends an award of \$500,000 contingent on approval of
17 the ARC POWER and EDA POWER applications as match to
18 their respective projects.

19 Number 3189, Heart of Appalachia
20 Tourism Authority, Coalfield Regional tourism Marketing
21 Initiative, Training, and Visitor Center Expansion requesting
22 \$217,000. Staff recommends an award of \$217,000.

23 Number 3202, Historic Crab Orchard
24 Museum and Pioneer Park, Capital Expansion Phase III
25 Design requesting \$50,000. Staff recommends an award for

1 \$50,000 for no more than fifty percent of design costs related
2 to Phase III expansion.

3 3192, LENOWISCO Planning District
4 Commission, LENOWISCO Project Intersection requesting
5 \$1,250,000. Staff recommends an award of \$1.250 million for
6 one half of site acquisition costs contingent on approval of
7 POWER grants sufficient to complete acquisition and initiate
8 site readiness activities.

9 Proposal 3188, Town of Marion, Song of
10 Mountains Equipment Upgrade requesting \$45,000. Staff
11 recommends an award of \$45,000.

12 3190, Ninth District Development
13 Financing Inc. Capitalization of Revolving Loan Fund for Ninth
14 District Development Financing Inc. requesting \$1 million.
15 Staff recommends no award.

16 Number 3186, Raven Theater and Coal
17 Museum, Inc. requesting \$250,000. This project fails to meet
18 the Commission's one for one match requirement and is
19 ineligible for consideration. Staff recommends no further
20 action on this proposal.

21 3200, Scott County Economic
22 Development Authority, Riverside Development Phase III Site
23 Development, \$500,000. Staff recommends this request be
24 tabled for future consideration.

25 3194, Scott County Telephone

1 Cooperative, Scott County Telephone Cooperative Regional
2 Broadband Initiative requesting \$500,000. Staff recommends
3 no award.

4 3195, Southwest Regional Recreation
5 Authority, Continued Growth for Spearhead Trails through
6 Expansion of Services, requesting \$500,000. Staff
7 recommends referring the project to the VRA loan program for
8 additional vetting and loan consideration. Staff recommends
9 no award.

10 3187, Southwest Virginia Community
11 College Regional Cybersecurity Initiative requesting \$258,790.
12 This request is extremely well-leveraged and was the top
13 scoring proposal. Staff recommends an award of \$258,790
14 contingent on the approval of ARC POWER funds.

15 3197, University of Virginia UVA Wise
16 Oxbow Center for Technology and Innovation requesting
17 \$272,109.94. Staff recommends no award.

18 3199 William King Museum of Art Gallery
19 Development Appalachian Cultural Heritage Arts Along the
20 Great Road, requesting \$60,130. Staff recommends an award
21 of \$60,130.

22 3201, Wythe County Appalachian
23 Regional Exposition Center Arena and Spectator Development,
24 requesting \$750,000. Staff recommends this project be
25 referred to the Virginia Resource's Authority credit analysis

1 process for a potential loans from funds obligated by the
2 Commission for loans in September of 2015. That concludes
3 our presentation.

4 SENATOR CARRICO: Thank you, Sara.
5 Hearing all the projects, you will be able to scroll down. There
6 was \$8,033,000 in requested funds and we only had
7 \$3,577,000. There are several projects on here that are
8 probably very worthy. Do any of the members on the
9 Committee have any questions about the staff
10 recommendation or want to further discuss any projects or
11 recommendations available or ask any questions?

12 MR. FEINMAN: Mr. Chairman, we have
13 to have approval of the minutes from the last meeting.

14 DELEGATE MOREFIELD: I have a
15 motion to amend the agenda of the Southwest Economic
16 Development Committee. I move to amend the agenda to
17 include reimbursement of the Tobacco Regional Opportunity
18 Fund and that we consider that.

19 SENATOR CARRICO: There's a motion
20 that we add to the agenda the reimbursement from this region
21 to the TROF for a project labeled for consideration for
22 extension. Is there a second to that?

23 SENATOR CHAFIN: Second.

24 SENATOR CARRICO: A motion and a
25 second. All in favor of adding that to our agenda? (Ayes.) All

1 opposed? (No response.) Before we go any further, we have to
2 approve the minutes of our last meeting. We need approval.
3 Those minutes are September 23rd, 2015. Do I hear a motion
4 on the minutes? We have a motion and a second to approve
5 the minutes. All in favor say aye. (Ayes.) Opposed? (No
6 response.)

7 SENATOR CHAFIN: Mr. Chairman, I'd
8 like to table the request, grant number 3186.

9 SENATOR CARRICO: 3186, which the
10 staff recommendation was to table and this is the Raven
11 Theater, is there a second to that motion to table?

12 MS. LOWE: Second.

13 SENATOR CARRICO: All in favor say aye.
14 (Ayes.) All opposed?

15 DELEGATE MOREFIELD: I'd like to
16 make a comment. The director is here for Raven and working
17 on this project. As mentioned earlier Senator Chafin and I are
18 trying to work with you all directly. Hopefully, we can get
19 more support from members of the Commission.

20 SENATOR CARRICO: Anybody else on
21 the Committee have any comments or any requests on the list
22 considering the recommendations we have? All right. I'd like
23 to speak to 3201 and ask for Wythe County to come up and
24 get a little bit of explanation about the project. When this
25 project began, I think there was a request for \$3 million and

1 because this project is so large and time consuming we did it
2 in a phase. Phase I involved \$750,000 and we kind of waited
3 to see how this went along before we moved forward with
4 Phase II. I'd like to get a brief overview of where you are on
5 Phase I and where you expect to be getting to in Phase II. I
6 know there is an issue with the VRA recommendation because
7 of what the County's debt collections are and the actual debt
8 you're taking on.

9 MR. MILLER: Let me say it's a pleasure
10 to be here, my name is Matthew Miller and I'm the
11 Chairperson of the governing board for the Expo Center and
12 I'm the chair of that body. I will present the group that will
13 manage the center once it's open for instruction. He's here
14 with me to try to answer any questions and to give you an idea
15 of where we are. It will be open today at 2:00 and the grading
16 work will start in the next few weeks. Our board has worked
17 extremely hard to ensure this is going to be a very positive one
18 for our region. Our body has to manage and oversee the
19 financing of this project and make sure there's a cash flow. In
20 the past six months on the authority side, we have done, we
21 have talked to multiple centers around the country and that
22 information will help structure ours in the way that would be
23 the most feasible for a cash flow. Now that we have done that,
24 I feel very confident about what we've got in place and the
25 structure we have in place to make the cash flow as positive

1 as possible. I think the grade work is expected to run around
2 five months once it starts and construction will begin very
3 shortly thereafter. And we're hoping that that may or may not
4 be open but we're hoping it will be open maybe in the fall of
5 '17 or early winter of '18. That's where we are in the process.
6 Our governing body is seven and we have looked at multiple
7 centers and multiple management companies throughout the
8 United States. That includes facilities large and small.

9 We now feel we have a very strong
10 business plan in place so we can keep a positive cash flow.

11 SENATOR CARRICO: Matthew, do you
12 feel that you're probably six months off from the beginning of
13 Phase II of this project?

14 MR. MILLER: I think that's a very
15 accurate assessment. Depending on grade work and
16 depending on weather, we'd have to look and see what that
17 time is going to be and to be honest, we're all disappointed in
18 the initial slowness of the project. I think we spoke
19 Appalachian English and our engineering firm did not
20 understand that but I think we've all got that fixed. Jeremy
21 has with us today our architectural renderings and we've got a
22 master plan and we've got the layout now and everything is
23 moving at a much faster pace. And updates in our paper
24 feature the story this weekend on where we were and what the
25 status is. I think maybe six months from seeing the main

1 arena is where we're at.

2 SENATOR CARRICO: Any other
3 questions from the Committee for any of these gentlemen from
4 Wythe County on this project?

5 MR. MILLER: I would add one thing that
6 when I drove over this morning and appreciated the drive and
7 what we can do as a region to draw folks in. One of the things
8 we've talked to with multiple corporations about having a
9 corporate sponsor for our center and to be a building
10 showcase for that interstate corridor and that visibility with
11 the traffic flow. Now talking to corporations that are very
12 interested to highlight the business at the site. That's huge.
13 When you look at our region, there's very little that we can do
14 that's bigger than that. Seventy to seventy-five thousand cars
15 a day pass that site. When we now talk to corporations about
16 sponsorship what that brings from a marketing standpoint,
17 it's huge and we're going to target that for a big percentage of
18 our revenue source now, corporations can highlight their
19 business with that.

20 SENATOR CARRICO: Is the County now
21 about five million –

22 MR. MILLER: Actually it's about 1.3.

23 SENATOR CARRICO: Are there any
24 questions? Is there a motion?

25 UNIDENTIFIED: They already have the

1 five million debt service. I think maybe six or seven months
2 down the road requesting for this facility, so I'd make a motion
3 to table this to January.

4 SENATOR CARRICO: There's a motion to
5 table it and is there a second until we hear from the localities
6 ready to move forward with Phase II. All in favor of the motion
7 to table say aye. (Ayes.) All opposed? (No response.) The
8 motion is to table the project. All right, moving on.

9 MS. COLEMAN: Mr. Chairman, I have a
10 question about 3190. Is anyone here from, if nobody's here I
11 still have a question. This is a revolving loan fund set up
12 using USDA money and then public investment and they're
13 looking to bond it out and recapitalize and the staff asked a
14 legitimate question, the highest and best use of the one
15 million dollars but it appears to me that the revolving loan
16 fund, can that be reused again and again? There's a
17 distinction made here that existing resources at a variety of
18 small business lending entities should be relied on for
19 assisting businesses, while Commission funds remain focused
20 on assisting the creation and expansion of tourism
21 destinations. My question is does this not assist in the
22 creation of certain destinations promoting business?

23 MR. PFOHL: I think the distinction we
24 were trying to make is if we focus our limited funds on the
25 primary reason for people to travel to the region, like the

1 Birthplace of Country Music and Ride the Spearhead Trails
2 that there are other small business lending entities that can
3 help businesses that feed off that customer traffic. I think
4 what we were trying to express was we want to help try to
5 create the destinations that draw people to the region and
6 leave the small business lending to others that are prepared to
7 do that. Clearly, the Ninth District can do that and we looked
8 at what the return on investment was with the small handful
9 of loans that would revolve and not affecting a large number of
10 businesses, in fact, a relatively small number at this point.

11 MS. COLEMAN: Thank you.

12 SENATOR CARRICO: Any other
13 questions? Is there a motion that we take all of these in a
14 block from 3185 to 3201?

15 DELEGATE MOREFIELD: Mr. Chairman,
16 look at item number 3185. They're requesting \$500,000. In
17 the staff report, they reported only \$300,000 had been raised
18 for this project but today now they have \$1.3 million to
19 support this project and if we could have a representative
20 come and I believe the County Administrator is here.

21 SENATOR CARRICO: I guess I should
22 have made that clear. If you have anything you want to say
23 about a project, you're welcome to speak on that.

24 MS. SAYERS: Members of this
25 distinguished panel, I certainly appreciate the opportunity to

1 speak. I hope to persuade you that this is not just a social
2 program and if we allow our seniors to leave our community
3 then we have lost that tax base. Our senior citizens actually
4 turn our social model program into business model program.
5 The adult day care will also help a program for inclusive care
6 of the elderly. Since 2010, when I joined the agency, we have
7 grown from a \$4 million program to over a \$9 million program
8 and we continue to grow our program with the hospitals and
9 with other entities as well and continue from that social
10 entrepreneurship and that business program.

11 As you can tell, Southwest Virginia is a
12 natural retirement community and the Falls Mills area is in a
13 traditional county, sixty percent of the individuals there live
14 alone. These positions will not be extremely high paying jobs
15 but we do have a career path within our agency where we take
16 personal care aides and train them to become LPNs. We also
17 have internships with all of the community colleges with the
18 nursing programs, the college pharmacy program, the
19 Appalachian College of Pharmacy. And we're currently
20 working with a medical program and that will help with an
21 internship in our program. We have continued to grow and it
22 is a business and it's not just a social model. We currently
23 today have \$1.3 million and our agency is debt free and we'll
24 be able to assume the operating capital immediately from day
25 one and we're ready to open the adult daycare. Construction

1 starting in the spring and maybe by late fall or the winter of
2 2018 we'd be able to employ folks and introduce our adult
3 daycare into our community. We'll be hiring individuals all
4 the way from very high-skilled positions. We could be hiring
5 additional nurse practitioners, bring on a medical director part
6 time. We also have occupational therapy and physical therapy
7 and we hire folks to support those services as well.

8 It really is a business model and it's adult
9 daycare center. I don't know if you're aware of it but ninety
10 percent of the people in the Falls Mills area do not have
11 primary care. This would provide primary care to those
12 individuals.

13 MR. FEINMAN: Mr. Chairman, I don't
14 believe it was staff's suggestion it was not a business or it was
15 not a laudable undertaking. I will remind the Committee that
16 we don't turn down projects simply because they don't match
17 our prioritization. This Commission in the adoption of the
18 strategic plan decided to focus on those things that bring in
19 new capital into the region rather than those things that
20 provide services and move money around within the region.
21 So for a service business to become to wind up as a high
22 priority business for us needs to be somebody exporting
23 services out of the region and bringing new capital in rather
24 than providing services to residents in the Commission's
25 footprint, which is why this was lower scoring. That's why it

1 was a low scoring proposal, not in any way because we're not
2 saying these are not good goals and could improve the quality
3 of life for the residents. The staff's concern is that we do have
4 some prioritization.

5 MS. SAYERS: I'd like to point out also
6 that if you have Spearhead and ATV trails, there are
7 individuals that may not be able to come to that community
8 and visit because they have parents to take care of and they
9 can bring their parents with them and that would bring money
10 in as well because they would be able to participate and stay
11 at the adult daycare. A lot of parents are living with their
12 children now.

13 DELEGATE MOREFIELD: Specifically on
14 funding a portion of the project, Ms. Sayers, can you give us a
15 brief breakdown on where the money came from?

16 MS. SAYERS: We have a pledge from the
17 Industrial Development Authority of \$120,000 for this fiscal
18 year. Next fiscal year, they've pledged another \$80,000. We
19 also have \$200,000 that the agency is willing to pledge as well.
20 Also making a loan of anywhere from \$75,000 to \$100,000
21 USDA to complete the commercial kitchen. We have \$700,000
22 through the Department of Housing and Community
23 Development that has been pledged as well. We have
24 \$100,000 from a foundation and another \$100,000 that
25 potentially will be coming and we've had conversations with

1 another foundation and I'd be willing to give that to you
2 privately. And that all encompasses the \$1.3 million. We'll
3 also be applying to the Appalachian Regional Commission for
4 \$500,000. Even if we can't get the whole \$500,000, we would
5 appreciate any amount you would be able to give us.

6 DELEGATE MOREFIELD: Ms. Sayers,
7 can you explain a little bit about the facility you are going to
8 be using?

9 MS. SAYERS: It will be an adult daycare
10 complex and we'll have a medical complex inside and we'll
11 have a nutrition center, conference room and a commercial
12 kitchen. We have plans to provide a community garden on the
13 property and have been in conversations with folks from
14 Tazewell County involving the farmer's market. It's not only
15 going to be an adult daycare but a community center because
16 we do want the community to be involved. It's their housing
17 project. We'll be able to rent the facility for anniversaries and
18 birthdays and so there's continued use of the facility 24 hours
19 a day if need be, seven days a week.

20 SENATOR CARRICO: Any other
21 questions? Thank you for your presentation. Before we move
22 on and take these in a block, is there anyone else in the
23 audience that wishes to say something or speak on anything
24 considered by staff?

25 MS. HOLMES: I'm Charlotte Holmes and

1 I'm the interim executive director of the Spearhead Trails. I
2 appreciate all the support to date that you have given us and
3 thank you for that help for the seven county regions that we
4 serve. We feel that the Spearhead Trails has had a great
5 impact on our area. We opened the first trail on June 17th of
6 2013 and we've been in operation for three years. We've been
7 constantly trying to bring new people in. We have a little
8 problem with the VRA recommendation and we serve seven
9 localities and we have a moral obligation. I don't know that I
10 can get all seven localities to stand behind me a moral
11 obligation and I'm pretty sure I wouldn't get one to stand
12 alone and the City of Norton probably neither. So we find
13 ourselves in a little bit of a bind with a part of our application
14 that we're doing with ATV rentals. Sometime we have
15 numerous people in a day that want to rent that unit. People
16 come and stay and say gosh, there's trails here and want to
17 rent an ATV. The sad part is when there is no ATV rentals
18 available. It costs about \$2,000 a unit to insure those. We
19 don't want to do this long-term. We don't want to lose people
20 coming into the area bringing new money in and have this
21 opportunity. We'd like to be able to work with staff as we try
22 to work through our application process, if you call can give
23 us that consideration.

24 SENATOR CARRICO: Thank you. Any
25 questions? And this is item 3195, the Spearhead Trails. She

1 spoke about the seven counties and they have to get some
2 further information about that. Anyone else like to speak?
3 We do appreciate all you've done so far. As I've said before,
4 we're faced with a limited amount of funds and this is one of
5 the staff's recommendations.

6 MS. HOLMES: We understand that and
7 we know what the Commission has adopted. We know we
8 have a moral obligation and we understand all that. We just
9 want to be able to and we'd like to move forward with this and
10 we want to be able to work with staff to get our arms around
11 the other \$200,000.

12 SENATOR CARRICO: Maybe we need to
13 sit down and talk about that and see how we can work on
14 that.

15 MR. FEINMAN: I agree, Mr. Chairman,
16 there may be a lack of understanding as to how this works,
17 the difference necessarily between those and say the TROF.
18 And this does raise some eyebrows and I know people aren't
19 accustomed to it and this is a new program. We'll certainly
20 work on trying to straighten all that out and talk to you and
21 some of your colleagues in the legislature about working on
22 these types of things in the future.

23 SENATOR CARRICO: Any further
24 questions or anyone else in the audience that would like to
25 speak?

1 DELEGATE MOREFIELD: I'd like to
2 make a motion concerning 3185 and remove it from the block.

3 SENATOR CARRICO: We don't have a
4 block yet, we're working on a motion to approve the
5 recommendations from the staff in a block, but if you want to
6 remove it right now.

7 DELEGATE MOREFIELD: I would like to
8 speak to it. I recently had a conversation with the director of
9 the Appalachian Agencies for Senior Citizens and I asked her
10 if \$250,000 would be sufficient and she said yes, that would
11 work, that's Ms. Sayers and trying to raise another \$250,000
12 from other sources. I would like to note and I know the
13 director mentioned earlier this is not a high priority but this is
14 not the first time the Commission funded projects like this. In
15 2008 and '09, the Commission funded the Mountain Empire
16 program. If you look at this project and the amount of
17 funding that's committed, some of you aren't familiar with the
18 Schott Foundation and it's a foundation based out of West
19 Virginia. Here we have a private foundation that's willing to
20 make a commitment to this project. This is an extremely
21 depressed community. I personally have never been in that
22 part of Tazewell County. With all that being said, I'd like to
23 amend the request from \$500,000 to \$250,000. I'd also like
24 to mention they're making a \$200,000 commitment from their
25 own agency. I would like –

1 SENATOR CARRICO: Then I assume you
2 want to take from the available balance \$250,000 and
3 appropriate it towards 3185?

4 DELEGATE MOREFIELD: Yes.

5 SENATOR CARRICO: With the
6 contingency that they raise the remaining amount of money.

7 DELEGATE MOREFIELD: Yes.

8 MR. FEINMAN: They're going to raise
9 how much money?

10 DELEGATE MOREFIELD: \$250,000.

11 SENATOR CARRICO: \$250,000 they're
12 going to raise as a match.

13 DELEGATE MOREFIELD: Yes.

14 SENATOR CARRICO: The motion is item
15 3185 be granted \$250,000 contingent upon raising \$250,000
16 for this project. Is there a second to the motion?

17 SENATOR CHAFIN: I'll second it.

18 SENATOR CARRICO: There's a motion
19 and a second. All those in favor say aye. (Ayes.) Opposed?
20 (No response.) That will be added to that project. Any other
21 questions or comments?

22 MS. COLEMAN: I would like to make a
23 motion with respect to 3190 that the Committee indulge in
24 tabling that until we get somebody here to talk about the
25 investments and what kind of return would be expected for

1 this amount and would accommodate their purposes.

2 MS. LOWE: I'll second.

3 SENATOR CARRICO: We have a motion
4 and a second that we table item 3190 until someone can
5 explain the benefits of this. All in favor say aye. (Ayes.)
6 Opposed? (No response.) 3190 is tabled. Any other questions
7 or any one on the committee have anything to add? All right.
8 Is there now a motion that we take all the remaining items
9 except for 3185, 3186, 3201 and 3190 to take action on and
10 take the rest in a block as staff recommendations?

11 SENATOR CHAFIN: I so move.

12 SENATOR CARRICO: It's been moved. Is
13 there a second?

14 MR. MOORE: Second.

15 SENATOR CARRICO: It's been moved
16 and seconded that we take all the remaining items in a block,
17 all in favor say aye. (Ayes.) Opposed? (No response.) All
18 right, that's the block.

19 The next is we have three extensions,
20 grants 1642 Scott County, grant 2355 which is Scott County
21 Telephone Cooperative and grant 2549 Southwest Virginia
22 Community Foundation. These three grants are asking for an
23 extension. If there's a motion to extend those and if you want
24 an explanation we can do that. If not, we'll just take a motion
25 to extend them and move forward.

1 MS. LOWE: I move we extend grant
2 number 1642, 2355 and 2549.

3 SENATOR CARRICO: There's a motion,
4 is there a second?

5 MR. MOORE: Second.

6 SENATOR CARRICO: All in favor say aye.
7 (Ayes.) Opposed? (No response.)

8 We have one more item on our agenda
9 and we need to go into closed session to do that.

10 DELEGATE MOREFIELD: But before we
11 go into closed session while everyone is here, the Southwest
12 delegation is looking at some options and Delegate Kilgore in
13 the Southwest delegation has had conversations about this
14 and we have about \$700,000 remaining on the balance of the
15 Southwest Economic Development allocation. We recognize I
16 guess we have our backs against the wall in trying to find
17 ways to encourage VEDP and all others to focus on Southwest
18 Virginia. We've decided we need to step up to the plate and
19 try to do some marketing efforts and try to spearhead this and
20 really get an idea where we're going.

21 DELEGATE KILGORE: Mr. Chairman, all
22 these tourism projects that we funded and it's part of the
23 puzzle and we have to create these jobs, \$70-\$100,000 a year
24 jobs and we need to help ourselves and that's the way we can
25 do our best work here in Southwest Virginia. I've been talking

1 to Evan and we need to work on a way where we can hire our
2 own marketers and hire folks that get out and create jobs and
3 create that traffic for us that we need. Once we can get them
4 here, we want to land some of these projects that are out
5 there. We just need those jobs to keep our population moving.
6 So over the next few months we're going to be working with
7 Evan and others to try to create opportunities. I'm not saying
8 some of our other are not doing it and I'm sure everybody is
9 doing the best they can but we need to really ratchet it up so
10 we can move forward and that's something that we're going to
11 work on with our executive director and with members of this
12 Southwest. We might have to call a special meeting to discuss
13 it and we'll talk about it more as we go along. I think I've
14 talked to most of you all about it and I think it's something we
15 can help ourselves with and I think it's a good way to start
16 moving forward.

17 SENATOR CARRICO: When it comes to
18 statewide economic development and not that other people
19 don't do a good job but we don't have someone here who
20 understands all the elements of Southwest Virginia and that's
21 what we need to talk about. When you look at the declining
22 economy in Southwest Virginia, we want to make sure there's
23 somebody here that understands it and goes to all these
24 places we need them to go do. I think that's been resonating
25 with a lot of people for some time. One of the main focuses of

1 the Commission is to redevelop the region and that's one way
2 to do it. I think we can be successful. Now, that's not to take
3 away from anything that the Commission does. I think that's
4 going to be good for the region and I think it's long overdue
5 and we want to move Southwest Virginia ahead.

6 All right, we need to go into executive
7 session.

8 DELEGATE MOREFIELD: Mr. Chairman,
9 I move that we go into executive session in accordance with
10 the provisions of the Virginia Freedom of Information Act,
11 section 2.2-3711(A)5 of the Code of Virginia for the purpose of
12 discussing business matters.

13 SENATOR CARRICO: All right, is there a
14 second to the motion?

15 MS. COLEMAN: Second.

16 SENATOR CARRICO: It's been moved
17 and seconded we go into executive session to discuss some
18 business matters.

19
20 NOTE: AN EXECUTIVE SESSION IS HAD; WHEREUPON AT
21 THE COMPLETION OF THE EXECUTIVE SESSION, THE
22 COMMITTEE RESUMES IN OPEN SESSION.

23

24 DELEGATE MOREFIELD: Mr. Chairman,
25 whereas the Southwest Economic Development Committee of

1 the Virginia Tobacco Commission has convened a closed
2 meeting on this date pursuant to an affirmative recorded vote
3 and in accordance with the provisions of the Virginia Freedom
4 of Information Act; and whereas the Act requires certification
5 by the Committee that such a meeting was conducted in
6 conformity with Virginia law. Now, therefore, be it resolved
7 that the Committee hereby certifies that to the best of each
8 member's knowledge that only public business matters
9 lawfully exempt from open meeting requirements under the
10 Act and only such public business matters as were identified
11 in the motion by which the closed meeting was convened, were
12 heard, discussed, or considered by the Committee in that
13 meeting. I move that we have a roll call vote.

14 SENATOR CARRICO: There's a motion,
15 is there a second? It's been moved and seconded that we have
16 a roll call vote.

17 MR. FEINMAN: Senator Carrico?

18 SENATOR CARRICO: Yes.

19 MR. FEINMAN: Senator Chafin?

20 SENATOR CHAFIN: Yes.

21 MR. FEINMAN: Ms. Coleman?

22 MS. COLEMAN: Yes.

23 MR. FEINMAN: Ms. Carter?

24 MS. CARTER: Yes.

25 MR. FEINMAN: Ms. Lowe?

1 MS. LOWE: Yes.

2 MR. FEINMAN: Mr. Montgomery?

3 MR. MONTGOMERY: Yes.

4 MR. FEINMAN: Delegate Morefield?

5 DELEGATE MOREFIELD: Yes.

6 MR. FEINMAN: Mr. Sutherland?

7 MR. SUTHERLAND: Yes.

8 MR. FEINMAN: Unanimous, Mr.

9 Chairman.

10 SENATOR CARRICO: Now, do I have a
11 motion that we preapprove an amount of \$70,000 to
12 reimburse the TROF fund for a project?

13 MS. LOWE: So moved.

14 MR. MONTGOMERY: Second.

15 SENATOR CARRICO: It's been moved
16 and seconded. All in favor say aye. (Ayes.) Opposed? (No
17 response.) All right, thank you. Did we have any public
18 comment? Anyone in the audience that cares to make a
19 public comment? Hearing none, we are adjourned.

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21 PROCEEDINGS CONCLUDED.

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CERTIFICATE OF THE COURT REPORTER

I, Medford W. Howard, Registered Professional Reporter and Notary Public for the State of Virginia at large, do hereby certify that I was the court reporter who took down and transcribed the proceedings of the **Tobacco Region Revitalization Commission Southwest Economic Development Committee meeting when held on Tuesday, September 20, 2016 at 9:30 a.m. at the Inn at Wise, Wise, Virginia.**

I further certify this is a true and accurate transcript, to the best of my ability to hear and understand the proceedings.

Given under my hand this 10th day of October, 2015.

Medford W. Howard
Registered Professional Reporter
Notary Public for the State of Virginia at Large

My Commission Expires: October 31, 2018.
Notary Registration Number: 224566