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**BRIGHTER  
BOLDER  
BUSINESS**

**MINUTES  
ANNUAL BOARD OF DIRECTORS MEETING  
INDUSTRIAL DEVELOPMENT AUTHORITY OF HALIFAX COUNTY, VIRGINIA  
APRIL 16, 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, April 16, 2021 at 8:30 A.M. in the IDA Conference Room. This meeting was a virtual meeting, held via Zoom.

**RE: MEMBERS PRESENT:** Those in attendance at the time the meeting was called to order include Mr. Robert Bates, Mrs. Nancy Pool, Mr. Ryland Clark, Mr. Rick Harrell, Mr. Jeremy Catron, Mr. Jeremy Satterfield, and Dr. Nettie Simon-Owens participated remotely from her office at 820 Bruce Street South Boston Virginia due to COVID-19.

**RE: MEMBERS ABSENT:**

**RE: OTHERS PRESENT:** Mr. Mike Davidson – IDA Interim Executive Director, Mrs. Kristy Johnson, Consultant, Mr. Scott Simpson – Halifax County, County Administrator, Todd Jorgenson of Jorgenson Consulting, and Liza Fulton- News and Record.

**RE: MEETING CALLED TO ORDER:** Mr. Robert Bates gave a prayer and then called the meeting to order at 8:30 A.M. It was determined that a quorum was present with all members present.

Mr. Bates asked that the Board take a vote affirming the election of officer's process conducted at the last IDA Board meeting with a slate of officers as follows, Robert Bates as Chair, Jeremy Satterfield, as Vice-Chair, and Rick Harrell as Secretary Treasurer. Mrs. Pool made the motion, seconded by Mr. Satterfield. Roll call vote was conducted for each officer position.

**Mr. Bates as Chair**

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

**Mr. Satterfield as Vice-Chair**

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



**Mr. Rick Harrell as Secretary Treasurer**

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

**RE: APPROVAL OF AGENDA:**

Mr. Satterfield made a motion to approve the agenda, seconded by Mr. Rick Harrell, followed by a roll call vote

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

**RE: READING AND APPROVAL OF MINUTES:**

Mrs. Kristy Johnson informed the Board of a few corrections to the minutes presented to the Board; updated minutes were provided in the Board books. Upon motion by Mr. Rick Harrell, seconded by Mr. Jeremy Catron a roll call vote was conducted.

Mr. Bates, Yes  
Mr. Catron, Yes  
Mr. Clark, Yes  
Mr. Harrell, Yes  
Dr. Simon-Owens, No  
Mrs. Pool, Yes  
Mr. Satterfield, Yes

**RE: EXECUTIVE DIRECTOR SEARCH KICK OFF SESSION:**

Mr. Bates turned the floor over to Mr. Mike Davidson IDA Interim Executive Director to introduce Mr. Todd Jorgenson. Mr. Davidson shared with the Board that after a successful contract negotiation the IDA had entered a contract with Jorgenson Consulting to conduct the IDA Executive Director Search.

Mr. Todd Jorgenson thanked the group for the opportunity and stated that he was very excited to get the process of finding a new executive director for the IDA started. Mr. Jorgenson stated that in the recruitment process he would become a representative of the community and the organization therefore he needed to learn more about the opportunities and challenges facing Halifax County. Mr. Jorgenson opened the floor for discussion, asking what would be important for a potential candidate to know about the community and region.

Mr. Satterfield stated that the Halifax IDA was structured a little differently than most similar organizations in that it is a separate organization from the County administration offices. Mr. Harrell stated that the Halifax IDA had assets that allowed the organization to support itself, unlike other rural economic development organizations. The Halifax IDA receives no County funding for its operations.

Mr. Jorgenson asked the board how incentives were administered, whether it be from the state, the County, and or GoVirginia. Mr. Bates stated that all those entities provide incentives.

Mr. Scott Simpson stated that the Halifax IDA acted more like a quasi-commercial real estate venture than most typical economic development organizations.

Mr. Jorgenson asked how aggressive Halifax County was when competing for projects, for both new and existing industry. Mr. Simpson stated that Halifax County was as aggressive as it could be. Mr. Satterfield stated that numerous existing industries had worked with the Halifax IDA to compete and win expansion projects. Mr. Jorgenson stated that two thirds of projects come from existing industries.

Mrs. Pool mentioned that GoVirginia has recently funded an entrepreneurial initiative with many partners including the SoVA Innovation Hub, Longwood University, Hampton Sydney College, and others. Stating that the entrepreneurial focus was an opportunity for Halifax County to grow their own industry.

Mr. Harrell stated that building relationships was a very important attribute for the new executive director to have. Relationships within the community and the region with partners and existing industry.

Mr. Clark mentioned that the Southern Virginia Higher Education Center was an asset for Halifax County. With the center's ability to partner with industry and customize industry specific training being crucial to existing and new industry.

Mr. Jorgenson asked about the quality of place initiatives included in the Community Wide Strategic Plan. Mr. Clark stated that he was the Chair of the quality-of-life committee, and that they were focusing on the items important to professionals and communicating that information back to the Chamber and the Board of Supervisors. Mrs. Pool mentioned that Halifax County had a long history of community visioning starting back in 2003.

Mr. Harrell stated that the IDA needed someone that could tap into the history of Halifax County. The spark of innovation that the community had exhibited in the past. He gave the example of the community's creation of the Southern Virginia Higher Education Center. Mr. Clark stated that the need for someone to know and appreciate the history but to also challenge it.

Mr. Catron stated that he thought it was important to find a person who could articulate themselves well, who could build relationships, take a strategic view of the role, management skills, and someone that appreciated the rural lifestyle. He stated that he would not want a candidate that was taking a short-term view of this role. Mr. Jorgenson asked how long short term was? Mr. Catron stated five plus years. Mr. Satterfield asked what the average length of employment in a role like this was. Mr. Jorgenson stated four to six years, sometimes longer.

Mr. Clark stated that someone that would like the rural lifestyle but has also been elsewhere to have different experiences that can be useful in Halifax County.

Mr. Harrell mentioned that he wanted to reemphasize the need for management experience. He stated that this person would be overseeing staff and existing processes and there is always vastly more to do than there is time, this person will need to be able to delegate and manage staff to keep things moving forward.

Mr. Satterfield mentioned that the executive director will need to be a part of the development of the tourism and hospitality industry in Halifax County, not to lead the initiative but to be a part of it. Mr. Jorgenson stated that those were strong economic assets. Mrs. Pool noted that this person will likely serve on the Tourism Board. Mr. Harrell mentioned that Halifax County is home to both South Boston Speedway and VIR, both are assets to tourism in Halifax County.

Mr. Catron stated that this position was equally both a challenge and an opportunity, and that if the candidate could get the IDA Board behind them and the community behind them this person can leave quite a legacy after five years' time.

Mr. Jorgenson asked if the IDA Board had any preference on geographical experience, whether they are from the southeast or the Commonwealth?

Mr. Harrell stated that they must be able to understand the culture of the community and Virginia. Mr. Satterfield stated that someone from outside the Commonwealth could be given the history and learn the political climate. Dr. Simon-Owens stated that it was not important where the person is from, rather that they understand where they are coming to, and that the person take the time to scan the environment and get a grasp of the culture. She stated that they will need to be able to listen and learn.

Mr. Jorgenson stated that he understood and would work to find the right fit. He stated that it would be important for the candidate to understand Virginia or be able to adapt quickly. Mr. Jorgenson stated that it would be important for the Board to keep an open mind when considering candidates of different backgrounds and experiences. He stated that the Board should consider succession planning within the organization and that he would put a real focus on the commercial real estate experience.

Mr. Ricketts noted that local school system should be mentioned, and that the County was on the cusp of making major investments into improving school facilities. He stated that the local health system is a good rural health system. He also stated that the County is making real progress on the expansion of rural broadband throughout the community.

Mr. Harrell mentioned the merger of the local health system with Sentara, in doing so creating stability and longevity in the healthcare system. Mr. Harrell also noted that recent passing of the local option sales tax referendum passed to create a funding stream for capital improvements to school facilities. Mr. Simpson stated that the sales tax is expected to generate \$100 million dollars over thirty years. Mr. Satterfield noted the efforts of community leaders to push an informational campaign to the citizens in an effort to inform them of the benefits of the local option sales tax, and because of that effort the referendum passed with overwhelming support.

Mr. Simpson noted that while this is a rural community it is very close to the amenities of larger cities within an hour's drive. Mr. Satterfield noted that Halifax County is a very mobile community and driving an hour to go to the mall was something he would prefer to do to have the benefit of a lower cost of living.

Mr. Jorgenson thanked the group for their effort and participation.

**RE: REQUEST TO ENTER INTO CLOSED SESSION:**

Motion was made by Mr. Jeremy Satterfield, seconded by Mr. Ryland Clark, followed by a roll call vote

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

That 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:

1. 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.

**REQUEST TO RETURN TO REGULAR SESSION**

Upon Motion by Mr. Jeremy Catron, seconded by Mr. Jeremy Satterfield, and followed by a roll call vote by the Board, the body returned to regular session.

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

**CERTIFICATION**

Upon Motion by Mrs. Nancy Pool, the Board voted to take 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. Bates, Yes



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

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

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

**A. Finance Committee**

**1. Current Financials**

Mr. Harrell presented the March 2021 Financial reports.

Dr. Nettie Simon-Owens asked how the IDA handles overages in an area of the budget. Mrs. Johnson stated that the Board could go through the budget amendment process if it chose to, but that it would remain unchanged unless that happened. She stated that typically they would consider the entire financial picture and not focus on individual line items but the overall.

Mrs. Johnson stated that next month the financial reports will be presented a little differently to separate the operating and capital budgets.

Dr. Nettie Simon-Owens requested that more information be presented at the next Board meeting regarding the Southside Virginia Truck Driver Training School. Mr. Davidson stated that he would prepare a report on the topic.

Mr. Harrell made a motion to approve the March 2021 Financial Reports as presented. The motion was seconded by Mrs. Pool Followed by a roll call vote,

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

Mr. Harrell presented the fiscal year 19/20 audit report. He stated that this was for year ending June 30, 2020. After hearing no discussion, Mr. Harrell made a motion to accept the FY19/20 audit report. The motion was seconded by Mr. Satterfield. The Board then conducted a roll call vote.

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

**B. Properties & Prospect Committee**

Mr. Satterfield had no report. He stated that the Property and Prospect Committee will try to meet before the next Board meeting.

**C. Executive Committee**

Mr. Bates stated that the committee met on April 2, 2021 to discuss job descriptions and other closed session items. He informed the Board that the committee may try to meet again before the next full Board meeting.

**D. Interim Executive Director Report**

Mr. Mike Davidson reported that interim staff was quite busy and that they were still moving forward.

**RE: Old Business**

**RE: New Business**

**A. Open Comment Period**

- Mr. Rick Harrell, stated that he was very hopeful with the work toward filling the executive director position. He stated that it was a new day dawning.
- Mr. Ryland Clark, stated that Halifax County clean up day is tomorrow. He encouraged everyone to participate.
- Mr. Jeremy Satterfield, he stated that he appreciated the Board's willingness to participate in today's session with Todd Jorgenson. He stated that transparency is vital and that this is an uphill climb with the filling of this executive director position. He stated that being an engaged group is paramount to the success.
- Dr. Nettie Simon-Owens, had no comment.
- Mrs. Nancy Pool, had no comment.
- Mr. Jeremy Catron, stated that he appreciated the effort being put in by Mike and Kristy. He stated that the work to keep things going does not go unnoticed.
- Mr. Robert Bates, stated that he wanted to echo those same comments and thanks to the Board. He stated that the group had a lot of work ahead of them but that they were planting seeds and that the harvest is yet to be seen.
- Mr. Scott Simpson, informed the Board of the Board of Supervisors approved budget, informing the Board that the budget includes funding for the Enterprise Zone, Halifax Opportunity Fund, the economic development project funding, Longwood Small Business Development Center, and fully funded the Southern Virginia Regional Alliance membership. Mr. Simpson stated that he is having regular meetings with Connie Nyholm and VIR to stay involved with upcoming development. Mr. Simpson stated that the County and two Towns were set to receive approximately \$15M in the most recent round of stimulus funding. He stated that they will work to develop a plan for the funding as the guidelines for the funding become available.

**RE: PUBLIC COMMENT**

No public comment

**RE: NEXT MEETING DATE**



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

**RE: ADJOURNMENT:**

Motion was made by Mrs. Pool, seconded by Mr. Jeremy Catron, roll call vote was conducted

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

Respectfully Submitted:

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Mr. Mike Davidson, IDA Interim Executive Director

Acknowledged:

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Robert Bates, Chair

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