At the Meeting of the Greensville County Industrial Development Authority, held on Tuesday, July 21, 2020 at 5:30 p.m., in the Board Room of the Greensville County Government Building, 1781 Greensville County Circle, Emporia, Virginia.

Present: Robin Whitman, Vice-Chairman
Allen Meade Blackwell
Len Hobbs
Herbert Lewis
Timothy Gainey
Butler Barrett, Attorney

Absent: James Parham, Jr., Chairman
Tom Slippy

Also Present:
Natalie Slate, Secretary
Brenda Parson, Treasurer
Gary Cifers
Katherine Howerton

Mrs. Robin Whitman, Vice-Chairman called the meeting to order.

In Re: Approval of Agenda

Mrs. Slate stated that Staff recommended approval of the agenda.

Mr. Hobbs moved, seconded by Mr. Lewis with all voting aye, to approve the agenda.

In Re: Approval of Minutes

Mrs. Whitman called for the approval of the minutes of June 23, 2020.

Mr. Hobbs moved, seconded by Mr. Lewis, with all voting aye, to approve the minutes as submitted.

In Re: Treasurer's Report

Mrs. Slate stated that Staff recommended approval of the Treasurer's Reports for June of 2020.

Mr. Lewis moved, seconded by Mr. Blackwell, with all voting aye, to approve the Treasurer's Report.

In Re: Performance Agreement – Project B

Mrs. Slate reviewed the performance agreement regarding Project B with the members stating that Project B was comprised of a convenient/truck center, like a one-stop on the southwestern side of I-95 at exit 4. She stated that Project B would offer approximately 25 equivalent full time jobs (equivalent would be two part-time jobs would equal one full time job). She also stated that Project B had not offered the County an estimated salary range, but she believed it would be part-time minimum wage up to managers. She stated that this project would get rid of the dilapidated eyesore on I-95.

Mr. Blackwell questioned if the removal would be the hotel and the gas station. Mrs. Slate replied that Project B would remove all the structures located on that property. She further stated that the new facility would not have a hotel.

Mr. Hobbs stated that the main thing is both structures would be gone.

Mrs. Slate stated that in order for Project B to prove their commitment, they have been asked to provide a copy of the recorded deed, upon purchase of the property, in order to obtain the County's incentives. She stated that the client would provide the County an executed contract for construction providing the County with evidence that they are moving forward with their construction. She also stated that the client will invest $7.5 million in the project and evidence of that is typically determined with information from the Commissioner of the Revenues office depicting real property, improvements, machinery, tools and personal property. She further stated that the client would also provide evidence of 24 full-time equivalent jobs through the first calendar quarter following the opening of operations. Mrs. Slate stated that after those commitments have been satisfied, the commitments that the Board of Supervisors approved for incentives would be for the first five calendar years. She stated the real estate property tax would be granted back by the IDA at 75% of the total tax (over five years' time that will equate to approximately $88,000).

Mr. Gainey asked if that was $88,000 over the five-year period. Mrs. Slate stated yes over the five-year period.

Mr. Hobbs asked if the taxes were current on the existing property stating that he remembered there were some issues in the past.

Mrs. Whitman stated that the taxes would need to be brought current at the closing.

Mr. Barrett stated that was correct otherwise, it could not be conveyed. Mrs. Slate stated that she had not verified that information. She stated this could bring the taxes current as well as get rid of the eyesore.

She also stated that the other incentives that would be offered by the County, prior to the investment, are a waiver of the building permit fees, a waiver of water and sewer tap fees, and a rebate of 50% of the landfill fess up to $50,000. She further stated the client had requested a 100% waiver of landfill fees but with the amount of demolition, it could be in access of $100,000. Mrs. Slate stated that the Board of Supervisors requested the IDA set up an account with the landfill upon which the client could charge, then once the bill was received by the IDA the client would be charged 50% of the bill until the IDA reaches $50,000 and then the client would pay 100% of the landfill fees. She further stated that in order to assist the IDA and the client in landfill costs, the county would ask their contractor to sort untreated debris for recycling as road fill or cover at the landfill.

Mr. Gainey asked if that was part of the agreement for Project B to locate in Greensville. Mrs. Slate stated that was part of the incentives the Board wished to offer the client, noting however, everything had to be approved by the IDA and the Board in the final agreement.

Mr. Hobbs stated that it was a good incentive to clean up that area of the Interstate. Mrs. Slate stated that not only will this clean up a very ugly site but it will provide jobs for the area as well.

Mr. Blackwell stated that this exit was the first thing you saw when coming into Virginia.

Mrs. Whitman stated that this was a very congested area. Mrs. Slate stated that the crossover bridge was very narrow and was hoping VDOT would remedy that situation.

Mrs. Slate stated that the GCWSA owned a half acre lot adjacent to this property, which housed an old pump station.

Mrs. Brenda Parson, County Administrator, stated that GCWSA was in the process of constructing the Skippers Wastewater Treatment Plant in that area, this old pump station would transfer to the new location. She stated that this structure would no longer be needed at this location; the cost of demolition of this building would offset the GCWSA's offering a portion of this property to the clients as part of an incentives package. Mrs. Slate stated that once the new facility for the GCWSA was built only a very small portion of the half acre (for an easement) would be needed, but the remaining acreage would be deeded to the client as a gift giving more room for additional parking. She stated that in the agreement the GCWSA would gift the land if the client would demolish the old pump station.

Mr. Hobbs stated that the three or four dump truck loads that contained the old pump station should not be charged to the client. Mrs. Slate stated that they had not talked about that specifically. She stated that the county would wait to see what the estimated costs would be but are hoping that the client would absorb the cost into their construction contract. She also stated that the client had not asked that question but she would make sure it is settled.

Mr. Gainey asked about the old pump station noting that the demolition of that structure was not included in the performance agreement being reviewed. Mrs. Slate stated that she did not find it in the performance agreement in front of them tonight, but would incorporate it.

Mr. Blackwell stated that this performance agreement does not show that demolition.

Mr. Hobbs stated that this was a preliminary performance agreement. Mrs. Slate noted that this was a bullet point of what will be in the performance agreement.

Mr. Barrett stated the performance agreement needs to state the client would be demolishing that structure. Mrs. Slate agreed and noted that it had been discussed, but just not added to the bullet points on this preliminary document. She stated that the anticipated value of the incentives are the real estate about $88,000 (over a five-year period), the building permit $19,400, water and sewer $19,400 and the rebate of 50% of the landfill fees up to $50,000. The value of the land gift from GCWSA is unknown at this time without a plat. She stated that the cost to the IDA would be the $50,000 in landfill fees.

Mrs. Whitman asked with the construction of the new water treatment plant would options be available to residents in that vicinity or is that just targeted to commercial. Mrs. Slate stated that she would get information from Mr. Glen Gibson, Assistant Director of GCWSA. She stated that the new facility would increase the capacity but does not know if it would serve any residences.

Mr. Barrett stated that there was an area in that vicinity that had issues at one time. Mrs. Slate stated that there were some water issues when the rock quarry was blasting with some wells drying up but was unfamiliar with residential. She stated she was only familiar with commercial.

Mrs. Whitman asked if the IDA would approve the performance agreement. Mrs. Slate stated that they could choose to approve the full agreement in August or approve the preliminary agreement reviewed tonight.

Mr. Blackwell moved to accept the preliminary performance agreement as long as there are no changes.

Mr. Hobbs stated that there needed to be a change regarding the demolition of the old pump station. Mrs. Slate stated that the IDA could accept it with the addition of the client's expense to demolish the old water and sewer structure.

Mrs. Whitman stated that they had a motion on the floor for approval with one addition and called for a second.

Mr. Hobbs stated that he had a question, going back to the well problems in that area and asked if there were they corrected. Mr. Barrett stated he believed that up to a couple of years ago wells were still going dry.

Mr. Blackwell asked if that was within the last two years. Mr. Hobbs asked how far from this area were the well issues.

Mr. Barrett stated that it was close to this area, all along Moores Ferry Road. Mr. Hobbs stated that it was all within one mile of this project. Mrs. Slate asked the members if they would

like her to find out answers to their questions and email everyone. Mr. Hobbs stated that if the IDA was getting ready to give someone incentives maybe we could see if there was something, we can do for the people who live within that area to assist them. He stated that he remembered Moses speaking to those issues and it was in the local paper.

Mrs. Slate asked of Mrs. Parson had those issues been resolved regarding the residential water near exit 4 whereas their wells drying up when blasting was taking place at the quarry. Mrs. Parson stated that the IDA needed to have Mr. Glen Gibson with the GCWSA respond to that question. She stated that the GCWSA had surveyed those residents having water issues and the majority did not want public water.

Mrs. Whitman stated that the Board still had a motion on the floor, was there a second. Mr. Lewis seconded the motion, all voted aye to approve the performance agreement with the one addition regarding demolition of the old pump station by the client.

Mr. Gainey asked if the county knew who the general contractor for the project would be. Mrs. Slate stated she did not.

Mr. Gainey asked if the client was a local company from Prince George. Mrs. Slate stated that the company was from Prince George and they did have a contractor that they had used in other areas.

Mrs. Slate stated that the next item on the agenda were three hunting leases noting that they were the three hunt clubs that had leased hunting rights for years; Jarratt-Chuckatuck, R&R and Last Chance Hunt Clubs. She stated the Jarratt-Chuckatuck and Last Chance leased land in the MAMaC Site and R&R leased land near the reservoir and near the former Rayonier chipping plant. She stated that the only change in the lease was with Last Chance whose lease has been reduced by $1.00 per acre as approved by the IDA at their last meeting. Mr. Hobbs stated that their lease was reduced because the land was all cleared.

Mrs. Slate called for a motion to approve the leases for the FY21-22 hunting season.

Mr. Hobbs moved to approve all three hunting leases. Mr. Blackwell seconded the motion. All voted aye to approve all three hunting leases for the FY21-22 season.

Mr. Hobbs moved that the IDA adjourn.

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Natalie B. Slate, Secretary