

1 **TOBACCO REGION REVITALIZATION COMMISSION**

2 701 East Franklin Street, Suite 501

3 Richmond, Virginia 23219

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9 **Special Projects Committee Meeting**

10 Tuesday, September 22, 2015

11 5:00 P.M.

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14 Wytheville Meeting Center

15 Wytheville, Virginia

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1 **APPEARANCES:**

2 The Honorable Daniel W. Marshall, III, Chairman

3 Mr. Kenney F. Barnard

4 The Honorable Kathy J. Byron

5 The Honorable Charles W. Carrico, Sr.

6 Mr. John R. Cannon

7 Ms. Mary Rae Carter, Special Advisor for Rural Partnerships

8 Ms. Missy N. Gould

9 Ms. Sandra F. Moss

10 The Honorable Edward Owens

11 The Honorable Ralph K. Smith

12 Mr. Robert Spiers

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1 **APPEARANCES: (cont'd)**

2 COMMISSION STAFF:

3 Mr. Evan Feinman – Executive Director

4 Mr. Ned Stephenson – Deputy Executive Director

5 Mr. Timothy S. Pfohl – Grants Program Administration

6 Director

7 Ms. Stephanie S. Kim – Director of Finance

8 Ms. Sarah K. Capps – Grants Program Administrator,

9 Southside Virginia

10 Ms. Sara G. Williams – Grants Program Administrator,

11 Southwest Virginia

12 Mr. Benjamin Dawson – Grants Assistant, Southside Virginia

13 Ms. Jessica Stamper – Grants Assistant, Southwest Virginia

14 Ms. Stacey Richardson – Executive Assistant

15

16 COUNSELS FOR THE COMMISSION:

17 Ms. Elizabeth B. Myers, Assistant Attorney General

18 Richmond, Virginia

19 Ms. Kristina Stoney, Senior Assistant Attorney General

20 Richmond, Virginia.

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1 DELEGATE MARSHALL: Good afternoon,
2 I'm going to call the meeting of the Special Projects Committee
3 to order. I'll ask Evan to call the roll, please.

4 MR. FEINMAN: Mr. Bernard?

5 MR. BARNARD: Here.

6 MR. FEINMAN: Delegate Byron?

7 DELEGATE BYRON: Here.

8 MR. FEINMAN: Mr. Cannon?

9 MR. CANNON: Here.

10 MR. FEINMAN: Senator Carrico?

11 SENATOR CARRICO: Here.

12 MR. FEINMAN: Ms. Gould?

13 MS. GOULD: Here.

14 MR. FEINMAN: Ms. Carter?

15 MS. CARTER: Here.

16 MR. FEINMAN: Delegate Marshall?

17 DELEGATE MARSHALL: Here.

18 MR. FEINMAN: Ms. Moss?

19 MR. MOSS: Here.

20 MR. FEINMAN: Mr. Owens?

21 MR. OWENS: Here.

22 MR. FEINMAN: Senator Smith?

23 SENATOR SMITH: Here.

24 MR. FEINMAN: Mr. Spiers?

25 MR. SPIERS: Here.

1 MR. FEINMAN: You have a quorum.

2 DELEGATE MARSHALL: Do I hear a
3 motion for the approval of the minutes from September 2nd,
4 2015?

5 MR. OWENS: So moved.

6 MR. BARNARD: Second.

7 DELEGATE MARSHALL: All those in
8 favor say aye. (Ayes.) Opposed? (No response.) The minutes
9 are approved. Let's go to application 3085, Evan do you want
10 to give us a summary?

11 MR. FEINMAN: As you recall from our
12 prior meeting, we had entertained a motion or request for
13 CCAM for \$2,061,000 to continue funding two positions. The
14 economic development person they had in England, Joe Anwyl
15 and the workforce development person we have here Bruce
16 Sobczak. Additionally there was a request that we entertain
17 funding for a regeneration position. There was some
18 significant questions raised by members of the Committee
19 regarding overhead and regarding some of the outcomes we've
20 gotten from those positions and a few others. So it was
21 determined we would schedule additional meetings of this
22 Committee to give the applicants an opportunity to address
23 questions that the Committee had. I believe they're here now
24 and ready to proceed.

25 MR. MOODY: Good afternoon, Mr.

1 Chairman, and members of the Special Projects Committee.
2 I'm Joe Moody. I'm president and executive director of CCAM.
3 I apologize for not having been at the last meeting to answer
4 your question but I was detained by the airlines in the middle
5 of the night so I wasn't able to get here to answer your
6 question. However, I'm here to answer any questions you
7 have now. We've worked with staff to answer the questions
8 that they had and we're willing and ready to go through any of
9 the details you have.

10 DELEGATE MARSHALL: Any questions
11 from the Committee?

12 DELEGATE BYRON: I don't have any
13 questions for Mr. Moody right now but I'd like the staff to
14 update us on questions we've had.

15 MR. PFOHL: Mr. Moody is prepared to
16 address those and we have a PowerPoint we're trying to pull
17 up right now.

18 MR. MOODY: The PowerPoint that we
19 had prepared for the last meeting gave you an overview of
20 CCAM, the Commonwealth Center for Advanced
21 Manufacturing. The activity that we have around the
22 apprentice academy at the Centers of Excellence that we
23 talked about earlier this afternoon in the Education
24 Committee. The three skill centers have been established and
25 on Southside with our director of workforce development and

1 working with the COEs in establishing the curriculum and
2 coordinating the activity around what's required for the
3 training and installing equipment. Putting in at least the
4 groundwork that's necessary to establish the courses that will
5 enable the students to achieve the industry recognized
6 certification that are of interest to our member companies as
7 well as other companies.

8 I know this is difficult to read but in
9 addition, but the foreign investment activity that Joe Anwyl as
10 I indicated is based in U.K. has brought four facilities to the
11 Commonwealth cited in the Tobacco Region. Three of those
12 are creating jobs as we speak.

13 DELEGATE MARSHALL: Can you go
14 down and tell us what those are, I can't read those.

15 MR. MOODY: Sure and I apologize for
16 the size of the print on that. The first one Kilgour Aerospace
17 and they're in Henry County. They have announced that
18 they're apparently in a holding pattern because there is some
19 internal company financial issues but they have this facility in
20 Henry County. The second is Nulife Glass and all these
21 involve advanced manufacturing and they're in Bristol and
22 that was announced earlier this year. They're creating jobs as
23 we speak.

24 DELEGATE MARSHALL: How many jobs
25 do they have?

1 MR. MOODY: I do not have the number
2 of jobs they have created as of this date but I know it's under
3 fifty jobs. Their goal if you look on here, is to create 46 total
4 jobs at that facility initially.

5 DELEGATE BYRON: What was the name
6 of that one?

7 MR. MOODY: Nulife Glass.

8 DELEGATE BYRON: What kind of
9 training did they get for that, what was their special training
10 for that?

11 MR. MOODY: This is processing CRT
12 TVs that was a processing operation recycling and
13 reprocessing of those CRT TVs.

14 DELEGATE BYRON: I'm trying to identify
15 what some of the workforce training that we've been focusing
16 on.

17 MR. MOODY: I'm sorry, these activities
18 are the foreign direct investment, they're not directly related to
19 the workforce one for one. Some of these may use training
20 that comes out of the CCAM workforce initiative but at present
21 they are not using that training. Actually two separate
22 initiatives that we have funded by the Commission.

23 DELEGATE MARSHALL: What you're
24 showing us is four companies that are either located here or
25 coming here due to our person in the U.K.

1 MR. MOODY: That's correct.

2 DELEGATE MARSHALL: What's the
3 country of origin for these companies?

4 MR. MOODY: All of these are based in or
5 headquartered in the U.K. Now, the third one is Hardide and
6 that's an aerospace supplier doing coatings on high
7 temperature parts for aerospace in Henry County. The total
8 number of jobs they expect to create is 29 initially. They were
9 announced earlier this year and they're hiring and training
10 internally those workers and that's all in Henry County.

11 The fourth one is Detectamet and they're
12 a plastics manufacturer and distributor. We were originally
13 working with them on locating a facility in the Tobacco Region
14 but for internal business reasons they decided to actually
15 locate near Richmond. So they're not, they don't have the
16 facility in the Tobacco Region but they cited the facility and
17 are hiring folks.

18 DELEGATE BYRON: The first one
19 Kilgour Aerospace, when was that announced?

20 MR. MOODY: That was announced
21 originally in January of 2014.

22 DELEGATE MARSHALL: You said earlier
23 they are –

24 MR. MOODY: They're on hold because of
25 internal financial issues within the company and they're

1 anticipating to create jobs beginning in 2016.

2 DELEGATE BYRON: That's just a couple
3 of months from now.

4 MR. MOODY: Yes, January of 2016.

5 DELEGATE BYRON: Is there a facility
6 they're going to already?

7 MR. MOODY: They have identified a
8 facility.

9 DELEGATE BYRON: Are those
10 employees or how many for that one?

11 MR. MOODY: They have not started
12 creating jobs yet but their target initially is to create 155 jobs.

13 DELEGATE BYRON: And then the one
14 with the specialized training.

15 MR. MOODY: It's aerospace components
16 so it's manufacturing and their supplier is Rolls Royce.

17 DELEGATE MARSHALL: Any further
18 questions?

19 MR. MOODY: It's machine based.

20 DELEGATE MARSHALL: They hire
21 precision machinists?

22 MR. MOODY: Yes.

23 MR. FEINMAN: Mr. Chairman, we have
24 biweekly phone calls with Joe Anwyl. He gives us very timely
25 and well put together advice as to regards to what we're

1 working on and what we ought to be doing to help support
2 them. They're in the process right now where there's another
3 company that and I don't want a discussion to know what
4 company it is in open session but I think they've made their
5 fourth visit to the Commonwealth.

6 MR. MOODY: Met them twice. There's
7 actually nine companies on the chart that we're actively
8 pursuing as we speak. We haven't included them on this
9 chart because of the confidential nature of their activity.

10 MS. CARTER: Kilgour, I thought that
11 they were going to build a building in the Patriot Center. Have
12 they changed their minds on that?

13 MR. MOODY: I wasn't involved in that.

14 MS. CARTER: So you're now saying that
15 they're leasing a building?

16 MR. MOODY: That was my
17 understanding. I can confirm it for you.

18 MS. CARTER: Right now they don't have
19 the finances they need, is that what you said?

20 MR. MOODY: That's why they've been on
21 hold and they've had other contracts that have been canceled
22 by customers outside of the Americas that have impacted their
23 ability to proceed at this time in the timeframe that they
24 originally expected.

25 MS. CARTER: Thank you.

1 DELEGATE MARSHALL: Any further
2 questions of Mr. Moody? Please continue.

3 MR. MOODY: The next slide relates to
4 the existing grant that's in place. We had a three year grant
5 funding both of these activities and were present and
6 projecting that the funds although the grant was completed
7 December 31st of this year, the funds will actually expire in
8 December. So at the current time, the top portion here is the
9 expected balance at the end of 2014 and as you can see our
10 expected costs between now and then is about ten thousand
11 dollars higher but we will essentially run out of grant funding
12 in late December of this year for the existing contract.

13 DELEGATE MARSHALL: Questions?

14 DELEGATE BYRON: Did that start in
15 2012? I was trying to see what that budget is for.

16 MR. MOODY: The grant was beginning in
17 2012 as a three year grant and they've funding the Boston
18 Consulting Group study that was used in workforce
19 development. There was also funding provided for the CCAM
20 facility as part of the original grant. Then the economic
21 development and workforce development administrative costs.

22 DELEGATE MARSHALL: We see Mr. H.
23 Keogh's name up there, is he part of the mix?

24 MR. MOODY: He is part of the grant
25 that's in place presently.

1 DELEGATE MARSHALL: He is a paid
2 employee now?

3 MR. MOODY: He's not an employee but
4 he's on a contract basis.

5 DELEGATE MARSHALL: What's his job
6 description?

7 MR. MOODY: He was supporting the
8 foreign direct investment and his activities have gone down
9 considerably on a monthly basis using very little of his
10 support at this time.

11 DELEGATE MARSHALL: He's paid on an
12 as needed basis?

13 MR. MOODY: Yes.

14 MR. OWENS: Mr. Chairman, do you
15 know how much that is?

16 MR. MOODY: What his rate is or how
17 much we're paying him?

18 MR. OWENS: What you've paid him.

19 MR. MOODY: I don't have that broken
20 down here but we do have that data, though it's not in this
21 presentation. The last month's invoice I believe was around
22 twelve to fifteen hundred dollars.

23 DELEGATE MARSHALL: Other
24 questions?

25 MS. CARTER: I apologize, I can't see that

1 up there. I don't have any idea what we're supposed to be
2 looking at. Do we have anything on paper?

3 MR. MOODY: So as I've indicated the
4 proposal to extend the contract another two years to fund both
5 of these activities and continuing on the workforce side with
6 the director of workforce development Bruce Sobczak. We
7 also included an optional activity creating a Siemens level II
8 mechatronics training center. From the feedback we received
9 after the last meeting, this may or may not be of interest to the
10 Commission and in this proposal we've broken that cost out
11 separately and you'll see that here in a subsequent slide.

12 Then on the foreign direct investment
13 activity and as I indicated continuing with Joe Anwyl and
14 possibly in the future expanding that activity and the similar
15 activity in Asia but based on the feedback we received in the
16 last Committee meeting, we've removed that from this
17 proposal today.

18 DELEGATE BYRON: I have a question
19 going back to that. I'm a little confused because I thought
20 CCAM was a research facility. Have you changed that mission
21 and incorporated training or did I misunderstand?

22 MR. MOODY: CCAM's primary mission is
23 around research and CCAM as a legal entity is a research
24 focused legal entity and created a separate entity to manage
25 this activity with the grant we received from the Commission.

1 DELEGATE BYRON: Now I'm really
2 confused. Can you say it one more time?

3 MR. MOODY: From a tax reporting
4 standpoint, we have two separate entities that report. This is
5 a different activity from CCAM's core mission, which is around
6 research. There's a separate legal entity that is focused on
7 research versus the foreign direct investment workforce
8 development.

9 DELEGATE BYRON: Mr. Chairman, we
10 have a contract with the second entity?

11 MR. MOODY: That's correct.

12 DELEGATE BYRON: The second entity is
13 just people that are on this slide up here?

14 MR. MOODY: Yes. Our member
15 companies certainly have interest in workforce development
16 and have interest in their suppliers coming to the
17 Commonwealth but it's separate from the primary interest.

18 MR. CANNON: Mr. Chairman, I'm
19 curious about Joe Anwyl. I guess he gets a bonus for what he
20 brings to the footprint?

21 MR. MOODY: Joe receives a bonus as
22 specified in the contract when a company that he brings to the
23 Tobacco Region reaches fifty employees or greater. So the
24 date for the companies as we have showed, he has received no
25 bonus associated with this so far.

1 DELEGATE MARSHALL: Let me be
2 specific. You said first of all it has to come to the footprint?

3 MR. MOODY: The contract specified the
4 Tobacco Region.

5 DELEGATE MARSHALL: Has to achieve
6 the goal of fifty employees?

7 MR. MOODY: The bonus is not paid until
8 the target company in question receives or hires fifty
9 employees.

10 DELEGATE MARSHALL: You also said
11 that no bonus has been paid as of today?

12 MR. MOODY: As of today, no bonus has
13 been paid. Again, I apologize for the slide and the lighting in
14 here but this is breaking out the costs only associated with
15 continuing the current activity. On the workforce
16 development side, which is the bottom portion of this, it's
17 funding through Sobczak but not including the optional
18 mechatronics training. The top portion is the foreign direct
19 investment and this includes just continuing Joe Anwyl's
20 activity and it does not include the Asian optional activity.
21 The total and I believe Evan indicated the original proposal
22 was \$2 million plus. This is for both of these activities and
23 continuing the present activity is \$1.33 million with
24 continuing with the current activity.

25 I've also broken out the overhead

1 percentage we've added in here for both Joe Anwyl activities
2 and workforce development activity. One of the questions that
3 came up was the overhead level was through Sobczak and
4 workforce development. In the previous information that was
5 provided, we actually had lumped the overhead associated
6 with Bruce Sobczak's activity plus the overhead associated
7 with creating the Siemens level two mechatronics training into
8 one total number. I understand that was misleading or
9 confusing for the Committee because it was a much higher
10 number and a much higher percentage. What we've done is
11 broken it out to show specifically just the overhead associated
12 with each of these activities.

13 DELEGATE MARSHALL: If you look at
14 the top for Joe, there's a different percentage of overhead, 10.7
15 for the top and I'm seeing 16.1 or 16.2 for the second. The
16 first question is why are they different. The second is what
17 are we paying there. So the first question is what are we
18 paying there as a percentage of overhead.

19 MR. MOODY: These are consistent with
20 the overhead we're paying now. And in fact, I think the Bruce
21 Sobczak is a little less here than what we're paying today.
22 However, to answer your first question, the reason that there's
23 a difference is that Joe Anwyl is based in the U.K. and he
24 works out of his own home office and doesn't have CCAM
25 building expense, lighting, internet, et cetera. Bruce is based

1 and located at the CCAM facility and involving office overhead
2 and all those services that we provide.

3 DELEGATE MARSHALL: Let's take the
4 U.S. employee. Is he part of the contract or does he pay his
5 own insurance, et cetera?

6 MR. MOODY: There's a difference
7 between the two of them. Bruce Sobczak is an employee of
8 CCAM and on CCAM's healthcare program and that's why
9 we've got it shown here as benefits. Joe Anwyl is a contractor,
10 a third party fee for service contractor and he pays his own
11 expenses out of the fees that we pay him. So there's a
12 difference between the two.

13 DELEGATE BYRON: What you pay there,
14 that's the one that is here?

15 MR. MOODY: For instance, travel is
16 Bruce's travel throughout the Tobacco Region and the salary
17 and benefits that he's on is the healthcare program, we pay for
18 the healthcare there. The business expenses are materials
19 and equipment, hotels, travel.

20 DELEGATE BYRON: Between travel and
21 business 25,6 a month?

22 MR. MOODY: That's actually for a six
23 month period of time or about four thousand.

24 DELEGATE MARSHALL: Any further
25 questions, Mary Rae?

1 MS. CARTER: No.

2 DELEGATE MARSHALL: All right, let's go
3 to the next slide.

4 MR. MOODY: The next slide is the
5 optional opportunity to expand the Siemens mechatronics
6 bringing level two mechatronics here to the Commonwealth.
7 We've broken this out as a separate item than the workforce
8 activity. We heard earlier one of the community college
9 presidents I believe saying that she was sold a kidney and that
10 was a joke, to send someone for training. This training is only
11 available in Germany and Berlin. Siemens as a member of
12 CCAM has been talking to us about the possibility of creating
13 the first training center outside of Germany for level two
14 mechatronics training here in the Commonwealth of Virginia.
15 We believe that would be a significant asset and certainly
16 understand that's outside the current arrangement.

17 DELEGATE MARSHALL: So what you're
18 talking about Siemens is coming to CCAM to train, do the
19 training which you can only get in Berlin?

20 MR. MOODY: Right.

21 DELEGATE MARSHALL: Would that only
22 be for companies in the footprint or is this for any company
23 statewide?

24 MR. MOODY: This would be training that
25 we would offer, training for anyone statewide. It's training

1 that we charge for ultimately so it would be self-sustaining on
2 a long-term basis. Initially, this is what's required to set the
3 training center up and train the instructors that will be
4 necessary and establish it in a self-sustaining mode and be
5 able to provide that service to companies Commonwealth-
6 wide.

7 MR. SPIERS: What is the length of the
8 training when they go to Europe?

9 MR. SOBCZAK: This is instructor
10 training in a resident program in order to get people oriented
11 and they have to go through level one for instructors, which is
12 about four weeks and another four weeks level two and then
13 level three another three to four weeks. You can spend a lot of
14 money sending people to Berlin, so this could be a real game
15 changer. We're offering to Siemens to set up another location
16 in the Commonwealth where this training could be done.

17 We talked earlier about sustainability for
18 good reason. This would be another place with a revenue
19 share with Siemens and possibly the Tobacco Commission
20 and this would be another form of sustainable funding or
21 revenue if you would. So yes, we would be open to the entire
22 country. People all over the world or all over the country
23 would come here.

24 DELEGATE MARSHALL: Bruce, do you
25 have any idea how many people we're talking about and the

1 kind of cash flow?

2 MR. SOBCZAK: We're certainly aware of
3 how expensive the training is and we did do some research
4 and looked into, working with the community colleges and
5 they have a list of the training they would like, it's serious
6 dollars.

7 DELEGATE MARSHALL: When you say
8 serious dollars, just getting there and staying there or actual
9 cost of the class?

10 MR. MOODY: We haven't put that
11 together at this time, the long-term plan and have not
12 established the number of students that we would see
13 Commonwealth-wise or expanding beyond that yet. This is
14 just initially to establish this.

15 DELEGATE BYRON: Virginia Western
16 Community College is one of 35 colleges in the world that
17 offers a Siemens mechatronics training program. My
18 understanding was that they do that, they do levels two and
19 three. How can you say then there's not any here?

20 MR. MOODY: The instructors that train
21 those students actually went to Berlin to become qualified.
22 This would be providing instructor training.

23 MR. SOBCZAK: There is no level three.

24 DELEGATE BYRON: I understand that
25 so we have it being done right now in Virginia, one of 35. It's

1 a very well-received program. Is there data that shows a need
2 to expand this to multiple places?

3 MR. SOBCZAK: There's an important
4 distinction here that needs to be made. Dan Fornine is one of
5 our consultants in the COE. He is trained at level two
6 instructor training. They're doing level two student training
7 and this is for certification. We're talking about training
8 trainers and making more instructors. But there is no level
9 three training happening at Virginia Western right now. He is
10 certified to instruct level two and that's a new program and
11 the only program.

12 DELEGATE BYRON: Is there data that's
13 out now that shows the need for additional instructors and
14 students for those instructors?

15 MR. SOBCZAK: We've trained eight
16 COEs and it's not enough and we're constantly sending them
17 to the level one and two training. So yes, there is a demand
18 for that. The current option now is wait until the schedule fits
19 and then send somebody. We tried to send our folks to
20 Tennessee, for level one training done at different locations
21 around the country. That can also be done if we get some but
22 right now they currently have to send them out of state and
23 the people from Berlin come into those locations. We had
24 people signed up from our COEs with their community college
25 partners doing this training or going to this training and the

1 visas for these people coming over from Germany had some
2 kind of snafu and they didn't do it. Three of the folks that
3 went were on schedules where they could not attend because
4 they were only free for that summer so they didn't get trained
5 in that round. There's also a lot of logistical problems with
6 that, too. There's not enough of this training to go around.

7 MR. MOODY: The important distinction
8 is that the training that this center would do would be to train
9 instructors, certified to train students. We're showing this as
10 an optional activity. The core activity is what we're asking to
11 be approved. This does need a lot more work in terms of
12 creating a long term business case but we admit to that but
13 we wanted to put this out as an option for the future if the
14 Commission were interested in establishing this capability.

15 DELEGATE MARSHALL: Joe, do you
16 have another slide?

17 MR. MOODY: That's the summary slide.

18 MS. CARTER: Mr. Moody, I want to
19 make sure I understand this. You're asking the Tobacco
20 Commission to fund, you're asking Tobacco to fund this?

21 MR. MOODY: Yes, we're presenting this
22 as an option for funding by the Commission and if there's
23 interest in establishing instructor training in the
24 Commonwealth of Virginia for level two Siemens
25 mechatronics.

1 MS. CARTER: Was this part of the
2 original –

3 MR. MOODY: This was built into the
4 original proposal and that's why I broke these costs out
5 separately along with the associated overhead. This is an
6 optional activity. The core activities that we want, we want to
7 review presently is to continue the foreign direct investment
8 with Joe Anwyl and continue that contract and continue the
9 contract with Bruce for the good work both of those gentlemen
10 are doing for the Commission and the Commonwealth.

11 MR. FEINMAN: Mr. Chairman, if I may
12 add, during the staff recommendations it was our view that
13 while this would be an asset to the Commonwealth it's
14 probably not something that the Commission itself should
15 fund. We actually recommended continuing to fund Bruce
16 and Joe's position and potentially funding the Asian position
17 but we did not recommend that the Commission support this
18 particular initiative.

19 MR. MOODY: Which is why we broke
20 this out separately.

21 SENATOR CARRICO: Mr. Chairman,
22 when you did show the projects that you've done, how many
23 projects have you done outside?

24 MR. MOODY: You mean for the foreign
25 direct investment activity?

1 SENATOR CARRICO: Yes.

2 MR. MOODY: Just the one. Joe is
3 focused on the Tobacco Region only. The only reason that
4 Detectamet located outside the region is an internal business
5 decision made by that company. We were focused on bringing
6 them into the Region. Joe's sole focus is bringing foreign
7 direct investment companies into the Tobacco Region.

8 SENATOR CARRICO: How much capital
9 investment have these businesses created in the Tobacco
10 Region?

11 MR. MOODY: Those projections are on
12 this chart and I know it's difficult to read but the value of
13 capital investment that they identified in their incentive
14 packages with the Commonwealth, Kilgour was \$27 million;
15 Nulife Glass is \$10 million; Hardide is \$7.25 million; and
16 Detectamet, the one located up in Richmond is just \$1 million.

17 MR. OWENS: On the equipment, is there
18 nowhere in the footprint you could have located this
19 equipment?

20 MR. MOODY: For the mechatronics
21 training?

22 MR. OWENS: Yes.

23 MR. MOODY: We were actually looking
24 to leverage a capability and Siemens staff that exists at the
25 CCAM center.

1 MS. CARTER: Mr. Moody, this is a little
2 bit off of what we're talking about, it may relate to what we're
3 talking about. It's my understanding CCAM is looking at
4 starting an advanced manufacturing academy. How does that
5 work with what we're doing here in the Tobacco Region? Will
6 there be competition there?

7 MR. MOODY: No, it's part of the network
8 of COEs on the advanced manufacturing. The academy that
9 we're looking at being located near the CCAM facility but not
10 be part of the CCAM facility. Again, a separate entity from
11 CCAM. It would be focused on providing the same training for
12 the three critical skills: welding, machinists and industrial
13 mechanics training that the COEs are providing. It would be
14 one of the centers in a network of centers across the
15 Commonwealth of Virginia.

16 MS. CARTER: So this would pretty much
17 be a fourth center?

18 MR. MOODY: Right.

19 MS. CARTER: Would you only accept
20 people from Virginia or is this going to be worldwide also, how
21 would this work?

22 MR. MOODY: That has not been
23 determined yet but certainly we anticipate initially would be
24 bringing students together from the Region or that area.

25 DELEGATE MARSHALL: Further

1 questions or comments? Anything else, sir?

2 MR. MOODY: No, unless there's further
3 questions.

4 DELEGATE BYRON: Was there a
5 summary?

6 MR. FEINMAN: Mr. Chairman, if I may.
7 Joe, if you were to email this to me, I could send it out to
8 everyone, the full Commission.

9 DELEGATE BYRON: I don't know that
10 we'll look at it tonight.

11 MR. MOODY: I certainly will.

12 DELEGATE MARSHALL: Any other
13 questions or thoughts?

14 MS. GOULD: With the revised proposal,
15 is the staff recommending the amount \$1.33?

16 MR. FEINMAN: It's the staff's view that
17 Bruce and Joe have been very valuable additions and good
18 investments of the Committee's money and will continue to
19 pay dividends. We recommend continuing to fund them. If
20 there was additional money, a plan in Asia is something we
21 feel would also pay significant dividends to the Tobacco
22 Region.

23 MS. GOULD: I'm asking because the
24 numbers we were originally given, the staff recommendation is
25 different from this proposal of \$1.3.

1 MR. PFOHL: Your Committee has a
2 current available balance of \$1,283,540, which is about
3 \$55,000 less than the \$1.3.

4 MR. FEINMAN: Mr. Chairman, that is
5 not inclusive of the \$500,000 coming to this Committee
6 pending budget transfer action.

7 DELEGATE BYRON: Mr. Chairman, can
8 we go back to the slide, the one with the administration line.
9 We had this discussion at our last meeting and we were
10 talking about the percentage being above the twenty percent
11 and now it's broken down between two people so that changed
12 that percentage. Is this the normal way that each one is
13 administered as far as the cost of the administration fee, both
14 of those to be contracted out?

15 MS. CAPP: If you're interested, I can
16 tell you how we're handling the administrative fee currently
17 and I think that's what you're interested in here. The budget
18 that was approved and it was a revised budget in June of
19 2013. It approved ten percent of the executive director's
20 salary and twenty percent of the administrative assistant,
21 twenty percent of their salary and a total of \$112,000 or closer
22 to \$117,000. At that time, it did represent eight percent of the
23 total budget that was approved. At that time, it was
24 \$1,388,000 budget and that was for the two positions.

25 DELEGATE BYRON: Mr. Chairman,

1 following up on that. The concern that I have is that one, I'd
2 like to hear how long it would take to feel like we have become
3 self-sufficient on our own or the community college system is
4 able to handle their centers of excellence by themselves.
5 Iandthef we're going to continue down this path, we also have
6 a Virginia Economic Development Partnership that is
7 supposed to be actively bringing projects to the Southside and
8 Southwest. We started out and certainly there's been a lot of
9 progress made getting the centers up and running and getting
10 everyone organized but I'm not sure I'm hearing when the end
11 of this is going to be or if this is going to be a continual thing,
12 then why don't we have a discussion about them being in the
13 employment of the Tobacco Commission and then
14 administratively every year you can look at that. I just
15 question how long. Is this a never-ending contract or are we
16 going to have some information that shows this business plan
17 of how long we're going to need the services?

18 MR. FEINMAN: Mr. Chairman, I think
19 we'd be comfortable with changing the employment status
20 from CCAM to the Commission. I was not here when
21 originally this came up but I think ultimately we pay for it one
22 way or the other.

23 MR. MOODY: The additional advantage
24 Mr. Chairman by being associated with CCAM and the very
25 close ties with CCAM member companies. Several of these

1 companies in the foreign direct investment side that Joe Anwyl
2 has been able to bring are the suppliers of Rolls Royce and
3 some of those are interested in doing business with CCAM
4 member companies, Airbus, Alcoa and others. And by linking
5 this to CCAM, we maintain that close tie that Joe Anwyl in
6 that case has with CCAM membership. As Evan said, we have
7 a call twice a month with Joe and the Commission on his
8 project and keeps them up to speed.

9 We also have several CCAM member
10 company representatives who are sitting in on those calls,
11 helping to facilitate that foreign direct investment and
12 motivate those companies to come to the Commonwealth.

13 Additionally on the workforce side,
14 having Bruce as part of CCAM, you get a similar benefit
15 associated through Bruce's work with our CCAM members.
16 It's absolutely no coincidence that Siemens mechatronics
17 training is chosen as mechatronics training of choice for the
18 COE. We're getting tremendous support out of Siemens
19 because they feel that an ownership with this activity through
20 their relationship and membership in CCAM and we've gotten
21 a large amount of support. We've had access with folks within
22 Siemens training organization. And I fully expect we would
23 not have otherwise gotten or would have been very difficult to
24 get. I think it's very important that we continue to maintain
25 these connections with companies that are going to utilize the

1 results of these two activities.

2 MR. CANNON: I have a question. When
3 we started all this up and with Siemens in particular who has
4 some indication right now in the footprint, why wouldn't the
5 Rolls Royce people want to embellish that and actually put
6 Siemens down in the footprint as opposed to right there at
7 Rolls Royce for your use, which would help us.

8 MR. MOODY: This was not Rolls Royce's
9 proposal. It was CCAM's proposal and we're trying –

10 MR. CANNON: I realize that.

11 MR. MOODY: We're trying to leverage
12 this critical mass we have at the CCAM facility who are
13 already having Siemens individuals there.

14 MR. CANNON: How do you think
15 Siemens would feel about coming to one of the Centers of
16 Excellence in the footprint and putting on their
17 demonstrations and their support in one of those centers as
18 opposed to at Rolls Royce, CCAM?

19 MR. MOODY: I certainly can't speak for
20 Siemens but I can ask them. I can't speak for them.

21 DELEGATE MARSHALL: Mary Rae?

22 MS. CARTER: I feel like right now I'm
23 more confused than I was when I initially came into the room.
24 I can't wrap my head around what we've done with our
25 investment to be candid. I didn't know we were paying ten

1 percent of the executive fee. I didn't know a lot of things
2 about this and that's my problem, obviously. However, I can't
3 sit here and make a decision right now, so I'd like to make a
4 motion. I'd like to make a motion that we form a committee
5 that staff works this out and would work with CCAM for us to
6 determine the job description, where has the money been
7 going and what are the performance measures and what is the
8 return on our investment.

9 DELEGATE MARSHALL: Put a timeline
10 on that so what we have our next board meeting in early
11 January.

12 MS. CARTER: I would say probably we
13 could do that by December 1st.

14 MR. CANNON: I'll second the motion.

15 DELEGATE MARSHALL: Do we have
16 discussion on the motion?

17 MR. MOODY: Mr. Chairman, if I may, I
18 certainly don't disagree with establishing performance metrics
19 and identifying roles and objectives and that is what we're all
20 about as well at CCAM. We want to highlight that there's
21 some risk associated with that and with delaying the decision.

22 Both of these gentlemen, particularly Joe Anwyl is on
23 contract, on contract through the end of the year. Bruce
24 obviously is not supported by the Commission. CCAM is not
25 going to support his position on research funding. There is

1 risk that these gentlemen that have established themselves in
2 the Commonwealth and developed the relationships and have
3 delivered results and demonstrated they feel it's too risky and
4 go on to other things.

5 DELEGATE MARSHALL: As the Chair
6 here, I'm going to yield the Chair to Senator Carrico.

7 SENATOR CARRICO: Thank you.

8 DELEGATE MARSHALL: My amendment
9 to that would be that we increase the existing grant #2275
10 from \$4 million to \$4,250,000 to continue funding operating
11 expenses for CCAM through January 31st of 2016 and at the
12 same rate provided in the current approved CCAM budget
13 grant 2275. Basically, what it does is it funds these people.
14 Their funding runs out in December. It takes Mary Rae's
15 motion and adds funding that takes them through January
16 31, 2016. The timeline is that this Committee meet again
17 prior to our January Commission meeting and then we would
18 take up the options and work these details out.

19 SENATOR CARRICO: We have a motion
20 that has an amendment to it, to add \$250,000 to the \$4
21 million that's in the grant recommendation, is there a second,
22 we have a second.

23 DELEGATE BYRON: Mr. Chairman, the
24 amendment was for an addition of \$250,000 for a month or a
25 month and a half, that didn't make sense.

1 SENATOR CARRICO: Delegate Marshall?

2 DELEGATE MARSHALL: I asked the staff
3 to come up with the amount, Ned can I call upon you?

4 MR. STEPHENSON: We did some very
5 quick math to respond to the idea of continuing the funding
6 through January 31. That is the number we came up with not
7 having time to do an active study of that. If an annual
8 amount is \$1.3 million that's roughly a fourth of that. It's a
9 very quick, you can make the number anything you want.

10 MR. FEINMAN: Mr. Chairman, as in
11 other grants, grants are disbursed as, the remainder would
12 come back –

13 SENATOR CARRICO: Senator Ruff?

14 SENATOR RUFF: I'm a little concerned
15 that when you've got quality people and you tell them you're
16 going to extend their contract one month, they're going to be
17 motivated to look elsewhere for employment and I think that's
18 a very dangerous thing to do.

19 MR. MOODY: Mr. Chairman, if I may. I
20 do know other states have interviewed Joe Anwyl specifically
21 for a similar position in their states and he made me aware of
22 that. He was only interviewed because of his concern with
23 this particular contract.

24 SENATOR CARRICO: Any other
25 questions? We have a motion as amended that's been

1 properly seconded.

2 SENATOR CARRICO: Senator Smith?

3 SENATOR SMITH: Parliamentary
4 inquiry. We had a motion before us and then there was a
5 second motion about acting on the first. I'm not sure we're
6 procedurally correct.

7 SENATOR CARRICO: There was an
8 amendment to that motion, which was properly seconded. We
9 can turn it over to our attorney but I think if he was making a
10 totally different motion then we would have to act on the first.

11 SENATOR SMITH: I didn't hear anyone
12 accept the amendment.

13 SENATOR CARRICO: It was seconded.

14 MS. MYERS: I think once the motion has
15 been seconded, it is before the Committee. The substitute
16 motion.

17 DELEGATE MARSHALL: I made the
18 substitute motion and I make it and it's been seconded.

19 SENATOR CARRICO: We have a
20 substitute motion properly seconded and now we have the
21 substitute motion seconded. Any further discussion?

22 MR. SPIERS: Clarification, we are
23 extending the present grant and not acting on 3085 grant, is
24 that what I understand?

25 SENATOR CARRICO: Correct. Any

1 further questions?

2 MR. OWENS: Who and when will that
3 Committee be formed to work out the MOU and these details?

4 SENATOR CARRICO: I think it's the
5 chair of this Committee will appoint the committee, which will
6 not be me by the way. Any further questions or discussion?

7 MS. MYERS: Mr. Chairman, I believe
8 that will be Chairman Kilgore that will appoint the
9 subcommittee.

10 SENATOR CARRICO: That's why we have
11 legal counsel. It will be Chairman Kilgore according to
12 counsel to appoint that committee.

13 MR. SPIERS: Again for clarification, we
14 would be voting to extend the present grant through the first
15 of the year, January 31 as part of this are we voting on the job
16 description?

17 SENATOR CARRICO: There was a
18 substitute motion to extend through January 31 that included
19 all of Mary Rae Carter's original motion. Any further
20 questions? Everyone clear on what you're voting? Hearing no
21 further questions, call the roll.

22 MR. FEINMAN: Mr. Bernard?

23 MR. BARNARD: Yes.

24 MR. FEINMAN: Delegate Byron?

25 DELEGATE BYRON: Yes.

1 MR. FEINMAN: Mr. Cannon?
2 MR. CANNON: Yes.
3 MR. FEINMAN: Ms. Gould?
4 MS. GOULD: Yes.
5 MR. FEINMAN: Ms. Carter?
6 MS. CARTER: Yes.
7 MR. FEINMAN: Senator Carrico?
8 MR. CARRICO: Yes.
9 MR. FEINMAN: Delegate Marshall?
10 DELEGATE MARSHALL: Yes.
11 MR. FEINMAN: Ms. Moss?
12 MR. MOSS: Yes.
13 MR. FEINMAN: Mr. Owens?
14 MR. OWENS: Yes.
15 MR. FEINMAN: Senator Smith?
16 SENATOR SMITH: No.
17 MR. FEINMAN: Mr. Spiers?
18 MR. SPIERS: Yes.
19 MR. FEINMAN: The motion passes.
20

21 NOTE: Delegate Marshall resumes chairmanship.
22

23 DELEGATE MARSHALL: We'll get with
24 you quickly to get this ball rolling. All right. Next is a
25 megasite prospect. Look on page 68 of your booklet down at

1 the bottom it's called megasite prospect incentive fund. This
2 is something new for us this year and you can see there is \$15
3 million earmarked for that fund and that's been assigned to
4 our Committee. What are we going to do and what's the
5 criteria, Evan?

6 MR. FEINMAN: As the Committee knows,
7 this is newly assigned to the Special Projects Committee and
8 now within the purview of this Committee. The staff's view is
9 that before taking any action with this money, it would be
10 prudent to establish guidelines for the disbursement of the
11 money. Ned has prepared a draft motion that would create
12 some procedural guidelines to be used to evaluate projects.

13 MR. STEPHENSON: Emphasis on the
14 word draft, this was done rather hastily but these were some
15 concepts we came up with to try to give you some guidelines.
16 There's a Code section that defines what a major employment
17 or investment project is and we're saying we would abide by
18 that definition, which basically says that it would have to be at
19 least 400 jobs, \$250 million investment and substantial
20 impact.

21 Next, preference would be given to
22 projects located in sites that you have developed with your
23 funds. Commitments shall be time limited and not let a
24 prospect tie you up for unlimited amounts of time. Preference
25 given to enduring site improvements so you spend your money

1 on things that don't leave the community. Lastly, awards
2 based on a specific unfunded site needs.

3 These are just some suggestions you can
4 start with.

5 SENATOR CARRICO: Mr. Chairman, I
6 would move that we adopt the guidelines previously explained
7 by Mr. Stephenson.

8 MR. OWENS: Second.

9 DELEGATE MARSHALL: Any
10 discussion?

11 MS. CARTER: It says commitment from
12 the funds shall be limited. Do we have a time?

13 MR. STEPHENSON: Case by case
14 depending upon what promises are being made by the
15 applicant. If they're ready to go it can be a short time or if it's
16 going to take a while but we just need to put an end date so
17 your money is not tied up.

18 DELEGATE MARSHALL: Any further
19 discussion? Let's call for a vote.

20 MR. FEINMAN: Mr. Bernard?

21 MR. BARNARD: Yes.

22 MR. FEINMAN: Delegate Byron?

23 DELEGATE BYRON: Yes.

24 MR. FEINMAN: Mr. Cannon?

25 MR. CANNON: Yes.

1 MR. FEINMAN: Ms. Gould?

2 MS. GOULD: Yes.

3 MR. FEINMAN: Ms. Carter?

4 MS. CARTER: Yes.

5 MR. FEINMAN: Senator Carrico?

6 SENATOR CARRICO: Yes.

7 MR. FEINMAN: Ms. Moss?

8 MR. MOSS: Yes.

9 MR. FEINMAN: Mr. Owens?

10 MR. OWENS: Yes.

11 MR. FEINMAN: Senator Smith?

12 SENATOR SMITH: Yes.

13 MR. FEINMAN: Mr. Spiers?

14 MR. SPIERS: Yes.

15 DELEGATE MARSHALL: We now need to
16 go into the Executive Session.

17 SENATOR CARRICO: I move we go into
18 Executive Session in accordance with the provisions of the
19 Virginia Freedom of Information Act for purposes of discussing
20 a prospective business industry expansion.

21 DELEGATE MARSHALL: Staff or any
22 member of the Commission may stay in.

23

24 NOTE: The Committee goes into Executive Session, thereupon
25 the Committee reconvenes in open session.

1
2 SENATOR CARRICO: We're back in open
3 session. Whereas, the Special Projects Committee of the
4 Tobacco Commission has convened a closed meeting in
5 accordance with the Virginia Freedom of Information Act and,
6 whereas, the Act requires certification by the Committee that
7 such closed meeting was in accordance with Virginia law. Be
8 it resolved that the Committee hereby certifies to the best of
9 each member's knowledge that only public business matters
10 lawfully exempted from open meeting requirements under the
11 Act and only such public business matters as were identified
12 in the motion, by which the closed meeting was convened,
13 were heard, discussed or considered by the Committee in that
14 meeting. I so move.

15 MR. FEINMAN: Mr. Bernard?

16 MR. BARNARD: Yes.

17 MR. FEINMAN: Delegate Byron?

18 DELEGATE BYRON: Yes.

19 MR. FEINMAN: Mr. Cannon?

20 MR. CANNON: Yes.

21 MR. FEINMAN: Senator Carrico?

22 SENATOR CARRICO: Yes.

23 MR. FEINMAN: Ms. Gould?

24 MS. GOULD: Yes.

25 MR. FEINMAN: Ms. Carter?

1 MS. CARTER: Yes.

2 MR. FEINMAN: Delegate Marshall?

3 DELEGATE MARSHALL: Yes.

4 MR. FEINMAN: Ms. Moss?

5 MR. MOSS: Yes.

6 MR. FEINMAN: Mr. Owens?

7 MR. OWENS: Yes.

8 MR. FEINMAN: Senator Smith?

9 SENATOR SMITH: Yes.

10 MR. FEINMAN: Mr. Spiers?

11 MR. SPIERS: Yes.

12 DELEGATE MARSHALL: We need a
13 motion for project Traction.

14 MR. OWENS: Mr. Chairman, I move that
15 we fund project Traction, \$8,960,000 and the time be set for
16 twelve months.

17 MS. CARTER: Second.

18 DELEGATE MARSHALL: Do we need to
19 have that we have an agreement as far as revenue sharing?

20 MR. OWENS: Yes, I'll accept that on any
21 revenue coming back to Special Projects.

22 DELEGATE MARSHALL: Any other
23 discussion? Call the roll.

24 MR. FEINMAN: Mr. Bernard?

25 MR. BARNARD: Yes.

1 MR. FEINMAN: Delegate Byron?
2 DELEGATE BYRON: Yes.
3 MR. FEINMAN: Mr. Cannon?
4 MR. CANNON: Yes.
5 MR. FEINMAN: Senator Carrico?
6 SENATOR CARRICO: Yes.
7 MR. FEINMAN: Ms. Gould?
8 MS. GOULD: Yes.
9 MR. FEINMAN: Ms. Carter?
10 MS. CARTER: Yes.
11 MR. FEINMAN: Delegate Marshall?
12 DELEGATE MARSHALL: Yes.
13 MR. FEINMAN: Ms. Moss?
14 MR. MOSS: Yes.
15 MR. FEINMAN: Mr. Owens?
16 MR. OWENS: Yes.
17 MR. FEINMAN: Senator Smith?
18 SENATOR SMITH: Yes.
19 MR. FEINMAN: Mr. Spiers?
20 MR. SPIERS: Yes.
21 DELEGATE MARSHALL: Anything else?
22 DELEGATE BYRON: Mr. Chairman,
23 before you're done, having voted on the prevailing side, which
24 we approved the Committee's staff recommendation for a
25 block of applicants but I do have the number. These are the

1 ones that we agreed with the staff recommendation not to
2 fund. I want to pull out 3091 out of that block. That was the
3 one for Jefferson Poplar Forest.

4 DELEGATE MARSHALL: That was 3091
5 and the ask was \$500,000?

6 DELEGATE BYRON: Correct.

7 DELEGATE MARSHALL: You have a
8 motion, do I hear a second?

9 MR. OWENS: Second.

10 DELEGATE MARSHALL: Delegate
11 Byron?

12 DELEGATE BYRON: Well, we just
13 recently I know got some money back into the Committee from
14 TROF. There was some additional information that came to
15 me that originally the staff comments were that this would
16 definitely transform our ability to track visitors in a historic
17 property and that they recognize the worthiness of this
18 project. What they're trying to do is put a road in and they've
19 done an excellent job of getting their own private sector
20 funding and worked hard at this. The issue is whether this
21 could delay the project if they don't get funding to continue
22 the road. Some of the pledges they have are over a three to
23 five year period of time and they're not going to have all the
24 money they need to get started.

25 So I would like to ask to reconsider that

1 application with the additional funds. We don't have some of
2 the smaller counties or another mechanism to try to capture
3 funds because our quotas are so small in those areas. So I'd
4 like to ask to reconsider this.

5 DELEGATE MARSHALL: What you're
6 asking or the motion is to approve Poplar Forest #3091?

7 DELEGATE BYRON: That's correct.

8 DELEGATE MARSHALL: I guess we have
9 a second, yes, John.

10 MR. CANNON: I'll second it.

11 DELEGATE MARSHALL: Mr. Owens
12 seconded it, too. Of course, if you do this, this would be –

13 DELEGATE BYRON: Contingent upon
14 approval from the full Commission.

15 DELEGATE MARSHALL: Any further
16 discussion? All right, call the roll.

17 MR. FEINMAN: Mr. Bernard?

18 MR. BARNARD: No.

19 MR. FEINMAN: Delegate Byron?

20 DELEGATE BYRON: Yes.

21 MR. FEINMAN: Mr. Cannon?

22 MR. CANNON: Yes.

23 MR. FEINMAN: Ms. Gould?

24 MS. GOULD: Yes.

25 MR. FEINMAN: Ms. Carter?

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MS. CARTER: Yes.

MR. FEINMAN: Mr. Carrico?

MR. CARRICO: Yes.

MR. FEINMAN: Ms. Moss?

MR. MOSS: No.

MR. FEINMAN: Mr. Owens?

MR. OWENS: Yes.

MR. FEINMAN: Senator Smith?

SENATOR SMITH: Yes.

MR. FEINMAN: Mr. Spiers?

MR. SPIERS: No.

MR. FEINMAN: The motion carries.

DELEGATE MARSHALL: All right, it looks like we have public comment. Any public comment?

UNIDENTIFIED: I'm with Poplar Forest and we really appreciate this and that will give us that extra spark to continue this project. Thank you.

DELEGATE MARSHALL: Any other public comment? All right, we're adjourned.

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 Special Projects Committee meeting when held on Tuesday, September 22, 2015 at 5:00 p.m. at the Wytheville Meeting Center, Wytheville, 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 7th day of October, 2015.

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

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