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**BRIGHTER  
BOLDER  
BUSINESS**

**MINUTES  
BOARD OF DIRECTORS MEETING  
INDUSTRIAL DEVELOPMENT AUTHORITY OF HALIFAX COUNTY, VIRGINIA  
DECEMBER 17, 2021**

**RE: MEETING:** The Board of Directors of the Industrial Development Authority of Halifax County, Virginia (IDA) held a regular IDA Board meeting on Friday, December 17, 2021, at 8:30 A.M. in the IDA Conference Room.

**RE: MEMBERS PRESENT:** Those in attendance at the time the meeting was called to order include Mr. Rick Harrell, Mr. Ryland Clark, Mr. Jeremy Catron, Dr. Nettie Simon-Owens, Mrs. Nancy Pool and Mr. Jeremy Satterfield.

**RE: MEMBERS ABSENT:** Mr. Robert Bates

**RE: OTHERS PRESENT:** Mrs. Kristy Johnson – IDA Executive Director, Ms. Blair Jeffress – IDA Operations Manager, Ms. Ashley Hodge – The Gazette-Virginia, Mr. Tom Mclaughlin – News and Record, Mr. Dean Throckmorton – Board of Supervisors, Mr. Tom Raab – Town Manager, South Boston, Mr. Jason El El Koubi – Interim President and CEO, VEDP and Christy Morton – Vice President, External Affairs, VEDP.

**RE: MEETING CALLED TO ORDER:** Mr. Jeremy Satterfield called the meeting to order at 8:34 a.m. It was determined that a quorum was present with six members in attendance.

**RE: APPROVAL OF AGENDA:** Mrs. Nancy Pool made a motion to approve the agenda, seconded by Mr. Rick Harrell, and duly carried by the Board.

**RE: READING AND APPROVAL OF MINUTES:** Mr. Rick Harrell made a motion to approve the November 19, 2021 meeting minutes, seconded by Mr. Ryland Clark and duly carried by the Board.

Dr. Nettie Simon-Owens abstain due to being absent from the last meeting.

**RE: PRESENTATION:**

Mr. Rick Harrell introduced the guest speaker, Jason El Koubi, Interim President and CEO of the VEDP. Mr. Harrell also introduced Christy Morton, Vice President of External Affairs at the VEDP.

Mr. Jason El Koubi began his presentation by presenting eight goals state leaders highlighted that would help position Virginia as a competitive state in all areas. Mr. El Koubi stated that one of the aspects that play a huge role in being competitive is site readiness. He presented a map that displayed the health of Virginia's economy. He stated that state of Virginia is moving in the right direction. Mr. Koubi emphasized that southside Virginia will continue to see growth over the next few years.





Mr. El Koubi mentioned that he believes the Shell building was a great investment for Halifax County. He stated that it is one of the best site options in Virginia. Mr. El Koubi expressed how he feels optimistic about the Shell building and the future of this community.

Mr. El Koubi mentioned the tax structure and how he hopes Virginia can work towards a more competitive tax structure to attract more industries. He noted the budget announcement by Gov. Ralph Northam and stated that he believes Gov-elect Glenn Youngkin will put emphasis on improving the existing tax structure.

Mr. Jeremy Catron asked about site readiness and workforce. He stated that he feels we have inventory and other aspects to attract a business, but he questioned what else are we missing.

Mr. El Koubi stated that it is not uncommon to have to wait for the right opportunity to present itself. He stated that it is important to make sure the due diligence has been completed to make sure a site is ready for a company to move in within 12 to 18 months. Mr. El Koubi stated that this will lower the risk of losing a business.

Dr. Nettie Simon-Owens questioned how to address business culture in the workforce training initiatives and asked if that included development of training programs.

Mr. El Koubi answered the question by stating that there is a lot of work around soft skills and establishing a culture that sets a new model. He stated that this will be a collaborative process. Mr. El Koubi mentioned that there is a need to partner with community colleges that can provide services after the sale.

Mrs. Nancy Pool stated that GoTec VA Region 3 is moving to other regions. She mentioned that several schools have a career lab in region 3. She mentioned that these labs help create simulations to help with life after graduation. Mrs. Pool stated that Mecklenburg High School will have six of these career labs and they will follow the identified targeted sectors. She stated that they will have internships and apprenticeships at the High School level. She also noted that GoTec will capture videos of students in the labs for internal marketing purposes. Mrs. Pool expressed that she is very excited about this collaboration.

Mr. Rick Harrell emphasized the need to constantly evaluate what fits into an employees' lifestyle. He mentioned how much Downtown Danville has improved the quality of life in Danville, VA. Mr. Harrell mentioned that people must make the decision to want to live here. He mentioned the improvements that are happening in Downtown South Boston with the leadership of Town Manager, Tom Raab. Mr. Harrell also mentioned the new High School that is in the works.

Mr. Ryland Clark stated that there are several people who have higher paying jobs in Halifax County, but they do not live here. He asked Mr. El Koubi how we as a community can improve the quality of life.

Mr. El Koubi stated that this initiative must be locally led. He stated that the Virginia Department of Housing and Community Development is constantly reviewing the options to improve the quality of life around Virginia. Mr. El Koubi stated that the community needs to come together and amplify the story of the quality of life in Halifax County.

Mrs. Christy Morton spoke to the workforce, quality of life and overall aspect of improving the community. She mentioned the ecosystem within the region. Mrs. Morton mentioned the



importance of having certain sites ready for a company to move in within a 12-to-18-month window to make it more marketable.

Mr. El Koubi stated that he believes in the work the IDA is doing and he looks forward to working with the Halifax County IDA in the future.

**RE: REQUEST TO ENTER INTO CLOSED SESSION:** Motion was made by Mr. Jeremy Catron, seconded by Mrs. Nancy Pool, and duly carried by the Board that the Board 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, 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.

Mr. Ryland Clark left the closed meeting at 10:30 am and returned at 11:00 am.

**REQUEST TO RETURN TO REGULAR SESSION**

Upon motion by Mr. Ryland Clark seconded by Mrs. Nancy Pool, then duly carried by the Board, that the body return to regular session.

**CERTIFICATION**

Upon motion by Mrs. Nancy Pool and seconded by Mr. Jeremy Satterfield the Board voted to take a roll call certifying that to the best of the member's knowledge (i) only public business matters lawfully exempt from open meeting requirements under the Virginia Freedom of Information Act and (ii) only such public business matters as were identified in the motion by which the closed meeting was convened were heard discussed or considered in the meeting by the public.

Mr. Harrell, Yes  
Mr. Satterfield, Yes  
Mr. Catron, Yes  
Dr. Simon-Owens, Yes  
Mrs. Pool, Yes  
Mr. Clark, Yes

**RE: Action Taken on Items in Closed Meeting**

Mr. Ryland Clark made a motion to authorize IDA staff to execute a second amendment to the SVCC lease for the property located at 1081 Industrial Park Road, seconded by Mr. Rick Harrell, and duly carried by the Board.



**RE: Reports of Standing Committees and Officers**

**A. Finance Committee**

**1. Current Financials**

Mr. Harrell presented the November 2021 financial reports. Mr. Harrell noted the encumbered amounts on the financial reports and stated the financial statement items appeared reasonable. Mr. Rick Harrell made a motion to approve the November 2021 Financial Reports. Mrs. Nancy Pool seconded the motion, and the motion was then duly carried by the Board.

**B. Prospects & Properties Committee**

Mr. Satterfield stated that the Committee has not met since November and stated that he plans to meet in January.

**C. Executive Committee**

Mr. Satterfield stated that the Executive Committee will meet soon.

**D. Executive Director Report**

Mrs. Johnson stated that she hosted Amelia County EDA this week. She mentioned they toured the Southern Virginia Higher Education Center and SOVA Innovation Hub while they were here for the visit.

Mrs. Johnson stated that the EPA Brownfields Grant has been submitted and now we are waiting to hear the results of submission.

**RE: Old Business:**

**RE: New Business**

**A. Open Comment Period**

- Mr. Jeremy Catron, expressed Happy Holidays to the Board and a Happy New Year.
- Dr. Nettie Simon-Owens, expressed Happy Holidays and thanked the IDA staff for the gift. She also reminded everyone to come by Walmart to support the Salvation Army and that she would be ringing the bell along with her sorority sisters.
- Mrs. Nancy Pool, thanked the everyone for their hard work.
- Mr. Ryland Clark, expressed his appreciation to the Board and the IDA staff.
- Mr. Rick Harrell, stated that he believes we are headed in the right direction.
- Mr. Jeremy Satterfield, stated that we have a lot of work to do, and he mentioned that everyone should make sure they take some time to recharge before the New Year. He congratulated Mrs. Kristy Johnson for being selected for the 100 people to meet in the Virginia Business magazine. Mr. Satterfield stated that this is a huge accomplishment, and it shouldn't be taking lightly.

**RE: PUBLIC COMMENT:**

None

**RE: NEXT MEETING DATE:**

The IDA will hold the next scheduled meeting on January 21, 2021, at 8:30 A.M. in the Halifax IDA Conference Room.



**RE: ADJOURNMENT:**

Motion to adjourn was made by Mr. Jeremy Satterfield, seconded by Mrs. Nancy Pool, and then duly carried by the Board.

Respectfully Submitted:

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Mrs. Kristy Johnson, IDA Executive Director

Acknowledged:

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Robert Bates, Chair