

## **IDA Virtual Board meeting transcription April 16,2021**

**Chair Robert Bates** [00:00:00] Call to order. We have to confirm the election of officers, process conducted at the last IDA Board meeting. I would ask that we take a vote to confirm the slate of officers as follows. Robert Bates as chair, Jeremy Satterfield as vice chair, and Rick Harrell as Secretary Treasurer. Do I have a motion?

**Mrs. Nancy Pool** [00:00:17] So Moved.

**Mr. Jeremy Satterfield** [00:00:17] Second.

**Chair Robert Bates** [00:00:17] All right. Any discussion? All in favor, say Aye.

**Mrs. Kristy Johnson** [00:00:21] Mr. Chair. We're going have to do a roll call vote. Mr. Bates? You can abstain.

**Chair Robert Bates** [00:00:28] OK, abstain.

**Mrs. Kristy Johnson** [00:00:30] Mr. Catron?

**Mr. Jeremy Catron** [00:00:35] Yes.

**Mrs. Kristy Johnson** [00:00:36] Mr. Clark?

**Mr. Ryland Clark** [00:00:37] Yes.

**Mrs. Kristy Johnson** [00:00:37] Mr. Harrell?

**Mr. Rick Harrell** [00:00:39] Aye.

**Mrs. Kristy Johnson** [00:00:40] Dr. Nettie Simon-Owens?

**Dr. Nettie Simon-Owens** [00:00:42] Yes.

**Mrs. Kristy Johnson** [00:00:43] Mrs. Pool?

**Mrs. Nancy Pool** [00:00:44] Yes.

**Mrs. Kristy Johnson** [00:00:45] Mr. Satterfield?

**Mr. Jeremy Satterfield** [00:00:46] Yes.

**Mrs. Kristy Johnson** [00:00:46] OK, next

**Chair Robert Bates** [00:00:48] Jeremy Satterfield as vice chair.

**Mrs. Kristy Johnson** [00:00:50] Mr. Bates?

**Chair Robert Bates** [00:00:53] Yes.

**Mrs. Kristy Johnson** [00:00:55] Mr. Catron?

**Mr. Jeremy Catron** [00:00:56] Yes.

**Mrs. Kristy Johnson** [00:00:56] Mr. Clark?

**Mr. Ryland Clark** [00:00:58] Yes.

**Mrs. Kristy Johnson** [00:00:58] Mr. Harrell?

**Mr. Rick Harrell** [00:00:58] Aye.

**Mrs. Kristy Johnson** [00:01:00] Dr. Nettie Simon-Owens?

**Dr. Nettie Simon-Owens** [00:01:02] Aye.

**Mrs. Kristy Johnson** [00:01:02] Mrs. Pool?

**Mrs. Nancy Pool** [00:01:04] Yes.

**Mrs. Kristy Johnson** [00:01:05] Mr. Satterfield?

**Mr. Jeremy Satterfield** [00:01:07] Abstain.

**Mrs. Kristy Johnson** [00:01:08] Motion carries.

**Chair Robert Bates** [00:01:10] Rick Harrell as the Secretary Treasury?

**Mrs. Kristy Johnson** [00:01:13] Mr. Bates?

**Chair Robert Bates** [00:01:14] Aye.

**Mrs. Kristy Johnson** [00:01:14] Mr. Catron?

**Mr. Jeremy Catron** [00:01:15] Yes.

**Mrs. Kristy Johnson** [00:01:16] Mr. Clark?

**Mr. Ryland Clark** [00:01:18] Yes.

**Mrs. Kristy Johnson** [00:01:18] Mr. Harrell?

**Mr. Rick Harrell** [00:01:18] Abstain.

**Mrs. Kristy Johnson** [00:01:22] Dr. Nettie Simon-Owens?

**Dr. Nettie Simon-Owens** [00:01:25] Aye.

**Mrs. Kristy Johnson** [00:01:25] Mrs. Pool?

**Mrs. Nancy Pool** [00:01:26] Yes.

**Mrs. Kristy Johnson** [00:01:27] Mr. Satterfield?

**Mr. Jeremy Satterfield** [00:01:28] Yes.

**Chair Robert Bates** [00:01:29] OK, now we will do determination of quorum.

**Mrs. Kristy Johnson** [00:01:32] Mr. Chair. You have a quorum with all members present with Dr. Nettie Simon-Owens participating remotely.

**Chair Robert Bates** [00:01:36] Now the approval of the agenda.

**Mr. Jeremy Satterfield** [00:01:40] Make a motion to approve the minutes, uh I mean the agenda as presented.

**Mr. Rick Harrell** [00:01:46] Second.

**Chair Robert Bates** [00:01:47] Any discussion? All in favor say aye.

**Mrs. Kristy Johnson** [00:01:47] Mr. Chair, we have to do roll call.

**Chair Robert Bates** [00:01:49] Oh, that's right.

**Dr. Nettie Simon-Owens** [00:01:51] Excuse me what was the motion?

**Mrs. Kristy Johnson** [00:01:55] The motion was to approve the agenda.

**Dr. Nettie Simon-Owens** [00:01:58] OK, thank you.

**Mrs. Kristy Johnson** [00:01:59] Mr. Bates?

**Chair Robert Bates** [00:02:01] Aye.

**Mrs. Kristy Johnson** [00:02:01] Mr. Catron?

**Mr. Jeremy Catron** [00:02:03] Aye.

**Mrs. Kristy Johnson** [00:02:04] Mr. Clark?

**Mr. Ryland Clark** [00:02:05] Aye.

**Mrs. Kristy Johnson** [00:02:05] Mr. Harrell?

**Mr. Rick Harrell** [00:02:06] Aye.

**Mrs. Kristy Johnson** [00:02:07] Dr. Nettie Simon-Owens?

**Dr. Nettie Simon-Owens** [00:02:10] Aye.

**Mrs. Kristy Johnson** [00:02:10] Mrs. Pool?

**Mrs. Nancy Pool** [00:02:12] Yes.

**Mrs. Kristy Johnson** [00:02:12] Mr. Satterfield?

**Mr. Jeremy Satterfield** [00:02:15] Aye.

**Chair Robert Bates** [00:02:20] The approval of the minutes.

**Mrs. Kristy Johnson** [00:02:22] Mr. Chair, if I may, there have been a couple of grammatical errors. That have been corrected, but aside from that, the minutes have been changed are in your book, it's just mostly grammatical issues.

**Chair Robert Bates** [00:02:41] A motion? To approve the minutes.

**Mr. Rick Harrell** [00:02:47] I vote we approve the minutes.

**Mr. Jeremy Satterfield** [00:02:50] Second.

**Mrs. Kristy Johnson** [00:02:52] OK, Mr. Bates?

**Chair Robert Bates** [00:02:54] Aye.

**Mr. Jeremy Catron** [00:02:54] Mr. Catron?

**Mr. Jeremy Catron** [00:02:56] Aye.

**Mrs. Kristy Johnson** [00:02:56] Mr. Clark?

**Mr. Ryland Clark** [00:02:58] Aye.

**Mrs. Kristy Johnson** [00:02:58] Mr. Harrell?

**Mr. Rick Harrell** [00:02:59] Aye.

**Mrs. Kristy Johnson** [00:02:59] Dr Nettie Simon-Owens?

**Dr. Nettie Simon-Owens** [00:03:04] Have you shared with us what those revisions are?

**Mrs. Kristy Johnson** [00:03:06] Yes.

**Dr. Nettie Simon-Owens** [00:03:10] In a recent email?

**Mrs. Kristy Johnson** [00:03:11] No, I just discussed the grammatical errors that I fix that are reflected in the minutes in the book.

**Dr. Nettie Simon-Owens** [00:03:18] And that was a very general statement. So, I don't actually know what we are agreeing to, So I will vote No. Without having seen the changes.

**Mrs. Kristy Johnson** [00:03:27] OK.

**Mrs. Kristy Johnson** [00:03:30] Mrs. Pool?

**Mrs. Nancy Pool** [00:03:31] Yes.

**Mrs. Kristy Johnson** [00:03:32] Mr. Satterfield?

**Mr. Jeremy Satterfield** [00:03:35] Aye.

**Mrs. Kristy Johnson** [00:03:36] Motion carries.

**Mr. Mike Davidson** [00:03:44] So it is a pleasure to introduce you to Mr. Todd Jorgensen, I think that you all are all somewhat familiar with what his firm does is one of the premier executive search consulting firms and has more experience in the economic development line. While that's not the only sector that he recruits executives for. He's got a wide range of experience in economic development, which is one of the reasons that tipped the scale. And was the number one top ranked firm. We were able to successfully negotiate. The contract was signed we signed the contract. So today we start the kickoff session with that. And I'll let Todd have a conversation about what all that's going to occur today outside of this meeting. But this meeting is really your opportunity to interact with Todd. Todd is here, to try to get a good understanding of what is it that you're looking for in the next executive director? What are some of the skills, abilities, et cetera, that they need? And he's also had some meetings throughout the day with other stakeholder members from the community that you will have interaction with. And then from that, you'll still establish a profile that you will use to advertise a job and seek out the candidates. Having said that, Todd welcome. And turn it over to you.

**Mr. Todd Jorgenson** [00:05:11] Thank you, Mike. I appreciate that first and foremost. Good morning, everyone, and thank you so much for the opportunity to be here this morning with you. I'm excited to work with all of you, as well as the search committee and really lead this exciting process. All these different communities and organizations that I have the pleasure of working with throughout the country are in similar situations as you all. You're looking to improve your opportunity to grow your tax base. You're looking to grow jobs, capital investment, and improve the lifestyle and quality for not only your employers, but your residents. So, it's a pleasure that I have to do this job day in and day out, something that we've been doing as a firm for more than 30 years and myself leading the firm for more than 20. So, the first step in any process is for me to learn and to listen and to absorb as much information as I can to be very effective in going out and leading the search. So, I will be leading I will be your point person and I will be the person doing all the recruitment. I'll be the person doing all the resourcing, the networking, the research and all the interviews. So, I the individual that is going to basically become an extension, not only, of course, of your organization, but also your community. Because when we're recruiting in today's marketplace, that's exactly what we're doing, is we are recruiting. You're not really able to just go out and cast a net and people are just going to come running to have to go and proactively find people in today's market. And the best way that I know how to do that is get to know about your community and know about this opportunity and go out and make phone calls to individuals that I know both in the Virginia Commonwealth as well as nationally and talk to them about this opportunity to tell them a story, if you will. People like to hear stories. They want to hear the story about this organization and why it might be a compelling opportunity for them, because your transparency, your candidness about the organization, about the county and about this position are really, really important because we want to make sure that I am setting a very clear expectation to these individuals that we will be looking to recruit to what we are looking for them to accomplish, but also what some of our opportunities and challenges are. Every community, every organization has them. And that's an important piece of this process. The other thing that I try and remind all groups that I work with is that we are not hiring someone, we are recruiting someone. And what that means is that they are going to evaluate you just as much as you are evaluating them. So, it's very important to remember

that this is a two-way street, that this is an important interaction that you're going to have with candidates, engaging them in what the opportunity looks like, why this is a great opportunity. But of course, at the same time, evaluating them, evaluating their skill sets and determining whether or not they are the right fit throughout this process and will also identify with the candidates, what potential challenges they may have on the personal side in making a relocation. If they're coming from outside of this area, those often can be sometimes deal killers at the end of the process. So, if there are challenges, if there are potential limitations and there are needs that these candidates are going to have, I will make sure to articulate those to the search committee. And then when these candidates eventually come into the community, we address those needs. It might be education it might be resources. They could be just about anything. But what we want to do is make sure you're aware of all of those things up front. So, when we do get to the end of this process, it is as smooth and easy of a process to close this individual. You'll know as the right person. They'll know it's the right opportunity. And that's really how we ensure they can make a very, very strong match. So, with all of that being said, I want to listen. I want to absorb information from you all during the session. So, I have a couple of little agenda points that we're going to get into. First of all, I just want to talk about the County in general. I want you all to share with me any feedback that you might have where you think candidates are going to want to know whether it's an opportunity or whether the potential challenge that faces this IDA or the county in general, they start to transition into the individual. But let's just first start with your organization and the community itself. Now, before I open it up and listen to you all and receive your comments. Does anyone have any questions for me about us as a firm or anything in general before we jump into the meat of this discussion? Not hearing any questions. Very good. Let's move forward then. So, with that said, who would like to go first? Share with me some things about this county or this organization that you think would be compelling for a candidate to know and or the community or region in general.

**Mr. Jeremy Satterfield** [00:10:10] So far as the IDA goes, we're set up a lot of different than most IDA's are, and we have a separate IDA from the county. So, you have the unique opportunity of really focusing on business recruitment and expansion without having to wear many, many hats of County government. So, you really do kind of have your own swim lane to clearly pay attention, which. I would like to think it would be highly sought after from a list of candidates.

**Mr. Rick Harrell** [00:10:59] Definitely. Plus. And it is a plus, that we have some assets we have developed through these building. That support us. But that's a negative in that we support ourselves with it, operating without any money from the County, which is the only taxing authority around. So, we have to work hand in hand with the County Board of Supervisors, but that's a negative that we don't have a pot of money. In order to fund ourselves to a higher degree than we'd like or in the inevitable, competition, state and national in recruiting new people. That having been said, we. So basically, this is a rural County, agricultural and that is true in terms of the square miles of land, but they had been true for years, early 40's really. Most people employed here are employed in manufacturing. So, it started years ago, before recent changes ten or fifteen years. The manufacturing center of Virginia was a triangle from South Boston to Martinsville, up to Lynchburg. And with the decline of textiles and furniture we have had to adjust, this county has adjusted better, I would say, than most similarly situated in rural Counties.

**Mr. Todd Jorgenson** [00:13:19] If I can ask you just a question, one piece that you mentioned there, when it comes to opportunities that are, as you say, attraction based on and there is the need for some type of incentive. How is that administered? Is

administered through the county or other dollars that you tap into with Go Virginia and VEDP and other resources?

**Chair Robert Bates** [00:13:41] All of the above.

**Mr. Rick Harrell** [00:13:51] The state has stepped up; Virginia is not giving out large grants to future businesses like some of our competitors to our South. Including North Carolina, South Carolina, Georgia, Louisiana et etcetera. However, the state is willing to step in. They usually require an equal match. So that's a big job for a rural county and we hope to work closely with our partners at the County level. In order to get them to understand that the investment is necessary if we are going to compete.

**Mr. Todd Jorgenson** [00:14:31] Thank you.

**Mr. Scott Simpson** [00:14:41] I'll echo what Jeremy and Rick have said a typical structure, for economic development is that the economic developer works under the County Administrator and the IDA really is more of a passthrough Board and the arrangement here in Halifax, is totally opposite of that. The IDA Board is a very active Board a very involved Board, and the executive director is the equivalent of what and economic development director under County administrator. The unique situation here is that the executive director here needs to really have a handle on commercial real estate. Because of the assets the IDA owns and manages, it is really more of a quasi-commercial real estate venture that also does economic development. So, it is a unique skill set that the ideal candidate will need to be manage, it will be a totally different than typical.

**Mr. Rick Harrell** [00:16:26] Mr. Simpson is an ex officio member of our Board, been on this for a couple years and acts as liaison with the Board of Supervisors.

**Mr. Todd Jorgenson** [00:16:36] Good. How aggressive is the county when it comes to economic development projects, both the expansion and new attraction projects?

[00:16:50] I think in general, when the opportunities are there or as a lead comes through or there is a need of an existing business to assist with expansion or a new business would be interested. I think we are pretty aggressive with offering what we can. I think like Mr. Harrell said the challenge is funding. We do not have a ten-million-dollar pot of money to use. But I would say every opportunity that comes along we take very seriously and tend to do our best to land that opportunity.

**Mr. Jeremy Satterfield** [00:17:42] Historically speaking, we've had a number of industries in our community for quite some time that have had expansions, a large share of them the market share have had expansions over the last ten years. And the County as well as the IDA have been an integral part of those expansions. We probably do, in my personal opinion I think the IDA has done more in the business expansion role within the community as opposed to business attraction. That is just my two cents I don't know what everybody else says.

**Mr. Todd Jorgenson** [00:18:30] Well, I'm sure you've heard it before and you haven't you are going to hear right now, that 80 percent, if not more of your job growth is going to come from your existing industry. However, a savvy economic development organization understands also, though, that you're going to be targeted in recruitment today, marketing and outbound growth. You're going to leverage your existing industries to understand what their needs are, and how to help them grow. And sometimes that can be directly recruiting

an entity that would assist them in their growth plans. So, they would actually help you and foster some of that supply chain recruitment. So, you know, that is really where your bread and butter is going to be coming from. And it's good to hear that you all have a recognition of that, if you're solely based on attraction. That's a very, very hard road to go and would require, as Scott mentioned, as well as some serious dollars and some deep, deep incentive pools as part of the reason why Texas does so well as they have for A or B sales taxes, that they have millions and millions and millions of dollars is being collected every single year, somewhere upwards of 35 million dollars a year just to incentivize and develop economic development opportunities. So, you have an idea of what you're competing with in some states. You know, that's a big pot of money and that's a very difficult environment to be in a position yourself a little bit differently than that. So anyway, I'll get off my soapbox, but I'm happy to step up there in a moment, so I'm sorry. Continue along with some of this thought process and dialog as it relates to this community and opportunity and those challenges.

**Mrs. Nancy Pool** [00:20:13] This is a not direct quote, and I don't think it is anywhere in our strategic plan, but Go Virginia has just funded a new initiative that is coming out of the SOVA Innovation Hub which is a new facility in downtown South Boston for entrepreneurial and innovation And hopefully it will lead to Some small companies that could be scaled up. And we're looking at some of the money coming to the state. And so, I'm not saying that our economic developer is going to be doing all that, directly involved in that, but I do think it would be wonderful to have someone that understands the importance of that, I mean, the Commonwealth of Virginia right now is a putting big money into this through C.I.T. And VATI and other places and we as a small community know that if we can grow our own and we stand a better chance of keeping them here or we seem to be able to grow into something larger, more and more people. So, the strategy is it's a regional concept. I do think it's going to be very important for there to be a relationship between the IDA's and the opportunity for entrepreneurial and innovation growth.

**Mr. Jeremy Satterfield** [00:22:24] An additional partner in that is also Longwood Small Business development Center. So, they're there a partner for that as well.

**Mrs. Nancy Pool** [00:22:32] And Longwood University and Hampden Sydney College and. So, it's deep and wide and very exciting.

**Mr. Rick Harrell** [00:22:44] But building relationships in the community, and outside the community is an important attribute for this person. We're also in a region in VEDP with Danville, Martinsville technically but within the geographical footprint although not a member. Both Patrick and Henry County, and that person is in Danville. and VEDP has been more active in supporting the rural economy in the last few years. So, we need a person that can reach out and the Chamber which Nancy headed up for years. and have another attribute that we have not mentioned. We have for a community our size probably the best individually in terms of community developed educational facilities. The Southern Virginia Higher Education Center, where Dr. Simon-Owens where she resides now. Also, a partner through the years and apparently because of funding will be less of partner in terms of funding, the so-called Tobacco Commission. Which Mrs. Simon-Owens's husband is the Chair of now. So, we need someone who normally deals with partnerships and relationships. And at one point you mentioned the expansion of existing businesses. We have representatives of two right here today. That one that was brought to the community. Have we ever helped with your expansion?

**Mr. Jeremy Catron** [00:23:34] No.

**Mr. Rick Harrell** [00:23:35] But our biggest investment in the community in the last twenty years has been with Mr. Clark's employer, Hitachi ABB. Originally came here as Westinghouse and then was bought out by ABB an international outfit from Europe. and has now been bought out by the Japanese firm Hitachi. Mr. Clark speaks a lot of languages.

[00:25:27] Lla la, la, la, la,.

**Mr. Ryland Clark** [00:25:36] The Higher Education Center being here being able to be like custom make programs to support industry. So, if you have a need, we have been able to customize to meet the needs to the community. Which has been really big for us ya know. the one of those challenges that we still have, we have made a big push on it but ya know broadband throughout the county it is a real barrier for people that want to move here and don't have internet. Most people see it like running water now. So, it is good to see some of the push we have had but to get more people here the broadband county wide has got to get there. Some of the other positives we do have a lot of civic groups in the county to work together try to support the community, we have a strategic plan we have put together for the community, so we know where we are going. I think it is important that do know where we are going. So, we have I think ten items that we are focusing on so there is no real guessing on what the priorities of the County are, and we have them documented out and we have Boards and things, and we can try and support that. I think having that when this person comes in, they will know what the focuses are what the points are what who the people are. Like Rick said the willingness to make those connections and maintain that transparency with other organizations is going to be key to building the IDA's image and seeing the IDA as a partner a real asset to the community.

**Mr. Todd Jorgenson** [00:27:14] Thank you. That is great to know. Within that scope of that, one of the things it's actually articulated in one of the documents that Mike sent me at the end of the in the strategic plan, it talks about the quality of the place. There are resources and assets to keep young employees that are here. Is this plan strategy that you're referring to? Does it also relate to various amenities that you're trying to enhance within the downtown or within the community itself?

**Mr. Ryland Clark** [00:27:49] Yes, I am the chair of the Quality-of-Life Committee, so I do know about that one. It's focused around what are the important things to professionals or young professionals? Monitor the quality of life that is focused around them. We report back to the chamber or the Board of Supervisors or the other groups, you know, in the county say these are things that we're hearing from people who want to move here. What are some levers we can pull to make that happen? So, we can kind of keep the pulse on how to keep people here. And we've seen also where we want more people being able to work remotely. So, there's more of a willingness, I guess, back to a smaller location and work remote. So, we're really trying to focus on how do we really get people that work in Northern Virginia and they want to move here and work remote and still have the small-town feel, but there are certain things they have to have. Internet and things like that and nature they need to push so and that we continue to invest in our company that are still here. You know, the ultimate goal is to have individuals that have the disposable income and will support these things that we are trying to do. I think that is all kind of key to keeping and attracting people here.

**Mrs. Nancy Pool** [00:29:16] I was just going to say that the background on the visioning process and all of that was that and I think this speaks to our community. I think it was

about. In 2003, we had just faced the closures of and the high unemployment rate and so on, and the community was pretty bummed as you could say. And I think it just adds a lot that the community came together as a community and the political leadership as well as the business leadership. And decided that we needed to do what we needed to do a visioning process to try to create our future rather than to let things just happen. And so, the first vision process occurred in 2004, and you probably know Mack Holiday at Market Street Services came in and did our process. And then they go Market Street back two years ago, I guess it was to do because it was a vision 2020. And so here we were at twenty twenty and they brought them back again to continue that. And I think that speaks volumes about the people in the community wanting to attempt take more control of how is it that we can create this future? What is it that we as as civic groups or political leadership or whoever can do to help this along? So, you know, I just think it's important for somebody to know that. This is a pretty spunky community. Halifax County has never had a sugar daddy in terms of a Dan River Mills or a Bassett furniture or something like that. We have a collection of wonderful industry. Companies, but, you know, the people have been willing to make things happen, just like in Southern Virginia Higher Education are back in the 80s, we realize one of our barriers to recruiting was the that we did not have higher education beyond secondary here in the community we sat between two community college campuses and there was competition between them and so on and so forth. So, the community came together and create a higher education. They grew it from a double wide trailer over on the high school lawn to what it is today, which is a highly recognized institution and has done more for this community, I would say, than anything else we've done in terms of training our workforce and helping people to have a better quality of life through education. So now get off my platform. I just believe wholeheartedly in this community. I have lived it; I have seen it. I know a lot of the people that have made these things happen, and I think that spirit still exists. But it's a different world in so many ways.

**Mr. Rick Harrell** [00:32:33] What we do need someone who can tap into history, the spark of innovation that we have exhibited in the past and as far as I know unless we have been eclipsed over the last few years, we are the only rural community that developed and paid for its own higher education center. There were 23 community colleges plus some branches created in the state and we didn't get one. But instead, as she said we created our own through an impromptu group of associated. Who wanted to build it? We brought in both community colleges and other institutions of higher education such as Longwood, Averitt, Mary Baldwin and created a center. Now ultimately, we found out we couldn't afford to keep it going. It is now a state institution. But however, we created it and raised the money.

**Mrs. Nancy Pool** [00:34:22] So we need someone with some creativity and some vision to make things happen.

**Mr. Todd Jorgenson** [00:34:22] Absolutely.

**Mr. Rick Harrell** [00:34:22] Other than perfection we don't need much.

**Mr. Ryland Clark** [00:34:22] I think it is important that they can come and appreciate the history but also challenge have a backbone and be able to think for themselves. So, I mean, you know, I don't want somebody coming here just wanting to be like, you know, I want to be like popular, sometimes you get into that small town I think it is important that they can have their own backbone and but understand that they're here for a job and you do need to maybe stand on their own two feet and questions some of the things you know maybe we don't see or we haven't done. And so, I think it is a delicate balance of

respecting what we have but also challenging and being able to kind of stand on an island all by yourself and and really push for that. They got to be a unique combination of those two.

**Mr. Jeremy Catron** [00:35:05] Todd I think some of what you have heard to sum it up, some bullet points that I was looking for. Someone that articulates themselves well, obviously for a position like this is someone that can build relationships as was mentioned earlier, but also that can manage as well. The same things that we say are benefits, the properties, and parts of the existing IDA are things that have to be managed. So, there is the part of the business of economic development and but then there is sustaining and managing what is already here as well. I think someone needs to have a strategic view looking both kind of short term right now and what the surrounding community is, what is the pluses and minuses are then long term and then from that create change. I think as a rural community change doesn't quite come as fast sometimes. Because we don't quite know what change is so that where articulating comes in, but I think those are some of the strongest bullet points right there. Probably it is someone that already appreciates a rural lifestyle. That can see the benefits of it and also add to that. We certainly, I don't want personally this person to be taking a short-term view of this role. We are looking for someone that can come in and make an impact over a period of time,

**Mr. Todd Jorgenson** [00:36:45] What do you consider short term? How long is short term I should say.

**Mr. Jeremy Catron** [00:36:49] I certainly would hope the person coming in here is looking at performing in this role for five plus years.

**Mr. Jeremy Satterfield** [00:37:06] Historically speaking, Todd. What is the with the average length of employment with an IDA EDA Director in economic development.

**Mr. Todd Jorgenson** [00:37:17] You're generally looking at somewhere between four to six years, sometimes longer, sometimes shorter than to be honest with you. You know, that's what you're going to have to look at closely and think of these candidates. But I always try to encourage groups to recognize that. Let's say you get something that comes here and they're building their career. There's nothing wrong with that. But they come in here and make a really significant impact over three, four years. And then they're recruited out not by me, but maybe by somebody. There is a new opportunity, and they move on and they move up. But if they left your organization significantly stronger than it was when they arrived, there's a lot of value that can be said for that. In addition to that, I think it's really important that organizations Boards think really clearly and strategically about the development of one staff and the executive director is going to leave. Are we developing somebody else on the team? And they could potentially take over for that individual. So be thinking of succession planning, you know, after a certain amount of time. And there's nothing wrong with that. So, growth is OK. But optimally if you can have somebody that stays here for around seven plus years. That would be great. I think that really helps more in a rural community like your size. And frankly, to your point, there's people that really do appreciate a more rural environment. They like what happens in the rural community more. They see how they can make impact. They can feel a different way, be a part of the community differently than in a larger metro. So, people they drive for that larger opportunity in that larger metro, they're not going to be the right fit for this job anyway. So, they're not going to be interested in frankly will not be looking at them. So, we'll take all of those things into account. And it's something that you all as a group will evaluate. When you are looking at candidates, but I encourage you not to be steered away from a younger

newcomer versus somebody that might be more senior in your career. There's a lot of really strong folks that are seniors in their career that don't want to be a part of a major metro or whatever it might be. They want to go to a community that really values their experience and their skillset, and they can come in and really make a significant impact. So, I think the spectrum is wild open in roles like these, but make sure that we find those characteristics of experience that you can evaluate applied in this position to have a very strong long-term tenure. That would be optimal for sure. What other experiences, traits, characteristics, I want to be respectful of your all the time, because I know you have more than just me on your agenda, but what else did we maybe not mention about this person or community that you I think is important.

**Mr. Ryland Clark** [00:40:12] Like you said, they like maybe don't want somebody that is urban to come here but I always think it is valuable for someone that has been there and know how it works and they can take sometimes just like we try to recruit here locally. We want people that have been a lot of corporations even big cities so that when they come here, they can take some of those tools and things that work and sometimes they see a bigger picture than we do. if we can find somebody that maybe wants the rural lifestyle but has also done their time you know elsewhere you know to gain experience would be valuable.

**Mr. Todd Jorgenson** [00:40:52] Certainly.

**Mr. Rick Harrell** [00:40:52] Mr. Catron, across from me mentioned management and I want to emphasize that. I don't think we had any particular preference in terms of age, except that we do need a fairly mid-level material to deal with existing processes that we have got. Mange a few people that would be under this person and sort priorities. T keep all of this going because there is always vastly more to do than in terms of opportunities in terms of dealing with others and you have got to be able to sort these things out. Because if you are doing any deals at of any size whether it is dealing with 50 people or any size, it is easy to lose track of large sums of money. That are involved you need someone that is levelheaded and can deal. In spite of good intentions, you have got to be able to sort these processes out.

**Mr. Jeremy Satterfield** [00:42:13] And in addition to the business climate that we have here there is also a small amount, maybe I am undershooting that of the hospitality and tourism as well. We would like our executive director to be a part of not necessarily to lead, but to be a part of those conversations as well, because we have the racetrack, we have VIR. We have various other recreational facilities that are here that we want them to be in the mix of but not lead any of those.

**Mr. Todd Jorgenson** [00:42:40] Those are strong economic assets.

**Mr. Jeremy Satterfield** [00:42:40] Absolutely and we have had executive directors in the past that have treated them maybe a little lighter than what they should have been, and we have had some in the past that have treated them a little heavier in the past than what they should have been. If we could just find that right mixture you know to help but not to lead.

**Mr. Todd Jorgenson** [00:43:13] That's right.

**Mrs. Nancy Pool** [00:43:14] That person probably will serve on the Tourism Board typically.

**Mr. Rick Harrell** [00:43:22] One thing just a note, is the Burton Brothers who are from here famous race car drivers on the Nascar circuit. Ward Burton won the Daytona 500 a number of years ago. Got their start right over here at the South Boston Speedway and it is still in existence after all these years. It is a good track, a small track. And on the other end of the County, you have to go through North Carolina to get to it, but it is in Halifax County you've got VIR. And Paul Newman famously said if there is heaven on earth it is VIR. It is a lot finer racetrack than Watkins Glenn. Anyway, that is offerings that we have. And we have and are currently working with the Town of South Boston, it's a big asset. And they are working towards a creation of a downtown hotel which would be an asset. I think we have got a lot of opportunities for the right person.

**Mr. Jeremy Catron** [00:44:19] Todd you opened this by asking if this more a challenge or an opportunity. I would tell you right now the scales are exactly even. For this person in this position because if this person can come in with the underpinnings that are in this organization and in the community right now, get this Board behind them, get this community behind them. In five years', time this person could have left quite a legacy.

**Mr. Rick Harrell** [00:44:41] That is probably the best thing that has been said today.

**Mrs. Nancy Pool** [00:44:41] Yes, well said. Well said.

**Mr. Ryland Clark** [00:45:13] All the stuff going on to Rick's point. About about what Jeremy said being a manager, they have to be able to delegate and trust the staff and develop their staff. So, with all, it is a small town with a lot going on if they want to take it all on themselves it really can become overwhelming. So, I think being able to have your staff develop your staff is really going to be key to understand. If not, they will get so bogged down that they you know won't be able to be effective. So, we need to make sure that they know what the parties are, and they know what to work on and what not so that they can continue to make that legacy. And I will say to Jeremy's point being a younger person in a small town there are so many opportunities to make your legacy or to make an impact or whatever and I know that being the opportunities are there for those that want to do things that want to change the opportunities are there. Versus being in a bigger city, you have to wait you know you're not going to get on that Board or anything like that. I think the opportunities are here. Which I think is a huge positive for people that want to get involved and be a part of the change.

**Mr. Todd Jorgenson** [00:45:37] That is a good point thank you. What about their geographic experience? You have a feeling one way or the other, whether they're from the Commonwealth whether they are from the southeast or from anywhere in the United States, is there any preference one way or the other?

**Mr. Rick Harrell** [00:46:57] They have to be able to understand the culture. As I have said several times. I remember when I came back home. Which I was actually young once. I had to slow down a little. Because I was accustomed to doing things a little quicker.

[00:46:57] I think Rick is spot on when he talks about the culture. If you give somebody that is not from the Commonwealth, I honestly could look at it maybe as an advantage because there are a number of us because there are a number of us, some of the folks in this room and other folks that are in this community that could help with historical references that we have. Because there are some mine fields, I guess that have to be tip toed through, but we want that individual to understand the historical references that happened. but sometimes it is better them not knowing and coming blind to all of that

because it gives us an opportunity to lay that all out on the table for them. I personally don't have a preference either way whether they are from the Commonwealth or not.

**Dr. Nettie Simon-Owens** [00:48:10] Morning, this is Nettie. I have certainly enjoyed all of the feedback. I would suggest that it really is not important where the person is from what is important is that they understand where they might be coming and that they take the opportunity to do the environmental scanning that is appropriate and applicable to get a grasp of our culture. And how things are done. and also, be willing to listen and learn. Lifelong learning is important. Learn how the Commonwealth of Virginia actually gets things done and to work to improve those processes if it is necessary.

**Mr. Todd Jorgenson** [00:48:49] Thank you. I appreciate those comments, and I trust me, I understand them very, very well. I think it's important across the spectrum, but it really helps you a lot. If you are open to people from all over the country, you just never know. Sometimes it's a great fit and they could come from Wyoming. I'm not going to say that somebody from the south end of Boston is going to fit in this community necessarily. But who knows? Maybe this is where they're from and they would love to come back. The chances of that are probably pretty slim, but either way, I'll look very closely at that. But you get a lot more value when you do search nationally. There's some really strong programs and individuals certainly here in the Commonwealth, as well as all the surrounding states all around us. Obviously, we're a start right here and expand out. But there's some very strong individuals that see Virginia as a progressive state. You know, you all mentioned Go Virginia, we have mentioned VEDP a little bit. Candidates look at the environment in which they can be successful. Everyone wants to go somewhere and have the opportunity to be successful, to go to a state that actually has a strong program and shown a track record of being able to get it done if you will. And then you have a community like you all are that want accomplishments you want to achieve and actually strive for more than what you have right now. Those things resonate very strongly with candidates because that shows it's a very strong, viable opportunity for them to come into. So, while Virginia may not be giving away buckets of cash when companies come in, that's okay. You don't necessarily need to do that. It's the positioning across the entire spectrum that allows you to be ultimately successful in this space. And Virginia is seen as one of those states that has that ability. So, know that it's a very well-respected state, people look at the outside looking in. So, they'll see that very clearly. And also, that that said, I will be, again, searching nationally. But if there are people that, you know, whether they're within this community, within the region or anywhere in general that you think would be a really good candidate for this role, please feel free to reach out to me. Either send an email or give me a phone call and just let me know who that person might be, and I'll give them a phone call confidentially and see if they might be interested in this role. Obviously, that's a lot of what you hired me to do. I was doing that with my Rolodex and all the other tools that we use. But if I'm leveraging your Rolodex and the people that you know as well. I want to make sure that I don't leave any stone unturned, if you will. And even if those people just might be really good resources, that I can talk to you know. Please let me know. I will be reaching out to my contacts in the state. I will also be asking them, you know, who are who are some of those good, strong leaders in and around the state that they might recommend for this position as well? Sometimes if you're really good number two in an organization that's doing similar type things, to your point, there might be a little bit of a larger organization and they're ready to lead their own shop. And this would be a perfect opportunity for someone like that to be found. And the comment I think that has made the very, very beginning about a commercial industrial real estate experience. I think that is definitely going to be important in this role. This organization does a lot as it relates to development land leasing. Therefore, they need to understand that this is probably not a

role or somebody coming to be very, very green in that they had somebody who is very proficient in your organization, was highly skilled in that space, and that maybe we could see some degradation in that skill set. But most likely, I think that's probably going to be one of the most important things that we want to see in this person. You all have a lot of assets that this individual is going to need to work with. And not all organizations have that. Not all organizations have the ability to acquire and sell and develop land, work with developers to develop sites and shell buildings and those things. So that's a definite unique skill set and one that very acutely aware of that they are going to need for this role. So, all that said, anything else, anything that might need to be aware of or any other experience and skill sets, anything that we haven't talked about that you think might be important. Because I promised Mike, I would keep this to just an hour. So far, I am just about on track.

**Mr. Todd Jorgenson** [00:53:31] Are there any questions, are there any other comments, anything?

**Mr. Garland Ricketts** [00:53:41] It's been pretty interesting listening to all of this input. I haven't heard any comments on our local school system. We are right on the cusp of making some major investments upgrades yet to be determine. There seems to be a path to funding that helps that. We are looking forward to wrestling that doing whatever we have to do to be good for the community. WE have reasonably good rural health system. To touch on something else there is a County influence project for broadband. It is yet to be seen how quickly and how ell that fills in. But that is underway after years of pushing and urging and grumbling that I guess the with the state and nationwide emphasis on funding these types of projects we are going to see that start to trickle into our borders. The Board has supported at least I feel like, perhaps not on the scale that some would like to see, but we have supported projects. Particularly with moral obligations support that hopefully there is no charge to. I agree with the wording that we are aggressive, but our cudgel is very small. We are better the bulk of the rural communities; we would love to be even better.

**Mr. Rick Harrell** [00:53:47] To flesh that out a just little bit I am glad that you mentioned the school system and the hospital. We individually controlled hospital system was argumentatively the finest in the state. Transferred that to the largest nonprofit in the state Norfolk based Sentara. Which has moved over to you are too. We were looking for stability and longevity for healthcare and in terms of school system and funding. Not to mention two pots, one most prominently our citizens voted to tax ourselves with additional sales tax. Which somehow our representatives and friends in the legislature passed in the very first instance of anybody being able to tax themselves for creation of their school division. It was pushing the idea that we were creating a new or substantially new high school. So, we will have, correct me if I am wrong Scott, over ten years one hundred million dollars?

**Mr. Scott Simpson** [00:54:48] Yeah about one hundred million dollars over about thirty years.

**Mr. Rick Harrell** [00:54:49] So that is coming in as extra funding for schools. It is up to the school board, under the tool age of the Board of Supervisors to decide exactly how that will be funded. But that is there. When funding is available things will happen.

**Mr. Todd Jorgenson** [00:55:28] Absolutely. When did that tax pass, how long ago?

**Mr. Jeremy Satterfield** [00:55:37] It passed in November of 19.

**Mrs. Nancy Pool** [00:56:50] It went into effect July 1 of what 20?

**Mr. Jeremy Satterfield** [00:57:01] Yes, so it hasn't been a year yet.

**Mr. Rick Harrell** [00:58:05] So we are just getting started. The receipts have been on target, right?

**Mr. Scott Simpson** [00:59:26] For the most part, in spite of the pandemic. They are in the ballpark we were thinking. Maybe slightly lower.

**Mr. Jeremy Satterfield** [00:59:28] I will take slightly lower over the last year we have had.

**Mr. Scott Simpson** [00:59:28] Yeah rather than greatly lower.

**Mrs. Nancy Pool** [00:59:28] Exactly.

**Mr. Rick Harrell** [00:59:28] One percent of whatever anyone spends here.

**Mr. Scott Simpson** [00:59:28] But I think that speaks to the recruitment point in looking at our school system currently, we only have opportunities to improve, the school board has the opportunity to improve the environment and learning environment in all the schools. AS they see fit, and they have this funding stream that will assist with that rather than dipping into the Board of Supervisors general fund budget and thus taxpayer's real estate personal property tax. It frees up those funds for obviously our core services but also aiding with investment in economic development. It all kind of ties and comes full circle.

**Mr. Jeremy Satterfield** [00:59:27] Todd as you can imagine that was a huge campaign of information that the County had to get in front of all residents of Halifax County to be able to educate folks so they could vote. It passed with overwhelming support it was 75% or more that voted for that additional sales tax. I would like to think that it shows that while nobody likes to be taxed anymore, we understand that for the right reason if it is a necessary function. Scott was here what six month or a year before he had to take this on. In addition to everything else that you do. New face new name having to jump out there and help with that which of course the IDA helped with that of course. We had many many community members to help. I think it just speaks volumes to what we can get accomplished. And that was a very quick turnaround, I don't think that process started until January maybe later than that.

**Mrs. Kristy Johnson** [00:59:27] It was at least six months.

**Mr. Scott Simpson** [00:59:27] Yes, it got approved by the General Assembly in February March of 19 and we had the referendum in November of 19.

**Mr. Jeremy Satterfield** [00:59:27] It was a huge win.

**Mrs. Nancy Pool** [00:59:27] And in Virginia to get the local option sales tax through the General Assembly was a big deal. Because that had not been our culture in the Commonwealth.

**Mr. Rick Harrell** [00:59:27] Do you see a thread here Todd?

**Mr. Todd Jorgenson** [00:59:27] Absolutely.

**Mr. Rick Harrell** [00:59:27] First to create our own Higher Ed Center, first to tax ourselves to create more educational opportunities.

**Mrs. Nancy Pool** [00:59:27] First to be certified for economic development in 1980.

**Mr. Rick Harrell** [00:59:27] And the first Chamber anywhere around to be certified.

**Mrs. Nancy Pool** [00:59:27] We had our Chamber was a five-star accredited Chamber of Commerce. And it was the smallest one in country. No longer are they doing that accreditation process, but it spoke volumes for the community.

**Mr. Scott Simpson** [01:02:29] The final comment I will touch on you all talked about at where you see someone coming from to get here to Halifax. So, you know, I started my career in South Florida and the hustle and bustle of South Florida. I was ready to not be in the that and moved to actually Southwest Virginia. Near Bristol. It some adjusting to get out of a very urban area and being able to do whatever you wanted within 10 miles of the house. Moving to south West Virginia took some adjustment to understand that you still have those luxuries you just might have to go a little bit further but how often do you really go to a full-fledged mall to go shopping. You might do that once a month in an urban area anyway. So, when I moved from Southwest Virginia to here obviously it was very similar. I think you need somebody that appreciates the rural lifestyle but still understands that the extra curriculars that they might want are within a short drive.

**Mrs. Nancy Pool** [01:03:22] Yeah Todd made the trip up from Greensboro on a beautiful road a great road. Right up 501 you can go seventy on that road.

**Mr. Scott Simpson** [01:04:16] But I think there is an adjustment going from the city urban and city life to a rural environment.

**Mr. Jeremy Satterfield** [01:04:30] I think you bring up a good point to. Not necessarily only Halifax County but of the region in general, we are a mobile community. We have always had that understanding that the mall per say that may it be in Richmond, Lynchburg, or North Carolina. While we are willing to travel for that, we are not so willing to pay for that in the form of additional taxes. The cost of living is a huge bonus here and me personally I am comfortable with the low cost of living and hop in the car to drive and come back and go wow I am glad I don't live there.

**Mr. Rick Harrell** [01:04:47] We are a little more urban than Southwest Virginia.

**Mr. Jeremy Satterfield** [01:05:28] I will say too to Rylands point just with my participation with the SOVA Innovation Hub that is coming online downtown there are a number of either young people or families that have moved back here in the last three or four months I have been contacted directly by like seven of them.

**Chair Robert Bates** [01:05:35] OK, guys, we got some other stuff to do, and Mike has got something as well. We appreciate your time. If you need anything else from us, you know, in contact with us. And we will be likewise.

**Mr. Todd Jorgenson** [01:05:57] Absolutely. Thank you very much.

**Chair Robert Bates** [01:05:58] Look forward to working with. Thank you. I look forward to working with you all as well.

**Mr. Todd Jorgenson** [01:06:02] Thank you so much for your input. And to your point, if there's anything else that you feel that you want to share and you can think about it here this morning. Again, my phone number is always open to all you all as well as an email, so please don't hesitate to reach out. Thank you.

**Mr. Jeremy Satterfield** [01:06:32] Regarding entering closed meeting that this body go into closed session pursuant to Virginia Code section 2.2-3711. That the purposes which are to be the subject of said executive or closed meeting shall be as follows, to discuss a prospective business or industry, or the expansion of an existing business or industry where no previous announcement has been made of the businesses or industry's interest in locating or expanding facilities in the community, pursuant to Virginia Code Section 2.2-3711.A.5. To discuss real estate matters, pursuant to Virginia Code Section 2.2-3711.A.3. To discuss personnel matters, pursuant to Virginia Code Section 2.2-3711.A.1. To discuss the award of a public contract involving the expenditure of public funds, including interviews of bidder or offerors, and discussion of the terms or scope of such contract, where discussion in open session would adversely affect the bargaining position or negotiating strategy of the Board pursuant to Section 2.2-3711 A. 29. of the Code of Virginia (1950), as amended.

**Mrs. Kristy Johnson** [01:07:35] OK, Mr. Bates?

**Chair Robert Bates** [01:07:37] Yes.

**Mrs. Kristy Johnson** [01:07:39] Mr. Catron?

**Mr. Jeremy Catron** [01:07:40] Yes.

**Mrs. Kristy Johnson** [01:07:41] Mr. Clark?

**Mr. Ryland Clark** [01:07:43] Yes.

**Mrs. Kristy Johnson** [01:07:43] Mr. Harrell?

**Mr. Rick Harrell** [01:07:43] Yes.

**Mrs. Kristy Johnson** [01:07:43] Dr. Nettie Simon-Owens?

**Dr. Nettie Simon-Owens** [01:07:49] Aye.

**Mrs. Kristy Johnson** [01:07:49] Mrs. Pool?

**Mrs. Nancy Pool** [01:07:50] Yes.

**Mrs. Kristy Johnson** [01:07:50] Mr. Satterfield?

**Mr. Jeremy Satterfield** [01:07:51] Yes.

**Mrs. Kristy Johnson** [01:07:58] This is the roll call for coming out of closed session not to certify Mr. Bates?

**Chair Robert Bates** [01:08:03] Yes.

**Mrs. Kristy Johnson** [01:08:06] Mr. Catron?

**Mr. Jeremy Catron** [01:08:07] Yes.

**Mrs. Kristy Johnson** [01:08:07] Mr. Clark?

**Mr. Ryland Clark** [01:08:09] Yes.

**Mrs. Kristy Johnson** [01:08:09] Mr. Harrell?

**Mr. Rick Harrell** [01:08:11] Yes.

**Mrs. Kristy Johnson** [01:08:11] Dr. Nettie Simon-Owens?

**Dr. Nettie Simon-Owens** [01:08:13] Yes.

**Mrs. Kristy Johnson** [01:08:13] Mrs. Pool.

**Mrs. Nancy Pool** [01:08:15] Yes.

**Mrs. Kristy Johnson** [01:08:15] Mr. Satterfield.

**Mr. Jeremy Satterfield** [01:08:16] Yes.

**Mrs. Kristy Johnson** [01:08:16] OK, now, Mrs. Pool, you're up.

**Mrs. Nancy Pool** [01:08:21] I move that the board of directors take a roll call certifying that the best of the members knowledge only public business matters, lawfully exempted from open meeting requirements under the Freedom of Information Act and only said public business matters as were identified in a motion by which the closed meeting was convened or heard, discussed, or considered in the meeting of the public.

**Chair Robert Bates** [01:08:48] Can I get a second?

**Mr. Jeremy Satterfield** [01:08:51] Second.

**Mrs. Kristy Johnson** [01:08:51] OK, Mr. Bates?

**Chair Robert Bates** [01:08:51] So certified

**Mrs. Kristy Johnson** [01:08:52] Mr. Catron?

**Mr. Jeremy Catron** [01:08:54] So certified.

**Mrs. Kristy Johnson** [01:08:54] Mr. Clark?

**Mr. Ryland Clark** [01:08:56] So certified.

**Mrs. Kristy Johnson** [01:08:56] Mr. Harrell?

**Mr. Rick Harrell** [01:08:58] Yes.

**Mrs. Kristy Johnson** [01:08:59] Dr. Nettie Simon-Owens?

**Dr. Nettie Simon-Owens** [01:09:01] So certified

**Mrs. Kristy Johnson** [01:09:03] Mrs. Pool.

**Mrs. Nancy Pool** [01:09:04] Yes.

**Mrs. Kristy Johnson** [01:09:04] Mr. Satterfield.

**Mr. Jeremy Satterfield** [01:09:08] So certified

**Chair Robert Bates** [01:09:09] Do we have any action from closed meeting? Okay so we are good on that. Rick, Finance.

**Mr. Rick Harrell** [01:09:16] You all see the March 2021 financial reports. Have you got any questions? If not, I move, we approve the reports.

**Dr. Nettie Simon-Owens** [01:09:19] I do have a question.

**Mr. Rick Harrell** [01:09:31] Go ahead.

**Dr. Nettie Simon-Owens** [01:09:31] With regards to the cash flow budget actual report, I know we still have another quarter to go but how does the IDA handle when there are overages in one area. Does it shift to another line item so that it balances?

**Mrs. Kristy Johnson** [01:09:32] Do you want me to address that?

**Mr. Rick Harrell** [01:09:31] Yes.

**Mrs. Kristy Johnson** [01:09:31] Dr. Nettie Simon-Owens, unless the Board attempts some sort of budget amendment it was stay as is, and the overall would be what the IDA chose to deal with at the end of the year whether it be over or under. I think next month we are going to change the way this is reported a little bit. And separate the capital from the operating. Which will show the operating is pretty much on balance, on point as for budget. And the capital is where those large swings really come from for overall and it will make for a clearer picture. And you will see where the IDA has put in money to pay for those investments into capital expenses. The way it is presented in this report throws it off a little bit. Was there an area specifically that you were looking at?

**Dr. Nettie Simon-Owens** [01:09:31] There was nothing that I noticed but again I know we have another quarter, and I was just trying to understand how we account for that. I am satisfied with that explanation.

**Mrs. Kristy Johnson** [01:09:31] Okay.

**Dr. Nettie Simon-Owens** [01:09:31] A follow up question if I might. As it relates to the Southside Virginia Community College Truck Driver School. I would like to have more information on what our agreement is with that at our next meeting.

**Mr. Rick Harrell** [01:09:31] Agreement with what now?

**Mr. Mike Davidson** [01:09:31] I think Dr. Nettie wants some more information and background on the truck driving school that Southside Community College operates, we have a lease arrangement with them. The IDA owns that property and we a lease arrangement with them. We will put it on the agenda, and I will bring more information back to you at the next meeting.

**Mr. Rick Harrell** [01:09:31] That costs us almost nothing.

**Mrs. Kristy Johnson** [01:09:31] Correct.

**Mr. Mike Davidson** [01:09:31] They pay all of the maintenance on it, but their lease is a dollar a year. So, there is not really a revenue generator, I think that is some of what we will bring back to the next meeting. To talk about the lot and I understand that there may be some issues with the way the lot has been structured. Some fill issues I need to dig into it a little bit more and check into it, on that and talk about the value of that facility. Particularly someone like Dollar General, RO Harrell all the manufacturers need truck drivers so we will try to give a full explanation on the impact of that facility as well as the cost etcetera to the IDA. I don't believe that particular parcel is valuable for a whole lot of uses. So, we will bring that information back to you at the next meeting.

**Chair Robert Bates** [01:09:31] Okay. So, we have a motion?

**Mr. Rick Harrell** [01:09:31] So moved.

**Chair Robert Bates** [01:09:31] Second?

**Mrs. Nancy Pool** [01:09:31] Second.

**Chair Robert Bates** [01:09:31] Any discussion?

[01:12:55] Mr. Bates?

[01:12:58] Aye.

[01:12:58] Mr. Catron?

[01:12:59] Aye.

[01:12:59] Mr. Clark?

[01:13:01] Aye.

[01:13:01] Mr. Harrell? /

[01:13:02] Aye.

[01:13:02] Dr. Nettie Simon-Owens?

[01:13:06] Aye.

[01:13:06] Mrs. Pool?

[01:13:06] Yes.

[01:13:07] Mr. Satterfield?

[01:13:08] Aye.

**Chair Robert Bates** [01:13:08] All right.

**Mr. Rick Harrell** [01:13:10] I have one more. Several months ago, you received the audit reports for the year ending 1920, June 30. Fiscal year 1920. We are in the roaring 20s. I said fiscal year 1920. okay. And you received the audit reports, like I said there is nothing we can do about this now. but I would move to ask you to approve the audit report approve acceptance of the report for year ending June 30, 2020.

**Mr. Jeremy Satterfield** [01:13:11] Second.

**Mrs. Kristy Johnson** [01:14:22] Mr. Bates?

**Chair Robert Bates** [01:14:23] Aye

**Mrs. Kristy Johnson** [01:14:23] Mr. Catron?

**Mr. Jeremy Catron** [01:14:25] Aye.

**Mrs. Kristy Johnson** [01:14:25] Mr. Clark?

**Mr. Ryland Clark** [01:14:27] Aye.

**Mrs. Kristy Johnson** [01:14:27] Mr. Harrell?

**Mr. Rick Harrell** [01:14:28] Aye.

**Mrs. Kristy Johnson** [01:14:28] Dr. Nettie Simon-Owens?

**Dr. Nettie Simon-Owens** [01:14:31] Aye.

**Mrs. Kristy Johnson** [01:14:32] Mrs. Pool?

**Mrs. Nancy Pool** [01:14:34] Yes.

**Mrs. Kristy Johnson** [01:14:34] Mr. Satterfield?

**Mr. Jeremy Satterfield** [01:14:36] Aye.

**Chair Robert Bates** [01:14:40] Alright P&P.

**Mr. Jeremy Satterfield** [01:14:40] I will work with Mike we still haven't had a meeting. We don't have a whole lot to talk about. We do have Mr. Jeremy Catron and Dr. Nettie-Simon Owens and I are on that committee now, so we probably need to meet. Mike Kristy I will

work with you on trying to set something up, I don't know when that is going to be. In the next couple weeks for us to sit down and have a preliminary meeting. With the newly appointed P&P Committee if we can do that.

**Mr. Jeremy Catron** [01:14:41] I was going to offer the last week of this month works with my schedule.

**Mr. Jeremy Satterfield** [01:14:41] Okay, thank you sir. I will make a note of that now.

**Chair Robert Bates** [01:15:23] All right, executive committee, we last met on the second, pretty much was going over the finalizing of the job description for the two positions that we have available that are now in the newspaper. And that was pretty much about it for that meeting. And we may be having another meeting before the next Board meeting. Okay Mike.

**Mr. Mike Davidson** [01:15:47] Nothing extraordinary. And we continue to operate and try to deal with all of the leases that are going on, and we're both quite busy at the moment, but everything is going well.

**Chair Robert Bates** [01:16:05] Any old business. OK, we'll get open comment Rick.

**Mr. Rick Harrell** [01:16:15] Very hopeful with the filling the new position with the executive director which will take some time, but we have got some good things going, I feel like a new day dawning.

**Mr. Ryland Clark** [01:16:38] The Community Cleanup day is tomorrow. I would encourage you all to get the bags that are available at the Chamber the Elmo store both farmer's market. The yellow bags, you just have to pick it up and VDOT will pick it up. I encourage you to do that take pictures and send it both papers or the Chamber.

**Chair Robert Bates** [01:16:38] You say you can get them at the Chamber?

**Mr. Ryland Clark** [01:16:38] The Chamber the farmers market the visitor center Elmo grocery. They are outside sitting outside the Chamber right now.

**Mrs. Nancy Pool** [01:16:38] That is great. Thank you all for doing that.

**Chair Robert Bates** [01:16:38] My son needs some volunteer hours.

**Mr. Jeremy Satterfield** [01:17:19] I appreciate the willingness of everybody today to speak with Tod and group. Transparency is vital especially with what we have stacked against us. Or with the uphill climb we have with this new executive director search. So, everybody taking the time and making sure that they are here is paramount. So, I appreciate that.

**Chair Robert Bates** [01:17:52] OK. Dr. Nettie

**Dr. Nettie Simon-Owens** [01:17:54] I don't have any comments.

**Chair Robert Bates** [01:17:54] Alright. Nancy, I don't have any.

**Chair Robert Bates** [01:17:59] Jeremy.

**Mr. Jeremy Catron** [01:17:59] Just to express appreciation for the job that Mike and Kristy are doing. and the work that you are putting into things to keep things running. It doesn't go unnoticed. Thank you.

**Chair Robert Bates** [01:18:14] Good deal. I would like to also echo those sentiments to Mike and Kristy, as well as the Board we got a lot of work ahead of us, but I believe if we plant the seeds now, we have a harvest that is yet to be seen and we have to be great for the rest of the community. We have to think of more than just today and tomorrow we have to think of the future and that is what we are here for. Thank you, everybody.

**Chair Robert Bates** [01:18:33] Scott.

**Mr. Scott Simpson** [01:18:33] The Board of Supervisors adopted our budget last Monday or two Mondays ago now, and we maintain the two hundred and fifty thousand dollars that incentive fund. and of course, the Halifax Opportunity Fund and Enterprise Zone fund. We did increase our contribution to the SVRA. That was like something more like seventeen hundred more dollars or something.

**Mrs. Kristy Johnson** [01:19:15] Yes.

**Mr. Scott Simpson** [01:19:16] And so we did that made that commitment. Working on trying to create an economic development fund rather than just have our county budget and us to remember every year to roll over what used isn't used. We are working internally to create a fund that is just an economic development incentive fund so that on July one we move the two hundred and fifty thousand dollars into that fund so that as it's requested, this drawn out of that fund and that balance is always there if, we don't have to carry it over. What was not used as of last year that to reconcile everything and start that probably the first of the year. Working with Connie at VIR for some improvements she is trying to do out there. I don't mind, I talk to her we have a standing meeting every two weeks we talk. About what expansions and what needs she has out there. That takes some of load off of Kristy and Mike right now, having to meet regularly with her so I am trying to figure out exactly how the Board of Supervisors can helped expand that great asset that we have there at VIR. The last piece is that the County in this new stimulus money, they are going to call it RPA, I don't remember what that stands for. The new stimulus money Halifax County is going to get six and half million dollars roughly and the Town of South Boston is going to get about six point nine million dollars. The Town of Halifax will get about one point one million dollars. A lot of funds are about to be flowing to the County as a whole out of this stimulus package which will have some of the same general restrictions that the last CARES act funding had. Which is tourism, economic development, and investment in dealing with the pandemic essentially. It is slightly more loose than it was in the past and we are waiting on the final guidance but one of the main things is the infrastructure. Where they are talking about when the guidance comes out is it is just not broadband infrastructure but it maybe water and sewer infrastructure. That will be allowed. Which will then help us look at areas with the services authority to see what needs they have for water sewer infrastructure. Ultimately, we will do what we did last time. We will have an internal Board of Supervisors committee that will formulate how that money is spent and we will obviously do the best we can with the funds we have.

**Mr. Rick Harrell** [01:20:53] Is VIR a possibility for water?

**Mr. Scott Simpson** [01:20:53] Yes.

**Mr. Jeremy Satterfield** [01:20:53] Might be the saving grace we need to push them over the edge.

**Mr. Scott Simpson** [01:20:53] I have always professed to look at things out there are opportunities and blessing rather than negatives and while COVID and the pandemic, it's been a negative thing for everybody for at least a year. The opportunity to get out of some of that one-time money, whether politically agree with it or not. It's one time money that we're getting. We need to use it to the best of our ability and not just use it and spend it today and have no return on that investment in the future. I am trying to look at things that can be an investment into the future. That are going to pay us long term on that investment. So, infrastructure is one of those things that you can invest in infrastructure, then somebody can build something else can build on. That you now have a long-term investment that you can collect real estate, meals, and lodging, whatever else that goes along with, whatever investment they make, use that money for long term financial stability.

**Chair Robert Bates** [01:24:08] Good deal thank you Scott. OK, any other public comment?

**Mrs. Kristy Johnson** [01:24:23] Mr. Chair, I have received no public comments in advance, and I will check our virtual meeting and see if anyone would like to speak. It's just us on the virtual platform.

**Chair Robert Bates** [01:24:35] Do I have a motion to adjourn?

**Mrs. Nancy Pool** [01:24:41] So moved.

**Mr. Jeremy Satterfield** [01:24:41] Second.

**Chair Robert Bates** [01:24:41] Wait, we have got to do a roll call.

**Mrs. Kristy Johnson** [01:24:42] Mr. Bates?

**Chair Robert Bates** [01:24:43] Yes.

**Mrs. Kristy Johnson** [01:24:44] Mr. Catron?

**Mr. Jeremy Catron** [01:24:45] Yes.

**Mrs. Kristy Johnson** [01:24:46] Mr. Clark.

**Mr. Ryland Clark** [01:24:48] Yes.

**Mrs. Kristy Johnson** [01:24:48] Mr. Harrell.

**Mr. Rick Harrell** [01:24:49] Yes.

**Mrs. Kristy Johnson** [01:24:49] Dr. Nettie Simon-Owens?

**Mrs. Kristy Johnson** [01:24:53] Motion to adjourn? Dr. Nettie?

**Mrs. Nancy Pool** [01:24:56] She said yes.

**Mrs. Kristy Johnson** [01:24:57] Oh, I'm sorry, I didn't hear.

**Mrs. Kristy Johnson** [01:25:00] Mrs. Pool?

**Mrs. Nancy Pool** [01:25:02] Yes.

**Mrs. Kristy Johnson** [01:25:02] Mr. Satterfield?

**Mr. Jeremy Satterfield** [01:25:02] Yes.

**Mrs. Kristy Johnson** [01:25:03] Thank you all.