

**MEETING MINUTES THE INDUSTRIAL DEVELOPMENT AUTHORITY
OF PRINCE EDWARD COUNTY
Charley's Café, Mill Street, Farmville, Virginia
March 20, 2012**

MEMBERS PRESENT: Robert Showalter, Chairman
Ken Copeland
Gwen Eddleman
Edgar Jones
James Moore
Tony Willaims

ALSO PRESENT: Sharon Carney, Director of Eco. Development/IDA Secretary,

MEMBERS ABSENT: Virginia Price, Vice Chairman
Eric Tinnell, IDA Attorney

Being there was a quorum present, Robert Showalter, IDA Chairman, welcomed everyone and called the meeting to order at 12:00pm.

Mr. Showalter then asked for the approval of the Authority Minutes for December 7th, 2012. There being no comments Tony Williams made a motion, and seconded by Ken Copeland to approve the minutes of the December 7, 2011. The motion was approved by the following vote:

Aye:	Robert Showalter	Nay:
	Ken Copeland	
	Gwen Eddleman	
	Edgar Jones	
	James Moore	
	Tony Williams	

Mr. Showalter asked Sharon Carney to give the Treasurer's Report. Sharon presented the following report:

**INDUSTRIAL DEVELOPMENT AUTHORITY
TREASURER'S REPORT
February 29, 2012**

Industrial Development Authority:

WellsFargo Balance as of February 29, 2012	\$80,400.56
BB&T Balance as of February 29, 2012	\$ 1,492.16
Total as of February 29, 2012	<u>\$81,892.72</u>

There being no comments or questions, Tony Williams made a motion that was seconded by Ken Copeland to approve the Treasurer's Report of February 29, 2012. The motion was approved by the following vote:

Aye:	Robert Showalter	Nay:
	Ken Copeland	
	Gwen Eddleman	
	Edgar Jones	

James Moore
Tony Williams

Mr. Showalter then asked Sharon Carney to review the 2011 IDA Annual Audit Report conducted by Robinson Farmer Cox Associates. Ken Copeland wondered why the audit review of management was not included. Sharon answered that she could not answer the question since the audit was in the standard format used for Prince Edward County's audits. Sharon did say that she would look into it and get back to the members. There being no additional comments or questions, James Moore made a motion that the 2011 IDA Annual Audit Report conducted by Robinson Farmer Cox Associates be accepted and was seconded by Ken Copeland. The motion was approved by the following vote:

Aye:	Robert Showalter	Nay:
	Ken Copeland	
	Gwen Eddleman	
	Edgar Jones	
	James Moore	
	Tony Williams	

Mr. Showalter asked Sharon to go over the loan request from Paris Ceramics.America, LLC. Sharon explained that Paris Ceramics.America, LLC. wanted to purchase a new water-jet saw for \$170,000 to enable more intricate fabrication of designs in the granite, marble, etc. materials used at the Paris Ceramics plant and was asking if the IDA would finance the equipment. A survey of local banks to determine potential terms and conditions for such a loan was conducted by the Economic Development Office. The interest rates were found to be high (5% to % .5%) and included origination fees of .5%, and collateral determined to be excessive for the amount being requested (IDA holds the mortgage on the land/building making it ineligible to use as collateral and banks would not accept the equipment as collateral). This left Paris Ceramics with either leasing the equipment, which is cost prohibitive or asking the IDA for financial assistance. After extensive discussion, Edgar Jones made a motion, seconded by Ken Copeland to make a proposal to Paris Ceramics.America, LLC. to lend \$170,000; at 5.5% or 5% simple interest; fully amortizing over 7 years (84 months); monthly principal payments of \$2,023.80 plus interest; no loan origination fee, and a first lien on the water-jet saw. The loan availability would be subject to funding advance by the Prince Edward County Board of Supervisors. The motion also included the authorizing of Mr. Showalter to sign any and all documents associated with the equipment loan. The motion was approved by the following vote:

Aye:	Robert Showalter	Nay:
	Ken Copeland	
	Gwen Eddleman	
	Edgar Jones	
	James Moore	
	Tony Williams	

Mr. Showalter asked Sharon to go over the Hampden-Sydney College Bond Amendment request by Hampden-Sydney College. Sharon explained that the Economic Development Office had been contacted by Hampden-Sydney College in regards to refinancing their \$10 million bond financing that the IDA had extended to the College in November 2005 to assist with the construction of a new library. This amendment, if approved will enable the College to gain more favorable interest rates but will not extend the bond repayment term. Tony Williams made a motion for the IDA to approve the Hampden-Sydney College Bond Amendment, which was seconded by Gwen Eddleman. The motion was approved by the following vote:

Aye: Robert Showalter Nay:
 Ken Copeland
 Gwen Eddleman
 Edgar Jones
 James Moore
 Tony Williams

A motion was made by Tony Williams to authorize Mr. Showalter to sign any and all documents associated with Hampden-Sydney's Bond Amendment request, seconded by James Moore. The motion was approved by the following vote:

Aye: Robert Showalter Nay:
 Ken Copeland
 Gwen Eddleman
 Edgar Jones
 James Moore
 Tony Williams

A brief update on the Alternate 628 road construction was given by Sharon Carney. Sharon stated that the road work by Haymes Brothers from Chatham, Virginia began on Monday, March 19, 2012 and is scheduled for completion in November 2012 if weather is permitting.

A brief update on the forthcoming sale of the Poplar Hill Golf Course was given by Sharon. Sharon stated that the auction of the Poplar Hill Golf Course is scheduled for April 18th 2012 on the Courthouse steps. It is anticipated by the Golf Course Trustee that the property will sell for sufficient funds to fully repay the IDA loan of \$50,000, plus interest. If the sale goes as anticipated, the IDA should receive their repayment funds by mid-May.

Mr. Showalter then asked if there was any additional business. There being none, James Moore made a motion to adjourn the meeting, seconded by Gwen Eddleman. The motion was approved by the following vote:

Aye: Robert Showalter Nay:
 Ken Copeland
 Gwen Eddleman
 Edgar Jones
 James Moore
 Tony Williams

The meeting was adjourned at 1:20pm.

Approved by:

Sharon Lee Carney, Secretary

Robert Showalter, Chairman