

**PRINCE EDWARD COUNTY
INDUSTRIAL DEVELOPMENT AUTHORITY
MEETING MINUTES
Heartland Regional Visitor Center
121 East Third Street, Farmville, VA 23901
12pm – December 18, 2015**

MEMBERS PRESENT: Robert Showalter, Chairman
Virginia Price, Vice Chairman
Tim Tharpe
Edgar Jones
Ken Copeland

ALSO PRESENT: Sharon Carney, Director of Eco. Development/IDA Secretary;
Eric Tinnell, IDA Attorney;
Jordan Miles, Farmville Herald Reporter

ABSENT: James Moore
Gwen Eddleman

At 12:21 pm, there being a quorum present, Mr. Showalter welcomed everyone and called the December 18, 2015 IDA Meeting to order.

Mr. Showalter asked for an approval of the September 28, 2015 IDA meeting minutes. There being no comments, Ken Copeland made a motion to approve the Minutes of the September 28, 2015 meeting. The motion was seconded by Edgar Jones. The motion was approved by the following vote:

Aye:	Robert Showalter	Nay:
	Virginia Price	
	Edgar Jones	
	Tim Tharpe	
	Ken Copeland	

Mr. Showalter then asked Sharon for the IDA's Treasurer's Report. Sharon presented the following Treasurer's Report as of November 30, 2015

**INDUSTRIAL DEVELOPMENT AUTHORITY
TREASURER'S REPORT
November 30, 2015**

Industrial Development Authority:

Benchmark Bank Balance as of November 30, 2015	\$605,259.20
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YTD Interest for 2015: \$1,381.50

- \$15,000 was received from the Community Development Authority (CDA) to partially repay the IDA funds that were lent to the Manor Golf Course. In the minutes from the CDA where they approved this payment, there was no indication if there would be additional payments towards the \$35,000 outstanding balance in the future.

- \$35,544.48 has been paid so far this year to local businesses for 2015 incentives. There are still some businesses who have still not submitted their reimbursement information.
- \$50,000 from Brown’s Forest Products, Inc. is being held until the timber deed can be executed.

At this time Tim Tharpe made a motion to accept the \$50,000 timber bid that was received from Brown’s Forest Products, Inc. The motion was seconded by Virginia Price. The motion was approved by the following vote:

Aye:	Robert Showalter Virginia Price Edgar Jones Tim Tharpe Ken Copeland	Nay:	
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Ms. Price then made a motion to accept the \$3,800 proposal from Collins Clearing and Grading to install 40 feet of 15” culvert and building a crossing over a drainage swale on LOT #10, so that Brown’s Forest Products, Inc. can have access to the timber at the Prince Edward Industrial Park. The motion was seconded by Ken Copeland. The motion was approved by the following vote:

Aye:	Robert Showalter Virginia Price Edgar Jones Tim Tharpe Ken Copeland	Nay:	
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Edgar made a motion to accept the Treasurer’s Report for November 30, 2015. The motion was seconded by Virginia Price. The motion was approved by the following vote:

Aye:	Robert Showalter Virginia Price Edgar Jones Tim Tharpe Ken Copeland	Nay:	
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At this time, Mr. Showalter asked Sharon to give an update on the development of a new access road at the Prince Edward Industrial Park. Sharon went over the following items:

**PRINCE EDWARD INDUSTRIAL PARK
ACCESS ROAD PROJECT BUDGET
December 7, 2015**

PROPOSED ROAD PROJECT COST

(See Hurt & Proffitt-July 22, 2015 estimate)	\$1,058,650
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INCOME SOURCES

Virginia Tobacco Commission Indemnification and Revitalization

Special Projects Grant Application-Approved On September 23, 2015 the Tobacco Commission approved a Special Projects grant	\$ 328,395
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Virginia Tobacco Commission Indemnification and Revitalization

Southside Economic Development Grant-recommended

On December 7, 2015 the Tobacco Commission Southside Economic Development Committee recommended Prince Edward County's request for the balance of the 2015 local allocation in the amount of \$49,080. This will be taken up by the full Commission in January 2016 for approval. These funds will be used for the development and construction of the Access Road and/or the development of Lot #11, along with the funds from the Special projects Grant. \$49,080

Virginia Department of Transportation

Economic Development Access Funds

In October, Prince Edward County submitted an application to VDOT for Revenue Sharing Funds to construct the new Access Road. VDOT staff has recommended that this request be amended and submitted to VDOT for Economic Development Access Funds consideration. With the assistance of VDOT personnel, the new grant will be resubmitted in January 2016. These funds will be used towards the design, engineering, and construction of the Access Road. The Economic Development Access Funds are limited to \$500,000. \$500,000

Timbering of 60+/- acres at the Prince Edward County Industrial Park

Timber Project

On November 20, 2015, bids to timber 60+/- acres of undeveloped land, at the Prince Edward Industrial Park, was conducted. There was only one bidder, who came in at a little lower than anticipated at \$50,000. There seemed to be some real issues as to the timing of the project and the extremely wet weather. This lower bid may result in the IDA potentially having to add more money to the cost of the access road, which will be predicated on the amount the construction cost come in. \$50,000

Industrial Development Authority

Contribution

The funding short fall for the Access Road Project will be approximately \$130,525.00. This amount may vary depending on VDOT Economic Development Access Funds, and how low the construction bids come in. \$131,175

There may be an opportunity for Prince Edward to apply again in the Spring of 2016 for Southside Economic Development Funds from the Tobacco Commission since a previously funded project in Prince Edward County that was awarded \$194,000 has been rescinded.

After the presentation by Sharon there was some general discussion by the IDA Members regarding the development of the Access Road. No action was taken at this time.

Mr. Showalter then asked Sharon to go over the loan request by Paris Ceramics. (See Loan Summary)

PARIS CERAMICS.AMERICA, LLC

LOAN REQUEST - \$48,000

December 18, 2015

Paris Ceramics.America, LLC (formerly known as Paris Ceramics.USA, LLC) has had an excellent loan history with the Industrial Development Authority since it first located to Prince Edward County from Stamford, Connecticut in 2005. Due to continued customer requests and changes in technology, Paris Ceramics is requesting a loan to purchase an Automatic Scratching Machine 600 MM MOD.A, scratching machine and computer program to enhance the features on an existing router. The addition of this equipment capability will enable Paris Ceramics to hire a new employee to handle the increased production demand. \$12,000 in training costs are being provided by the Region #8, WorkForce Investment Board.

Below is a brief outline of the borrowing request along with a history of Paris Ceramics credit history:

Loan Request: \$48,000 Draw Note
Term: 3 years (36 monthly installments)
Interest Rate: 5% simple interest
Payment Terms: Monthly installments of \$1,333.33 per month plus interest
Collateral: Secured by first title interest lien on equipment described above, located at 200 Dominion Drive, Farmville, VA.

Paris Ceramics Payment History

Date	Description	Pay Off	Original Bal.	Current Bal.
11/2005	Finance of building		\$1,200,000	\$633,000
12/2005	Equipment	4/23/13	\$250,000	\$-0-
01/09/09	Equipment	12/31/14	\$164,000	\$-0-
05/08/12	Water-Jet Saw		\$170,000	\$84,650
11/13/13	Intra 36 CNC Saw/Router		\$155,000	\$110,007.04
12/18/15	Current outstanding balances		\$1,939,000	\$827,657

After a brief discussion as to the excellent credit history of Paris Ceramics with the IDA, Ken Copeland made a motion to approve the Paris Ceramics loan request for \$48,000 under the terms and conditions outlined above. The motion was seconded by Tim Tharpe. The motion was approved by the following vote:

Aye: Robert Showalter
 Virginia Price
 Edgar Jones
 Tim Tharpe
 Ken Copeland

Nay:

Mr. Showalter then asked Sharon to present the loan request from Robert Atkinson, W. C. Newman Company, Inc. in the amount of \$181,900.

**W. C. NEWMAN CONCRETE, ROBERT ATKINSON
 LOAN REQUEST - \$181,900
 December 18, 2015**

W. C. Newman Concrete, owned by Robert Atkinson, is requesting financial assistance from the Industrial Development Authority of Prince Edward County in the amount of \$181,900. These funds will be used to finance the purchase of new office equipment (\$4,900); a reclaimer (\$52,000); and equipment erection, electrical/mechanical hook up (\$125,000). W. C. Newman Concrete has been a long standing business located in Downtown Farmville. Due to the need of a renovated plant, and the need to relocate further out from the Downtown area, Robert Atkinson has partnered with Adams Construction from Roanoke to co-locate an asphalt plant and concrete plant together, just west of town on route 460W. The estimated budget to up-fit just a new concrete plant is approximately \$786,390, not including over \$900,000 in site work.

Loan Request: \$181,900 Note
Term: 7 year (84 month amortization), with a 5 year balloon.

Interest Rate: 5% simple interest
Payment Terms: Monthly installments of \$2,165.47 per month plus interest
Collateral: Secured by first title lien interest on equipment described above, to be located at new Concrete Plant site, Farmville Highway, Prospect, VA.

After the presentation, there was some discussion as to the fine credit worthiness of Mr. Atkinson, and that W. C. Newman, has been an excellent corporate business in Prince Edward County for many, many years. Ken Copeland made a motion to approve the loan request in the amount of \$181,900 under the terms and conditions outlined above. Edgar made a motion to second the motion. Tim Tharpe, as Vice President for W. C. Newman Company, invoked his right to abstain from voting. The motion was approved by the following vote:

Aye:	Robert Showalter	Nay:
	Virginia Price	
	Edgar Jones	Abstention: Tim Tharpe
	Ken Copeland	

There being no additional IDA business, Virginia Price made a motion for the meeting to adjourn. The motion was seconded by Edgar Jones. The motion was approved by the following vote:

Aye:	Robert Showalter	Nay:
	Virginia Price	
	Edgar Jones	
	Tim Tharpe	
	Ken Copeland	

The IDA meeting was adjourned at 12:51pm.

Sharon Lee Carney, Secretary

Approved by: _____
Robert M. Showalter, Chairman