The seal is circular with a light beige background. The outer ring contains the text "COMMISSION TOBACCO REGION REVITALIZATION" in a serif font, arranged in a circle. In the center of the seal is a map of Virginia, with the western and southwestern portions shaded in a darker blue, representing the tobacco region. The text is centered over this map.

**Virginia Tobacco Region  
Revitalization Commission**

**Spring 2023  
Committee & Commission Meetings**

**May 17 - 18, 2023**

**Southwest Virginia Higher  
Education Center  
One Partnership Circle  
Abingdon, VA**



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MAY 17 - 18, 2023

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## ITINERARY

Virginia Tobacco Region Revitalization Commission  
Spring 2023 Tobacco Commission Two-Day Meetings  
Southwest Virginia Higher Education Center  
May 17-18, 2023

**MAY 17, 2023**

AIR TRAVEL SCHEDULE TO ABINGDON  
(see additional info on attached sheet)

MEETING SITE: SOUTHWEST VIRGINIA HIGHER EDUCATION CENTER (SWVHEC)

11:45 A.M.                      Box Lunch served for those traveling by plane  
1:00 - 1:45 P.M.                Demonstration of Virtual Cadaver Lab (space limited to 20 people)  
1:45 - 3:00 PM -                EDUCATION COMMITTEE MEETING

BARTER THEATRE

4:30 PM -5:30 P.M.            Tour of Barter Theatre  
  
6:00 - 9:00 PM                 RECEPTION @ THE MARTHA WASHINGTON INN  
150 West Main Street, Abingdon, VA

**MAY 18, 2023**

MEETING SITE: SOUTHWEST VIRGINIA HIGHER EDUCATION CENTER

7:30 A.M.                      Shuttle from Martha Washington Inn to SWVHEC  
8:00 A.M.                      FULL BREAKFAST SERVED at SWVHEC  
9:00 - 10:00 AM                INCENTIVES AND LOANS COMMITTEE  
10:00 - 10:30 AM                SOUTHERN VIRGINIA COMMITTEE  
10:30 - 10:45 AM                ~~~ BREAK ~~~  
10:45 - 11:30 AM                SOUTHWEST VIRGINIA COMMITTEE  
11:30 - 12:00 PM                STRATEGIC PLANNING COMMITTEE  
12:00 PM                        ~~~ BOX LUNCH SERVED ~~~  
12:15 - 1:30 PM                FULL COMMISSION MEETING  
1:45 P.M.                      Shuttle from SWVHEC to Virginia Highlands Airport  
Bus Charter Express

AIR TRAVEL SCHEDULE TO DANVILLE AND RICHMOND  
(see additional info on attached sheet)

**TRANSPORTATION SCHEDULE**  
**WEDNESDAY, MAY 17TH AND THURSDAY, MAY 18<sup>TH</sup>**

**WEDNESDAY, MAY 17, 2023**

**Richmond International Airport to Danville Regional Airport**

**9:15 AM - Leave from Richmond**

**10:00 AM - Arrive at Danville**

**Danville Regional Airport to Abingdon Virginia Highlands Airport**

**10:24 AM - Leave from Danville**

**11:15 AM - Arrive in Abingdon**

**Transportation Service - Bus Charter Express**

**11:30 AM - Leave from Virginia Highlands Airport - Abingdon**

**11:45 AM - Arrive at Southwest Virginia Higher Education Center**

**THURSDAY, MAY 18, 2023**

**Transportation Service - Bus Charter Express**

**1:40 PM - Leave the Southwest Virginia Higher Education Center**

**1:50 PM - Arrive at Virginia Highlands Airport - Abingdon**

**Virginia Highlands Airport (Abingdon) to Danville Regional Airport**

**2:00 PM - Leave from Virginia Highlands Airport**

**3:00 PM - Arrive at Danville Regional Airport**

**Danville Regional Airport to Richmond International Airport**

**3:10 PM - Leave from Danville Regional Airport**

**4:00 PM - Arrive at Richmond International Airport**



# ACCOMMODATIONS / DIRECTIONS

The Martha Washington Inn & Spa  
150 West Main Street  
Abingdon, VA 24210  
276) 628-3161



## DIRECTIONS TO HOTEL

Follow I-64 W and I-81 S to US-58 ALT W/Cummings Street in Abingdon.  
Take exit 17 from I-81 S  
Merge onto I-95 N  
Keep right at the fork to continue on I-64 W  
Follow signs for Interstate 64 W/Interstate 195 S / Powhite Pkwy/Charlottesville  
Use the left 2 lanes to merge onto I-64 W / I-81 S toward I-64 W /  
Lexington/Roanoke  
Take exit 17 for US-58 Alt / VA-75 toward Abingdon / S Holston Dam  
Continue on US-58 ALT W / Cummings Street  
Drive to West Main Street  
Turn right onto US-58 ALT W / Cummings Street  
Turn right onto W Main St  
You are here! You made it! Congrats.

Transportation service provided for those who traveled by air

# **SOUTHWEST VIRGINIA HIGHER EDUCATION CENTER**

**ONE PARTNERSHIP CIRCLE  
ABINGDON, VA 24210**



*(Approximately 120 miles west of Roanoke, 330 miles west of Richmond, 360 miles west of Washington, D. C., and 400 miles west of Norfolk)*

*The SWVHEC is located between Interstate 81 and West Main Street in Abingdon.*

## **DIRECTIONS TO THE SWVHEC**

**Follow I-64 W and I-81 S to VA-140 N / Jonesboro Rd in Abingdon.**

**Take exit 14 from I-81 S**

**Use the left two lanes to merge onto I-64 W / I-81 S toward I-64 W / Lexington/Roanoke**

**Take exit 14 for VA-140 toward US-19 / Abingdon**

**Continue on VA-140 N / Jonesboro Road**

**Take VHCC Drive to Partnership Circle**

**Use the right two lanes to turn right onto VA-140 N / Jonesboro Rd**

**Turn right onto VHCC Drive**

**Continue straight onto French Moore Jr Blvd**

**Turn left onto Partnership Circle**

**You are here!**





# BARTER THEATRE



THEN



NOW

## Barter Theatre, Abingdon, Virginia

The State Theatre of Virginia and a true Appalachian treasure, Barter Theatre marks its ninetieth anniversary this spring. Founded in the Great Depression at a time when local audiences couldn't afford to purchase show tickets and bartered for admission with produce and livestock from their farms, Barter still draws travelers to Abingdon. One of the nation's longest running professional theaters, Barter's way of play-making is a throwback to the old European "repertory" model, in which multiple productions are presented in rotation at one time. This April and May, audiences can take in two, three, or even four unique shows, including *The Last Romance*, *Keep on the Sunny Side*, and *Macbeth*, in a single weekend. A vintage photo of the Barter Theatre.

## June 10, 1933

Barter Theatre opened its doors, proclaiming "With vegetables you cannot sell, you can buy a good laugh." The price of admission was 40 cents or an equivalent amount of produce. Four out of five theatregoers paid their way with vegetables, dairy products and livestock.

To the surprise of many, all the seats for the first show were filled. The concept of trading "ham for Hamlet" caught on quickly. At the end of the first season, the Barter Company cleared \$4.35 in cash, two barrels of jelly, and a collective weight gain of over 300 pounds.

Today, at least one performance a year celebrates Barter's history by accepting donations for Feeding America Southwest Virginia. Barter Days happen in the month of June as a birthday celebration for Barter Theatre, and we will list those performance times on our Ways to Save page.

## History of Barter Theatre Buildings

The earliest theatrical event known to occur here was a production of *The Virginian* on January 14, 1876, the proceeds of which were used for facilities and repairs. In 1890, the Sons of Temperance transferred the building's title to the Town of Abingdon, to be used as a town hall for the benefit of the citizenry.

In addition to offices, the town used the building as a fire hall. Until 1994 a fire alarm was stationed on the roof of Barter Theatre and sounded as needed at any time, day or night. When the fire siren sounded during a Barter performance, the actors were instructed to freeze their position on stage and to resume the action when the alarm concluded.

Many of the interior furnishings in the theatre were salvaged from the Empire Theatre of New York City before its destruction. When Robert Porterfield learned that the Empire, constructed in 1875, was slated for destruction he was given one weekend to remove furnishings and equipment for use at Barter. Porterfield and his crew came away with \$75,000 worth of seats, lighting fixtures, carpeting, paintings, and tapestries. The lighting system at the Empire, designed and installed by Thomas Edison, was used at Barter Theatre through the mid 1970's.

Barter's Smith Theatre, previously known as, Barter Stage II was constructed in 1829 as a Methodist church. After a fire in 1914, only the main building of the church remained standing; it was later used by the Martha Washington College as a gymnasium and a storage area.

next page

In 1961, the building was renovated by Barter Theatre as a small theatre, with major improvements made in 1973 and again in 1985. Additions included a lobby and the Jessie Ball DuPont Memorial Theatre Garden.

### *A Humble Beginning*

Barter Theatre began in 1933 with one man's idea to have patrons pay with produce and has grown today into a year-round regional theatre with more than 160,000 visitors each year.

### *Artistic Directors of Barter Theatre*

In 1963, President Kennedy praised Robert Porterfield, the founder of Barter Theatre. This is just one of the many acknowledgments that defines Barter Theatre as a theatre of character and distinction. After his death in 1971, Porterfield was succeeded by Rex Partington. A Barter actor in the 1950's, Partington returned as chief administrator from 1972 to 1992. Richard Rose served as Producing Artistic Director 1992-2019. Katy Brown is the current Producing Artistic Director of Barter Theatre.

### *Achievements*

Barter Theatre is the state theatre of Virginia, the nation's longest running professional theatre, and has received countless awards and accolades over its history. Barter Theatre has been a launching pad for the careers of many iconic actors and actresses. Below are some of our many groundbreaking achievements.

#### **1939**

Robert Porterfield establishes the Barter Theatre Award Luncheon in New York City, given to the actor or actress who had made the most memorable contribution to the theatre during the previous year. The award consisted of a Virginia ham, a silver platter to eat it off of, and an acre of Southwest Virginia mountainside.

#### **1946**

Barter is designated The State Theatre of Virginia, making it the first professional theatre to attain this status.

#### **1948**

Barter wins the Antoinette Perry "Tony" Award for Regional Theatre.

#### **1956**

Barter establishes the annual "Ernest Borgnine Award" to honor the best new actor of each season. Borgnine, a Barter Alum, won an Oscar preceding this event.

#### **1963**

President Kennedy praises Robert Porterfield for Barter Theatre.

#### **1978**

Renovation of the Barter Playhouse is completed and to be used for new, experimental and innovative works. You know this space today as Barter's Smith Theatre.

#### **1979**

Barter is given their first ever Virginia Governor's Award for Excellence in Art.

#### **1993**

The First Light Theatre is founded, providing live theatre for young audiences.

#### **1995**

Patricia Neal, a Barter Alum, visits for Barter's Day of the Woman, during which the Patricia Neal Scholarship for Barter acting interns is founded.

#### **1996**

Barter is one of three theatres in the U.S. to receive a challenge grant in the amount of \$150,000 from the National Endowment for the Arts. Barter premieres in Rybinsk, Russia, with *The Angel's Share* marking the beginning of a continuing exchange between the Rybinsk Municipal Drama Theatre and Barter. In the summer of the same year, Rybinsk Theatre presents three plays in repertory at the Barter.

#### **1997**

Barter goes Off-Broadway for the first time since the 1960's with *Doctors and Diseases*. Barter receives Commonwealth of Virginia decree from Legislator in honor of Barter's 65th Birthday Season.



# **EDUCATION COMMITTEE**



▪ *In-Person Meeting* ▪

## **AGENDA**

### **EDUCATION COMMITTEE**

Southwest Virginia Higher Education Center, Rm. 103/ 104  
1 Partnership Circle, Abingdon, Virginia 24212  
Wednesday, May 17, 2023  
1:00 P.M.

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In accordance with §2.2-3708.3 of the Code of Virginia, public access for this meeting is being provided both in person and through electronic communications means. The public may remotely participate in this meeting by utilizing the following meeting link:

<https://virginiatobaccocommission.my.webex.com/virginiatobaccocommission.my/j.php?MTID=m3a2aa37e12f81f1e416e45820a6b6fcc>

If participating by phone, please dial:

1-408-418-9388 (toll) and enter meeting number: **2634 101 1310** and password: **78883269**

If during the meeting electronic transmission fails, the public may alert the Commission by calling 804-894-9652 or emailing [jbutler@revitalizeva.org](mailto:jbutler@revitalizeva.org). If alerted to a transmission failure, the Committee shall recess until public access is restored.

---

|  |  |
|--|--|
| <b>Welcome and Call to Order</b>               | <i>Hon. Kathy Byron, Chair</i>                           |
| <b>Call of the Roll</b>                        | <i>Hon. James E. Campos, Acting Executive Director</i>   |
| <b>Demonstration of Virtual Cadaver Lab</b>    | <i>1:05 – 1:45 pm - Resume Regular Meeting @ 1:45 pm</i> |
| <b>Approval of the <u>12/14/22</u> Minutes</b> | <i>(published on website)</i>                            |
| <b>Public Comment</b>                          |  |
| <b>2023-24 WFA Applications</b>                | <i>Ms. Vicki Humphreys, Grants Director</i>              |
| <b>WFA RFP Category Review</b>                 | <i>Ms. Vicki Humphreys, Grants Director</i>              |
| <b>Extensions &amp; Modifications</b>          |  |
| <b>Other Business</b>                          | <i>Mr. Andy Sorrell, Deputy Director</i>                 |
| <b>Public Comment</b>                          |  |
| <b>Adjournment</b>                             |  |



## Virginia Tobacco Region Revitalization Commission

Education Committee – May 17, 2023

### Workforce Financial Aid for the FY2023-24 School Year

The Education Committee will meet at 1:00pm on May 17, 2023 to consider the following Workforce Financial Aid (WFA) proposals.

The FY23 Commission budget has \$2.2 million available to support Workforce Financial Aid grants in the 2023-24 school year. Staff requested that institutions apply for workforce financial aid needs based on two tier levels:

- Tier I Requests: Community Colleges where the majority of the student population is from TRRC localities may apply for up to \$240,000. Tier I institutions include the following Community Colleges: Central Virginia, Danville, Mountain Empire, Patrick & Henry, Southside Virginia, Southwest Virginia, Virginia Highlands, and Wytheville.
- Tier II Requests: Community Colleges without a majority of TRRC localities in service area, and Higher Education Centers in the region may apply for up to \$100,000. Tier II Community Colleges and Higher Education Centers include Brightpoint, New River, Virginia Western; New College Institute, Southern Virginia Higher Education Center, and Southwest Virginia Higher Education Center.

Staff received 11 applications totaling \$2,197,020 (\$1,137,020, Southern Virginia; \$1,060,000, Southwest Virginia).

*Applicants were instructed to align their requests with the Commission's four funding priority areas. Below is an excerpt from the 2023-2024 WFA Guidelines:*

**Funding Priorities & Application Requirements:** The Commission's four funding priorities for the WFA Program are listed on the next page in ranked order. Applicant institutions must use WFA funding for all eligible students in a higher priority category program before using WFA funding for other eligible students in a lower priority category.

| Priority | Program   | Definition   | Required for Submission   |
|----------|---|--|---|
| 1        | Workforce Credentials*  | Short term, non-credit certificates approved by VCCS under Fast Forward Training Program   | <ul style="list-style-type: none"> <li>List of all short-term, noncredit workforce credential training requested for scholarship support under Priority 1</li> </ul>  |
| 2        | Non-G3 Eligible Programs in STEM-H and Advanced Manufacturing | For Credit Certificates, Diplomas, Degrees in STEM-H and Advanced Manufacturing fields not eligible for G3 program   | <ul style="list-style-type: none"> <li>List of all Non-G3 STEM-H and Advanced Manufacturing, requested for scholarship support under Priority 2</li> <li>Total amount of scholarship funding requested for Non G3-Eligible Programs.</li> </ul> |
| 3        | G3 Eligible Programs in STEM-H and Advanced Manufacturing     | For Credit Certificates, Diplomas, Degrees in STEM-H and Advanced Manufacturing fields eligible for G3 program   | <ul style="list-style-type: none"> <li>List of all G3-Eligible programs requested for scholarship support under Priority 3</li> <li>Total amount of scholarship funding requested for G3-Eligible Programs.</li> </ul>                          |
| 4        | High-demand occupations (to be approved by TRRC)              | For Credit Certificates, Diplomas, Degrees. Non STEM-H or Advanced Manufacturing. Limited to two (2) specific areas of study (General Studies degrees not eligible). | <ul style="list-style-type: none"> <li>List of training under Priority 4</li> <li>Total amount of scholarship funding requested for specified high demand programs.</li> <li>Must include documentation of employer demand.</li> </ul>          |

\*For Students receiving FastForward Workforce Credential funding, TRRC will support one-sixth of the cost of training program and certification (half of one-third share the student is responsible for), with the remainder to be covered by FFWC and potentially state FANTIC funds or other sources. However, TRRC will allow up to 50% tuition reimbursement for FFWC-eligible training cohorts conducted during periods when FFWC funding is not available due to state funding limitations. When requesting reimbursement, documentation should include the date FFWC funds were exhausted or limited by Virginia Community College System.

TRRC staff will recommend awards to applicant institutions that allocate funding to higher funding priority categories before allocating funding to lower priority categories. Staff will not recommend awarding funds for applications that allocate funds to lower priority categories without documented employer demand.

**Eligible uses of WFA:** WFA support shall be used only for tuition and mandatory fees. WFA funds may not be used for books, transportation and other expenses.

**Staff Comments:**

All requests comply with the Committee’s long-standing objectives of providing last-dollar assistance to students working to obtain a nationally-recognized workforce or academic credential. The schools that propose to use WFA funding for Priority #4 programs provided evidence of regional employer demand for certain types of jobs relevant to a corresponding credential/program.

The requests anticipate serving a total of 1,477 students and resulting in the issuance of 1,436 credentials being issued in the 2023-2024 school year. The proposals also estimate matching funds of more than \$5.7 million for students receiving TRRC support and students in TRRC scholarship priority areas.

Staff recommends approval of the requests as summarized on the following pages, for last-dollar Workforce Financial Aid for Tobacco Region residents in the 2023-24 school year, contingent on the following conditions:

- **Matching Funds:** Grantees must provide at least dollar-for-dollar matching funds.

- **Documentation Requirements:**
  - Grantees must report, on an individual student basis, the full distribution of all financial aid and/or other funding used to meet that student’s financial responsibility. This documentation may be marked “confidential” to protect student privacy, and the Commission asks that any other sensitive data (such as security numbers, student health or disability status, etc.) be redacted. Grantees are expected to work with the college’s financial aid office to track scholarship commitments through the People Soft system.
  - Grantees must report the program/major for each scholarship recipient in order for TRRC staff to validate eligibility under the approved priorities.
- **Dual Enrollment:** Dual Enrollment funding will be limited to regional high school program offerings at community college facilities. These scholarship funds will be limited to Advanced Manufacturing and Information Technology career programs. At least fifty percent 50% match must be provided toward Dual Enrollment tuition and fees.
- **Poverty Level Income Requirements:** Grantees will limit scholarships for G3 Eligible and Non-G3 Eligible for credit programs to students with family income up to 500% of Poverty Level for their family size (See below). Grantees must work with the college’s financial aid office in order to verify income eligibility and to track scholarship commitments through the People Soft system.
- **Final Reimbursement:** Grantees must submit final reimbursement request no later than 90 days after end of academic year.

**Federal Poverty Guidelines:**

TRRC utilizes the U.S. Federal Poverty Guidelines issued annually by the U.S. Department of Health and Human Services (HHS) to determine financial eligibility for its WFA programs. HHS Poverty Guidelines for 2023 are below.

**2023 Poverty Guidelines: 48 Contiguous States (for Virginia):**

| Persons in family/household | Poverty guideline | 500% of Poverty Guideline |
|-----------------------------|-------------------|---------------------------|
| 1                           | \$ 14,580         | \$ 72,900                 |
| 2                           | \$ 19,720         | \$ 98,600                 |
| 3                           | \$ 24,860         | \$ 124,300                |
| 4                           | \$ 30,000         | \$ 150,000                |
| 5                           | \$ 35,140         | \$ 175,700                |
| 6                           | \$ 40,280         | \$ 201,400                |
| 7                           | \$ 45,420         | \$ 227,100                |
| 8                           | \$ 50,560         | \$ 252,800                |

For families/households with more than 8 persons, add \$5,140 for each additional person.



| Req #                     | Organization  | Project Title  | Request Amount |
|---------------------------|---|--|----------------|
| <b>Southern Virginia</b>  |   |  |                |
| 4143                      | Brightpoint Community College Foundation                        | 2023-24 Tobacco Region Scholarship at Brightpoint Community College              | \$77,020       |
| 4138                      | Central Virginia Community College Educational Foundation, Inc. | CVCC Workforce Financial Aid 2023-2024   | \$240,000      |
| 4141                      | Danville Community College Educational Foundation, Inc.         | DCC Educational Foundation Workforce Financial Aid 2023-2024                     | \$240,000      |
| 4137                      | Patrick & Henry Community College Foundation                    | P&HCC 2023-2024 Workforce Financial Aid  | \$240,000      |
| 4145                      | Southside Virginia Community College Foundation                 | Investing in Southside Students  | \$240,000      |
| 4136                      | Virginia Western Community College Educational Foundation       | Workforce Financial Aid and Community College Access Program for Franklin County | \$100,000      |
| <b>Southwest Virginia</b> |   |  |                |
| 4140                      | Mountain Empire Community College                               | MECC Works   | \$240,000      |
| 4146                      | New River Community College Educational Foundation              | Floyd County ACCE (Access to Community College Education) Program                | \$100,000      |
| 4139                      | Southwest Virginia Community College                            | 2023-2024 SWCC WFA Tobacco Scholarship Program                                   | \$240,000      |
| 4142                      | Virginia Highlands Community College Educational Foundation     | Virginia Highlands Community College - Workforce Financial Aid FY24              | \$240,000      |
| 4144                      | Wytheville Community College                                    | Wytheville Community College Forging Futures Scholarship Program                 | \$240,000      |

**Total (11 Applications)      \$2,197,020**

**Southern Virginia**

**Brightpoint Community College Foundation (#4143)**

**2023-24 Tobacco Region Scholarship at Brightpoint Community College**

**\$77,020 Requested**

| <b>Anticipated Results</b>                                    |                          |  |  |                            |                        |                         |              |
|---|--------------------------|--|--|----------------------------|------------------------|-------------------------|--------------|
| <b>Program Summary</b>  |                          | <b>Unduplicated # of Students Completing in School Year:</b> |  |                            |                        |                         |              |
| <b>Sub-Program</b>  | <b>TRRC \$ Requested</b> | <b># of Students Served</b>                                  | <b>Career Studies Certificates (CSC)</b> | <b>Certificates (CERT)</b> | <b>Diplomas (DIPL)</b> | <b>Associates (AAS)</b> | <b>Total</b> |
| Workforce Credentials   | \$15,590                 | 28   | 0  | 28                         | 0                      | 0                       | 28           |
| Non-G3 Eligible Programs in STEM-H and Advanced Manufacturing | \$45,980                 | 44   | 17                                       | 0                          | 0                      | 1                       | 18           |
| G3 Eligible Programs in STEM-H and Advanced Manufacturing     | \$15,450                 | 6  | 1  | 0                          | 0                      | 3                       | 4            |
| High-Demand Occupations                                       | 0                        | 0  | 0  | 0                          | 0                      | 0                       | 0            |
| <b>Total</b>  | <b>\$77,020</b>          | <b>78</b>  | <b>18</b>                                | <b>28</b>                  | <b>0</b>               | <b>4</b>                | <b>50</b>    |

**Match:** The college is pledging \$319,336 in matching funds from other state and federal financial aid sources.

**Dual-Enrollment (Concurrent):**

- Industrial Electricity CSC
- Basic Precision Machining CSC
- Welding CSC

**Staff Comments:** All required information was provided. Dual enrollment tuition assistance is populated under Priority #2 and budgeted at \$35,680. Advanced Manufacturing concurrent programs are offered to Amelia, Dinwiddie and Sussex County high school students at BCC’s campus in Chester.

**Staff Recommendation:** Staff recommends a \$77,020 grant award.

**Central Virginia Community College Educational Foundation (#4138)**  
**CVCC Workforce Financial Aid 2023-2024**  
**\$240,000 Requested**

| <b>Anticipated Results</b>                                    |                          |  |  |                            |                        |                         |              |
|---|--------------------------|--|--|----------------------------|------------------------|-------------------------|--------------|
| <b>Program Summary</b>  |                          | <b>Unduplicated # of Students Completing in School Year:</b> |  |                            |                        |                         |              |
| <b>Sub-Program</b>  | <b>TRRC \$ Requested</b> | <b># of Students Served</b>                                  | <b>Career Studies Certificates (CSC)</b> | <b>Certificates (CERT)</b> | <b>Diplomas (DIPL)</b> | <b>Associates (AAS)</b> | <b>Total</b> |
| Workforce Credentials   | \$70,000                 | 70   | 0  | 70                         | 0                      | 0                       | 70           |
| Non-G3 Eligible Programs in STEM-H and Advanced Manufacturing | \$110,000                | 22   | 9  | 1                          | 2                      | 10                      | 22           |
| G3 Eligible Programs in STEM-H and Advanced Manufacturing     | \$60,000                 | 15   | 6  | 0                          | 2                      | 7                       | 15           |
| High-Demand Occupations                                       | 0                        | 0  | 0  | 0                          | 0                      | 0                       | 0            |
| <b>Total</b>  | <b>\$240,000</b>         | <b>107</b>   | <b>15</b>                                | <b>71</b>                  | <b>4</b>               | <b>17</b>               | <b>107</b>   |

**Match:** The college is pledging \$240,000 in matching funds from other state and federal financial aid sources.

**Dual-Enrollment (Concurrent):**

- Computer and Electronic Technology/Fundamentals CSCs
- Cyber Security /Fundamentals CSCs
- Electrical Technology Fundamentals/Plus CSCs
- HVAC/Fundamentals CSCs
- Industrial Maintenance Electrician/Mechanical/Fundamentals CSCs
- Information Systems Fundamentals/Plus CSCs
- Machine Technology /Fundamentals CSCs
- Mechatronics /Fundamentals/Plus CSCs
- Welding /Fundamentals CSCs

**Staff Comments:** Staff requested and received a revised list of programs to be supported under each category. (The original submittal was based on last year’s guidelines.) Dual enrollment will be offered in partnership with high schools in the region for students attending the Career Technical Center at CVCC’s main campus.

**Staff Recommendation:** Staff recommends a \$240,000 grant award.



**Danville Community College Educational Foundation (#4141)  
DCC Educational Foundation Workforce Financial Aid 2023-2024  
\$240,000 Requested**

| <b>Anticipated Results</b>                                    |                          |  |  |                            |                        |                         |              |
|---|--------------------------|--|--|----------------------------|------------------------|-------------------------|--------------|
| <b>Program Summary</b>  |                          | <b>Unduplicated # of Students Completing in School Year:</b> |  |                            |                        |                         |              |
| <b>Sub-Program</b>  | <b>TRRC \$ Requested</b> | <b># of Students Served</b>                                  | <b>Career Studies Certificates (CSC)</b> | <b>Certificates (CERT)</b> | <b>Diplomas (DIPL)</b> | <b>Associates (AAS)</b> | <b>Total</b> |
| Workforce Credentials   | \$50,000                 | 50   | 50                                       | 0                          | 0                      | 0                       | 50           |
| Non-G3 Eligible Programs in STEM-H and Advanced Manufacturing | \$100,000                | 40   | 0  | 0                          | 10                     | 30                      | 40           |
| G3 Eligible Programs in STEM-H and Advanced Manufacturing     | \$90,000                 | 36   | 0  | 3                          | 30                     | 3                       | 36           |
| High-Demand Occupations                                       | 0                        | 0  | 0  | 0                          | 0                      | 0                       | 0            |
| <b>Total</b>  | <b>\$240,000</b>         | <b>126</b>   | <b>50</b>                                | <b>3</b>                   | <b>40</b>              | <b>33</b>               | <b>136</b>   |

**Match:** The college is pledging \$240,000 in matching funds from other state and federal financial aid sources.

**Dual-Enrollment (Concurrent):**

n/a

**Staff Comments:** All required information was provided with the application.

**Staff Recommendation:** Staff recommends a \$240,000 grant award.

**Patrick & Henry Community College Foundation (#4137)**  
**P&HCC 2023-24 Workforce Financial Aid**  
**\$240,000 Requested**

| <b>Anticipated Results</b>                                    |                          |  |  |                            |                        |                         |              |
|---|--------------------------|--|--|----------------------------|------------------------|-------------------------|--------------|
| <b>Program Summary</b>  |                          | <b>Unduplicated # of Students Completing in School Year:</b> |  |                            |                        |                         |              |
| <b>Sub-Program</b>  | <b>TRRC \$ Requested</b> | <b># of Students Served</b>                                  | <b>Career Studies Certificates (CSC)</b> | <b>Certificates (CERT)</b> | <b>Diplomas (DIPL)</b> | <b>Associates (AAS)</b> | <b>Total</b> |
| Workforce Credentials   | \$15,000                 | 20   | 0  | 18                         | 0                      | 0                       | 18           |
| Non-G3 Eligible Programs in STEM-H and Advanced Manufacturing | \$30,000                 | 25   | 0  | 0                          | 0                      | 32                      | 32           |
| G3 Eligible Programs in STEM-H and Advanced Manufacturing     | \$180,000                | 111  | 24                                       | 34                         | 0                      | 31                      | 89           |
| High-Demand Occupations                                       | \$15,000                 | 18   | 0  | 0                          | 0                      | 15                      | 15           |
| <b>Total</b>  | <b>\$240,000</b>         | <b>174</b>   | <b>24</b>                                | <b>52</b>                  | <b>0</b>               | <b>78</b>               | <b>154</b>   |

**Match:** The college is pledging \$357,654 in matching funds.

**Dual-Enrollment (Concurrent):**

- Precision Machining CSC
- Welding CSC
- Mechatronics CSC

**High-Demand Occupations:**

- General Studies Specialization: Teacher Education Preparation AA&S

**Staff Comments:** All required information was provided with the application. Dual enrollment tuition assistance is populated under Priority #3 and budgeted at \$53,807. Dual enrollment programs are offered in partnership with area high schools are held at the P&HCC Manufacturing Engineering & Technology Complex.

**Staff Recommendation:** Staff recommends a \$240,000 grant award.

**Southside Virginia Community College Foundation (#4145)**  
**Investing in Southside Students**  
**\$240,000 Requested**

| Program Summary   |                   | Anticipated Results  |                                   |                     |                 |                  |   |
|---|-------------------|----------------------|-----------------------------------|---------------------|-----------------|------------------|---|
| Sub-Program   | TRRC \$ Requested | # of Students Served | Career Studies Certificates (CSC) | Certificates (CERT) | Diplomas (DIPL) | Associates (AAS) | Unduplicated # of Students Completing in School Year: Total |
| Workforce Credentials   | \$30,000          | 40                   | 0                                 | 40                  | 0               | 0                | 40  |
| Non-G3 Eligible Programs in STEM-H and Advanced Manufacturing | \$114,500         | 57                   | 49                                | 8                   | 0               | 0                | 57  |
| G3 Eligible Programs in STEM-H and Advanced Manufacturing     | \$75,000          | 24                   | 0                                 | 12                  | 0               | 12               | 24  |
| High-Demand Occupations                                       | \$20,500          | 15                   | 15                                | 0                   | 0               | 0                | 15  |
| <b>Total</b>  | <b>\$240,000</b>  | <b>136</b>           | <b>64</b>                         | <b>60</b>           | <b>0</b>        | <b>12</b>        | <b>136</b>  |

**Match:** The college is pledging \$240,000 in matching funds from other state and federal financial aid sources.

**Dual-Enrollment (Concurrent):**

- Welding
- Information Technology
- HVAC
- Electricity
- Precision Machining
- ~~Administration of Justice (does not qualify)~~
- ~~Emergency Medical Services (does not qualify)~~

**High-Demand Occupations:**

- Administration of Justice AAS, Criminal Justice CSC

**Staff Comments:** All required information was provided. Dual enrollment is populated under Priority #2 and budgeted at \$114,500, and per policy is limited to Advanced Manufacturing and Information Technology career programs. SsVCC’s Foundation agreed to remove the requested dual enrollment support for Emergency Medical Services and Administration of Justice given that these are ineligible. An occupational demand analysis was provided to support high-demand occupations for criminal justice careers under the fourth category.

**Staff Recommendation:** Staff recommends a \$240,000 grant award.



**Virginia Western Community College Educational Foundation (#4136)**  
**Workforce Financial Aid and Community College Access Program for Franklin County**  
**\$100,000 Requested**

| <b>Anticipated Results</b>                                    |                          |  |  |                            |                        |                         |              |
|---|--------------------------|--|--|----------------------------|------------------------|-------------------------|--------------|
| <b>Program Summary</b>  |                          | <b>Unduplicated # of Students Completing in School Year:</b> |  |                            |                        |                         |              |
| <b>Sub-Program</b>  | <b>TRRC \$ Requested</b> | <b># of Students Served</b>                                  | <b>Career Studies Certificates (CSC)</b> | <b>Certificates (CERT)</b> | <b>Diplomas (DIPL)</b> | <b>Associates (AAS)</b> | <b>Total</b> |
| Workforce Credentials   | \$10,152                 | 21   | 0  | 31                         | 0                      | 0                       | 31           |
| Non-G3 Eligible Programs in STEM-H and Advanced Manufacturing | \$37,110                 | 25   | 0  | 0                          | 0                      | 2                       | 2            |
| G3 Eligible Programs in STEM-H and Advanced Manufacturing     | \$43,445                 | 33   | 0  | 0                          | 0                      | 5                       | 5            |
| High-Demand Occupations                                       | \$9,283                  | 8  | 2  | 0                          | 0                      | 4                       | 6            |
| <b>Total</b>  | <b>\$100,000</b>         | <b>87</b>  | <b>2</b>                                 | <b>31</b>                  | <b>0</b>               | <b>11</b>               | <b>44</b>    |

**Match:** The college is pledging \$140,581 in matching funds from other state and federal financial aid sources.

**Dual-Enrollment (Concurrent):**

n/a

**High-Demand Occupations:**

- Culinary Arts AAS
- Management AAS

**Staff Comments:** All required information was provided.

**Staff Recommendation:** Staff recommends a \$100,000 grant award.

**Southwest Virginia**

**Mountain Empire Community College (#4140)**

**MECC Works**

**\$240,000 Requested**

| <b>Program Summary</b>  |                          | <b>Anticipated Results</b>  |  |                            |                        |                         |              |
|---|--------------------------|-----------------------------|--|----------------------------|------------------------|-------------------------|--------------|
| <b>Sub-Program</b>  | <b>TRRC \$ Requested</b> | <b># of Students Served</b> | <b>Career Studies Certificates (CSC)</b> | <b>Certificates (CERT)</b> | <b>Diplomas (DIPL)</b> | <b>Associates (AAS)</b> | <b>Total</b> |
| Workforce Credentials   | \$20,000                 | 20                          | 0  | 0                          | 0                      | 0                       | 0            |
| Non-G3 Eligible Programs in STEM-H and Advanced Manufacturing | \$100,000                | 50                          | 20                                       | 0                          | 0                      | 12                      | 32           |
| G3 Eligible Programs in STEM-H and Advanced Manufacturing     | \$105,000                | 75                          | 30                                       | 15                         | 30                     | 0                       | 75           |
| High-Demand Occupations                                       | \$15,000                 | 40                          | 15                                       | 0                          | 0                      | 25                      | 40           |
| <b>Total</b>  | <b>\$240,000</b>         | <b>185</b>                  | <b>65</b>                                | <b>15</b>                  | <b>30</b>              | <b>37</b>               | <b>147</b>   |

**Match:** The college is pledging \$3,289,375 in matching funds from other state and federal financial aid sources. The estimates provided for the use of matching funds are substantially larger compared to the other applications. This is likely the result of MECC pulling match from a much broader population of students however there is no question that adequate matching funds will be provided for this application.

**Dual-Enrollment (Concurrent):**

n/a

**High-Demand Occupations:**

- Police & Corrections Science Career Pathways
  - Law Enforcement Management and Supervision (CSC)
  - Administration of Justice (Certificate)
  - Corrections Management and Supervision (CSC)
  - Police Science (AAS)
  - Corrections Science (AAS)
- Education Career Pathways
  - Early Childhood Development - Early Childhood (CSC)
  - Early Childhood Development - Infant & Toddler (CSC)
  - Pre-Teacher Education (AAS)

**Staff Comments:** All required information was provided.

**Staff Recommendation:** Staff recommends a \$240,000 grant award.

**New River Community College Educational Foundation (#4146)  
 Floyd County ACCE (Access to Community College Education) Program  
 \$100,000 Requested**

| <b>Anticipated Results</b>                                    |                          |  |  |                            |                        |                         |              |
|---|--------------------------|--|--|----------------------------|------------------------|-------------------------|--------------|
| <b>Program Summary</b>  |                          | <b>Unduplicated # of Students Completing in School Year:</b> |  |                            |                        |                         |              |
| <b>Sub-Program</b>  | <b>TRRC \$ Requested</b> | <b># of Students Served</b>                                  | <b>Career Studies Certificates (CSC)</b> | <b>Certificates (CERT)</b> | <b>Diplomas (DIPL)</b> | <b>Associates (AAS)</b> | <b>Total</b> |
| Workforce Credentials   | 0                        | 0  | 0  | 0                          | 0                      | 0                       | 0            |
| Non-G3 Eligible Programs in STEM-H and Advanced Manufacturing | \$40,000                 | 20   | 0  | 5                          | 0                      | 15                      | 20           |
| G3 Eligible Programs in STEM-H and Advanced Manufacturing     | \$40,000                 | 20   | 0  | 5                          | 0                      | 15                      | 20           |
| High-Demand Occupations                                       | \$20,000                 | 10   | 0  | 3                          | 0                      | 7                       | 10           |
| <b>Total</b>  | <b>\$100,000</b>         | <b>50</b>  | <b>0</b>                                 | <b>13</b>                  | <b>0</b>               | <b>37</b>               | <b>50</b>    |

**Match:** The college is pledging \$100,000 in matching funds from other state and federal financial aid sources.

**Dual-Enrollment (Concurrent):**

n/a

**High-Demand Occupations:**

- Law Enforcement Career Pathway
  - Forensic Science (AAS)
  - Police Science (AAS)
  - Criminal Justice (CSC)
- Business Management/ Administration (AAS, CSC, Certificate)

**Staff Comments:** All required information was provided. Although it appears that the college offers several programs which could be supported under Priority 1, NRCC has chosen not to allocate funds for this use. For many years the College has chosen to use TRRC WFA support to serve only new high school graduates from Floyd County. Many of these students are enrolled in transfer programs and may not be participating in the shorter term training opportunities. Staff notes that this award could be used to serve any eligible student from Floyd County such as adult learners who may be interested in pursuing educational and training opportunities through NRCC.

**Staff Recommendation:** Staff recommends a \$100,000 grant award.



Southwest Virginia Community College (#4139)  
 2023-2024 SWCC WFA Tobacco Scholarship Program  
 \$240,000 Requested

| Anticipated Results   |                   |   |                                   |                     |                 |                  |            |
|---|-------------------|---|-----------------------------------|---------------------|-----------------|------------------|------------|
| Program Summary   |                   | Unduplicated # of Students Completing in School Year: |                                   |                     |                 |                  |            |
| Sub-Program   | TRRC \$ Requested | # of Students Served                                  | Career Studies Certificates (CSC) | Certificates (CERT) | Diplomas (DIPL) | Associates (AAS) | Total      |
| Workforce Credentials   | \$100,000         | 70  | 0                                 | 70                  | 0               | 0                | 70         |
| Non-G3 Eligible Programs in STEM-H and Advanced Manufacturing | \$50,000          | 26  | 11                                | 0                   | 0               | 15               | 26         |
| G3 Eligible Programs in STEM-H and Advanced Manufacturing     | \$90,000          | 48  | 30                                | 8                   | 0               | 10               | 48         |
| High-Demand Occupations                                       | 0                 | 0   | 0                                 | 0                   | 0               | 0                | 0          |
| <b>Total</b>  | <b>\$240,000</b>  | <b>144</b>  | <b>41</b>                         | <b>78</b>           | <b>0</b>        | <b>25</b>        | <b>144</b> |

**Match:** The college is pledging \$240,000 in matching funds from other state and federal financial aid sources.

**Dual-Enrollment (Concurrent):**

n/a

**High-Demand Occupations:**

n/a

**Staff Comments:** All required information was provided. Although SWCC allocated a large portion of last year’s WFA grant to serve students in Priority #4 programs (Education) the current application does not allocate any funding for this use. Instead the largest allocation of funding is under Priority #1. In a follow up discussion with the applicant, Staff was assured that the application reflects SWCC’s projections for enrollment and financial need.

**Staff Recommendation:** Staff recommends a \$240,000 grant award.

**Virginia Highlands Community College Educational Foundation (#4142)**  
**Virginia Highlands Community College – Workforce Financial Aid FY24**  
**\$240,000 Requested**

| <b>Anticipated Results</b>                                    |                          |  |  |                            |                        |                         |              |
|---|--------------------------|--|--|----------------------------|------------------------|-------------------------|--------------|
| <b>Program Summary</b>  |                          | <b>Unduplicated # of Students Completing in School Year:</b> |  |                            |                        |                         |              |
| <b>Sub-Program</b>  | <b>TRRC \$ Requested</b> | <b># of Students Served</b>                                  | <b>Career Studies Certificates (CSC)</b> | <b>Certificates (CERT)</b> | <b>Diplomas (DIPL)</b> | <b>Associates (AAS)</b> | <b>Total</b> |
| Workforce Credentials   | \$36,000                 | 48   | 0  | 48                         | 0                      | 0                       | 48           |
| Non-G3 Eligible Programs in STEM-H and Advanced Manufacturing | \$94,000                 | 60   | 6  | 12                         | 38                     | 4                       | 60           |
| G3 Eligible Programs in STEM-H and Advanced Manufacturing     | \$70,000                 | 55   | 25                                       | 0                          | 18                     | 12                      | 55           |
| High-Demand Occupations                                       | \$40,000                 | 77   | 60                                       | 0                          | 0                      | 17                      | 77           |
| <b>Total</b>  | <b>\$240,000</b>         | <b>240</b>   | <b>91</b>                                | <b>60</b>                  | <b>56</b>              | <b>33</b>               | <b>240</b>   |

**Match:** The college is pledging \$240,000 in matching funds from other state and federal financial aid sources.

**Dual-Enrollment (Concurrent):**

n/a

**High-Demand Occupations:**

- Administration of Justice (CSC, AAS)
- Law Enforcement Career Pathway
  - Education (AA&S)
  - Educational Specialization in Teacher Prep (AA&S)

**Staff Comments:** During review, Staff requested additional information describing the programs to be served with TRRC funds. There was particular concern that no funds had been allocated for Priority #2 which supports programs eligible for TRRC funds, but *not* eligible for G3. There are at least 8 of these programs offered at VHCC. In response, the College provided a revised program list and associated outcomes chart reflecting the allocation of \$94,000 to serve 60 students under Priority #2.

**Staff Recommendation:** Staff recommends a \$240,000 grant award.

**Wytheville Community College (#4144)**  
**Wytheville Community College Forging Futures Scholarship Program**  
**\$240,000 Requested**

| <b>Anticipated Results</b>                                    |                          |  |  |                            |                        |                         |              |
|---|--------------------------|--|--|----------------------------|------------------------|-------------------------|--------------|
| <b>Program Summary</b>  |                          | <b>Unduplicated # of Students Completing in School Year:</b> |  |                            |                        |                         |              |
| <b>Sub-Program</b>  | <b>TRRC \$ Requested</b> | <b># of Students Served</b>                                  | <b>Career Studies Certificates (CSC)</b> | <b>Certificates (CERT)</b> | <b>Diplomas (DIPL)</b> | <b>Associates (AAS)</b> | <b>Total</b> |
| Workforce Credentials   | \$30,000                 | 30   | 0  | 60                         | 0                      | 0                       | 60           |
| Non-G3 Eligible Programs in STEM-H and Advanced Manufacturing | \$130,000                | 75   | 20                                       | 40                         | 0                      | 45                      | 105          |
| G3 Eligible Programs in STEM-H and Advanced Manufacturing     | \$50,000                 | 40   | 10                                       | 0                          | 0                      | 38                      | 48           |
| High-Demand Occupations                                       | \$30,000                 | 15   | 0  | 0                          | 0                      | 15                      | 15           |
| <b>Total</b>  | <b>\$240,000</b>         | <b>160</b>   | <b>30</b>                                | <b>100</b>                 | <b>0</b>               | <b>98</b>               | <b>228</b>   |

**Match:** The college is pledging \$300,000 in matching funds from other state and federal financial aid sources.

**Dual-Enrollment (Concurrent):**

n/a

**High-Demand Occupations:**

- Education (AA&S)
- Law Enforcement Career Pathway
  - Administration of Justice (CSC, AAS)
  - Corrections Science (CSC, AAS)

**Staff Comments:** All required information was provided.

**Staff Recommendation:** Staff recommends a \$240,000 grant award.



**OTHER BUSINESS:**

**Central Virginia Community College Educational Foundation, Inc.**

***New Radiography Overhead X-Ray System (#3629)***

**Current Project End Date: 5/18/2023**

**5<sup>th</sup> Year Extension Requested**

***Staff Comments:*** The Commission approved a \$91,667 grant in May 2020 to support 50% of the acquisition costs for a new X-Ray machine. CVCC is requesting a two-year grant extension to allow time for facility renovations to be completed and for the equipment to be purchased and installed. CVCC has the only regional Radiologic Technology Program and is the sole provider of radiologic technologists for a majority of the Tobacco Region footprint. The approval of this grant occurred at the start of the COVID-19 pandemic, which caused both fundraising and state capital improvement projects to be put on hold. Also during this time, the cost of construction materials significantly increased, further extending the timeline for renovations to be completed. CVCC has secured the match for the X-Ray equipment from Centra Health; plans for the renovations are approved with initial renovations underway; and full funding of renovations are on the approval list of the VCCS for General Assembly funding. The additional two years will allow sufficient time for the required renovations to be completed that are necessary to accommodate the new X-Ray equipment in a permanent location.

***Staff Recommendation:*** Staff recommends approval of an extension to May 31, 2025.

**Radford University Foundation**

***Counselor Education Program in SWVA (# 3514)***

**Current Project End Date: 6/30/2023**

**Request for one year extension**

***Staff Comments:*** This grant of \$325,000, approved in June 2019, supports operating costs for Radford's School of Counseling Master's Degree Program located at the Southwest Virginia Higher Education Center. TRRC funds are used to pay 50% of instructor and other operating expenses for the program which reduces the tuition burden for participants. The first cohort of students completed the program in spring 2022 with 18 graduates. A second cohort is underway, and the proposed one year extension will allow the cohort to complete the program.

***Staff Recommendation:*** Staff recommends approval of a one year extension through June 30, 2024.

# **INCENTIVES AND LOANS COMMITTEE**



▪ *In-Person Meeting* ▪

**AGENDA**  
**INCENTIVES & LOANS COMMITTEE**  
**Southwest Virginia Higher Education Center, Grand Hall**  
**1 Partnership Circle, Abingdon, Virginia 24212**  
**Thursday, May 18, 2023**  
**9:00 A.M.**

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In accordance with §2.2-3708.3 of the Code of Virginia, public access for this meeting is being provided both in person and through electronic communications means. The public may remotely participate in this meeting by utilizing the following meeting link:

<https://virginiatobaccocommission.my.webex.com/virginiatobaccocommission.my/j.php?MTID=m3a2aa37e12f81f1e416e45820a6b6fcc>

If participating by phone, please dial:  
1-408-418-9388 (toll) and enter meeting number: 2634 101 1310 and password: 78883269

If during the meeting electronic transmission fails, the public may alert the Commission by calling 804-894-9652 or emailing [jbutler@revitalizeva.org](mailto:jbutler@revitalizeva.org). If alerted to a transmission failure, the Committee shall recess until public access is restored.

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|--|--|
| <b>Welcome and Call to Order</b>             | <i>Hon. Danny Marshall, Chair</i>                      |
| <b>Call of the Roll</b>                      | <i>Hon. James E. Campos, Acting Executive Director</i> |
| <b>Approval of the <u>1/4/23</u> Minutes</b> | <i>(published on website)</i>                          |
| <b>Public Comment</b>                        |  |
| <b>Extensions &amp; Modifications</b>        | <i>Mr. Jordan Butler, TROF Program Manager</i>         |
| <b>Review TROF Policy</b>                    | <i>Mr. Andy Sorrell, Deputy Director</i>               |
| <b>Other Business</b>                        |  |
| <b>Public Comment</b>                        |  |
| <b>Adjournment</b>                           |  |

# Incentives & Loans Committee

## May 18, 2023

The Incentives and Loans Committee is meeting on May 18, 2023 at 9:00 am to consider multiple requests for performance extensions or other project modifications of existing projects. The following summaries provide staff overview and comment on the projects mentioned above.

### **Extensions and Modifications**

#### **1. Smyth County Economic Development Authority**

***Scholle IPN Packaging, Inc. (#3506)***

**Request to Accept Reported Value vs. Assessed Value of Capital Assets and Performance Extension through December 31, 2023**

***Staff Overview and Comments:*** This is a Tobacco Region Opportunity Fund (TROF) grant for \$195,000 that was awarded to the Smyth County Economic Development Authority (the “EDA”) and Scholle IPN Packaging, Inc. (the “Company”). The performance period was December 2018 through December 2021. An administrative extension was granted through December 31, 2022. The performance agreement required the company to employ 42 individuals with an average annual wage of \$43,806 and provide new private taxable assets of \$10,290,000. The grant is to be disbursed post-performance.

The Company has fully met the employment obligation, delivering 76 jobs, well over the 42 promised. The Company has also greatly surpassed the promised quarterly wages as well as the average annual wage promised. The company has fully earned the portion of the grant devoted to job creation (\$97,500).

As noted in the executed performance agreement, the Commission requires “The Company’s achievement toward meeting its taxable asset obligation *shall be based on asset values assessed by the COR for the Locality...*” (*Emphasis added*).

Using the above methodology, the Company has met 29% of the private taxable capital investment obligation by providing capital investment assessed at approximately \$ 2.95 million.

As noted in the attached letter (Attachment A), from the Company, and as supported by the EDA, the Company has requested the Commission consider using the original reported costs of Machinery & Tools (M&T) and Personal Property (PP) rather than the assessed values as the locality applies an assessment ratio that significantly reduces the assessed value. As noted above, the performance agreement requires the Commission to utilize assessed values of capital investment as reported by the Commissioner of Revenue in writing. If the Commission were to consider utilizing the original reported costs of the M&T and PP, the Company’s total capital investment would be more than \$8.6 million (84% of promised). Using reported cost would significantly increase the capital investment delivered from 29% to 84% and allow the Company to earn a greater portion of the grant devoted to capital investment (upon submittal of appropriate receipts and invoices needed to verify reported capital expenditures).

The Commission recently approved several similar requests for acceptance of reported costs vs. assessed costs of capital expenditures (# 3501 & 3550 in fall 2022), staff recommends the request be approved. The EDA has also requested a performance extension for one year to December 31, 2023. Staff supports the performance request as well given because of the progress the Company has so far achieved.

**Staff recommends that the performance agreement for TROF project #3506 be modified to permit the acceptance of reported costs (as evidenced by receipts of capital purchases) of M&T and TPP towards the Company's taxable asset obligation as verified in writing by the local Commissioner of Revenue AND that a performance extension be approved through December 31, 2023.**

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## **2. Smyth County Economic Development Authority**

***Speyside Bourbon Cooperage, Inc. (#3451)***

**Request for a Performance Extension through June 30, 2023**

**Staff Overview and Comments:** This is a Tobacco Region Opportunity Fund (TROF) grant for \$415,000 that was awarded to the Smyth County Economic Development Authority (the "EDA") and Speyside Bourbon Cooperage, Inc. (the "Company"). The performance period was June 2018 through June 2021. An administrative extension was granted through June 30, 2022. The performance agreement required the company to employ 125 individuals with an average annual wage of \$30,173 and provide new private taxable assets of \$26,000,000. The grant is to be disbursed post-performance.

Based on available data, the Company has nearly met the employment obligation, delivering 108 of the promised 125 jobs. The Company has nearly met the promised level of capital investment, delivering \$23,980,907 of \$26,000,000 promised.

Given their active hiring, investment and overall performance to date, the Company, with the support of the EDA, is requesting a 5<sup>th</sup> year extension to include updated employment and expenditure data that will show they have met more or all of their obligations under the grant agreement.

**Staff recommends a 5<sup>th</sup> year performance extension through June 30, 2023.**

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## **3. Russell County Industrial Development Authority**

***Polycap LLC. (#3507)***

**Request to Accept Reported Value vs. Assessed Value of Capital Assets**

**Staff Overview and Comments:** This project includes both a Tobacco Region Opportunity Fund (TROF) grant for \$140,000 and a \$140,000 TROF Loan for \$140,000 that was awarded to the Russell County Industrial Development Authority (the "IDA") and Polycap LLC (the "Company"). The performance period was March 2019 through March 2022 and was administrative extended through March 2023. The performance agreement required the Company to employ 44 individuals



with an average annual wage of \$29,474 and provide new private taxable assets of \$7,900,000. The grant and loan were both disbursed pre-performance. The Company has nearly met the employment obligation, delivering 36 of the promised 44 jobs.

As noted in the executed performance agreement, the Commission requires “The Company’s achievement toward meeting its taxable asset obligation *shall be based on asset values assessed the COR for the Locality...*” (*Emphasis added*).

Using the above methodology, the Company has met 47% of the private taxable capital investment obligation by providing capital investment assessed at approximately \$3.67 million.

As noted in the attached letter (Attachment B), the IDA has requested the Commission consider using the original reported costs of Machinery & Tools (M&T) and Personal Property (PP) rather than the assessed values as the locality applies an assessment ratio that significantly reduces the assessed value. As noted above, the performance agreement requires the Commission to utilize assessed values of capital investment as reported by the Commissioner of Revenue in writing. If the Commission were to consider utilizing the original reported costs of the M&T and PP, the Company’s total capital investment would be \$8.368 million (106% of promised). Using reported cost would significantly increase the capital investment delivered from 47% to 106% and allow the Company to earn a greater portion of the grant devoted to capital investment (upon submittal of appropriate receipts and invoices needed to verify reported capital expenditures).

The Commission recently approved several similar requests for acceptance of reported costs vs: assessed costs of capital expenditures (# 3501 & 3550 in fall 2022), staff recommends the request be approved.

**Staff recommends that the performance agreements (grant and loan) for TROF project #3507 be modified to permit the acceptance of reported costs (as evidenced by receipts of capital purchases) of M&T and TPP towards the Company’s taxable asset obligation as verified in writing by the local Commissioner of Revenue.**

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#### 4. Tazewell County Industrial Development Authority

##### *Blue Wolf Sales and Service (#3101)*

##### **Request for Acceptance of Capital Investment Outside of Performance Period**

**Staff Overview and Comments:** This is a Tobacco Region Opportunity Fund (TROF) grant for \$50,000 that was awarded to the Tazewell County Industrial Development Authority (the “IDA”) and Blue Wolf Sales and Service (the “Company”). The performance period was September 2015 through September 2022. The award was disbursed prior to performance, and the Company promised to provide 15 jobs at an average annual salary of \$27,435 and a private taxable capital investment of \$1,559,000. The performance period was extended several times, and the last extension approved by the Commission was the final extension through September 30, 2022.

Staff has completed the final review of performance and finds that the Company met 67% of their employment promise. In review of the capital investment for the project, staff discovered that a

major real estate capital expense occurred in September 2015 which is prior to the start of the performance period. The real estate investment was \$1,476,700 and if that is included with the machinery and tools investments, the Company exceeds the capital investment requirement. As noted by the IDA in Attachment C, the IDA requests the Commission consider allowing the Company's real estate investment to be included in the performance period. Without the real estate investment the Company only meets 41% of the capital investment requirement. In speaking with the IDA, it was the intent that the real estate be including as part of the qualifying capital investment. With the inclusion of the real estate investment the Company will have fully met their capital asset obligation and fully earned that portion of the grant (\$25,000). The Company earned 67% of the employment portion (\$16,666.65) and will have a small unearned portion to repay to the Commission in the amount of \$8,333.35. Without the acceptance of real estate, an additional \$14,750 would also need to be repaid.

Staff finds it reasonable to permit the inclusion of the real estate investment as part of the performance period and supports this request.

**Staff recommends that project #3101 permit the inclusion of real estate purchased on September 23, 2015 in the amount of \$1,476,700 be counted towards the taxable capital investment obligation of the project.**

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## **5. Joint Industrial Development Authority of Wythe County *Blue Star NBR, LLC. (#3892)***

### **Request for an Approval Extension and Adjustment of Performance Agreement.**

**Staff Overview and Comments:** This is a Tobacco Region Opportunity Fund (TROF) grant award for \$1,022,000 that was awarded in September 2021 to the Joint Industrial Development Authority of Wythe County (the "JIDA") and Blue Star NBR, LLC (the "Company"). The grant was provided in return for the Company providing 1,044 new jobs at a promised average salary of \$37,211 and a taxable capital investment of \$446 million in Wythe County. The approval letter and draft performance agreement were sent to the JIDA in January 2022 and have not been returned to the Commission for execution. The unexecuted performance agreement, which required disbursement prior to performance, had a three-year performance period beginning September 22, 2021 which is now over halfway through. Because the agreement remains unexecuted, the Commission retains all funds.

As noted in Attachment D, JIDA staff has noted the necessity of the TROF incentive to the project's viability and remain interested in the award. JIDA staff have also previously noted difficulty in arranging the necessary security to secure the performance obligations of the Company that would permit pre-performance disbursement of award funds. As noted in the letter, the Wythe JIDA is requesting that the project's approval be extended to permit a revised performance agreement to be signed and returned to the Commission. JIDA staff also requests that the disbursement be amended to post-performance and that the award date be amended to June 2026 to reflect the current realities of project completion. JIDA staff also requested that a 60 day deadline be set to return the revised signed performance agreement. Should the Commission desire to extend

the approval of this project, staff finds the above requests reasonable. No other changes are proposed to the project.

Staff recommends the following approval conditions be considered by the Commission:

- TROF #3892 award approval be extended to July 20, 2023;
- Revised performance agreement prepared including award amended to post-performance disbursement; and
- With a revised award date of May 18, 2023 permitting a revised performance period for 3 years from this date – May 18, 2026.

### **Tobacco Region Opportunity Fund Policy Discussion**

The existing adopted TROF policy is included as Attachment E. Information on the Commission's revenue sharing policy is found in Attachment F. The policy was last revised in November, 2020. Staff requests the Committee review the existing TROF Policy and provide guidance on several key policy items. Staff suggests several starting points:

- Eligibility requirements (see Sections 1 & 2)
- Award amount authorizations (see Section 4)
- Prospect Incentive Fund eligibility (see Section 5)
- Award Types (grant and loan?) (see Section 6)
- Award Disbursements (See Section 7)
- Acknowledgement (plaques?) (See Section 11)
- Revenue Sharing (See Attachment F)

After receiving Committee guidance, staff can revise the TROF Policy and can circulate it among partners for feedback this summer. A final policy can then be presented to the Commission for adoption at the fall 2023 meeting.



Virginia Tobacco Region Revitalization Commission  
Attn: Andy Sorrell, Deputy Director  
701 E. Franklin Street, Suite 501  
Richmond, VA 23219

RE: Project 3506: Scholle IPN Packaging, Inc – Taxable Investment Calculation

Andy:

Thank you for considering our request to use reported value in place of assessed value in the evaluation of the achievement of our capital investment commitment on the subject project. It is our contention that using assessed value instead of reported value under-represents the investment we committed to and achieved in this project.

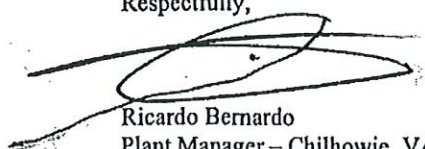
In comparing the base year (2018) to the final year of our performance period (2022) on Form 762 M&T – Return Of Machinery & Tools, despite our reported value increasing by \$8,646,194, our assessed value only increased by \$3,324,177. Though we physically carried out the commitments made through direct capital investment spend, the calculation of assessed value does not reflect that. Because the calculation of assessed value reduces the original cost of the property based on the year in which it is placed in service, using assessed value under-represents our investment in two ways:

1. Because this is a multi-year project and even the most recent year original cost is reduced by a factor, the assessed value does not demonstrate the capital spent by the Company as outlined in our original commitment.
2. The investment planned in our original commitment included a large amount of equipment being relocated from other facilities within the same legal entity. Because they are transfers within the same legal entity, for purposes of completing Form 762 M&T – Return Of Machinery & Tools, the original cost of the property was entered in the original year the property was acquired by the legal entity (not the year in which it was installed in our Chilhowie, VA facility as part of this project). As a result, the calculation of assessed value uses a high factor to reduce the original cost of that transferred equipment and understates the value of that transferred equipment as was outlined in the original commitment.

By using the reported value in place of assessed value in measuring the achievement of our original commitment, it will be consistent with how the original commitment was calculated and provide a fair measurement of how we complied with that commitment. We believe our achievement of the original commitment is further supported by the fact that we exceeded our original employment commitment.

We appreciate your consideration of this request and the support you have shown us to date for our expansion in this region.

Respectfully,



Ricardo Bernardo  
Plant Manager – Chilhowie, VA  
Scholle IPN Packaging, Inc.



**IDA Russell County, VA**

Industrial Development Authority of  
Russell County, Virginia

May 8, 2023

Mr. Andrew Sorrell  
Virginia Tobacco Region Revitalization Commission  
701 E. Franklin St., Ste. 501  
Richmond, VA 23219

To Whom it May Concern:

The Russell County IDA would like the Commission to consider using the original reported costs of Capital Improvement, Machinery & Tool (M&T) and Personal Property (PP) rather than the assessed values as the County is not expected to re-assess the property with the improvements for another two years. The current County assessment of the property was done prior to any company modifications. Therefore, any letter received by the Commissioner of Revenue in writing would not accurately represent any modifications to the property.

By utilizing the actual costs of the M&T and PP as well as the property improvements to the facility, Polycap's total capital investment would be \$8,368,693.14 (106% of promised). Using reported cost would significantly increase the capital investment delivered from 47% to 106% and allow Polycap the ability to earn a greater portion of the grant devoted to capital investment.

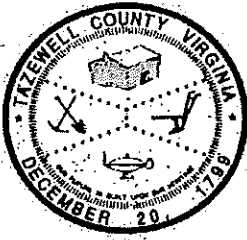
We greatly appreciate your consideration in this matter.

Sincerely,

A handwritten signature in blue ink, appearing to read "Ernie McFaddin".

Ernie McFaddin  
Executive Director





*Tazewell County Industrial Development Authority*  
TAZEWELL COUNTY, VIRGINIA

197 Main Street \* Tazewell, Virginia 24651 \* Phone 276-385-1671 \* Fax 276-988-4246

Grant Number: #3101

Dear Commissioners:


I have been advised by Commission staff that the primary capital investment made by the Company in the above referenced project actually occurred via conveyance Deed of Trust by and between Mill Dam Investments, LLC and Blue Wolf Sales and Service, Inc. on 26<sup>th</sup> day of August, 2015 exactly five (5) days or three (3) business days prior to the commencement of the performance period of September, 2015 for the above referenced grant. I would like to thank them for the opportunity to request that this investment nevertheless be considered as a part of the qualifying investment for purposes of determining whether the Company met its obligations pursuant to the grant.

If the more than \$1.4m purchase of the Company's facility is included the Company's investments exceed the total required investment by \$ 500,000. It was in fact the intent of the incentives to entice the Company to purchase the facility in Tazewell County, Virginia. The Tazewell County IDA had in fact purchased an Option to purchase the facility to use as a recruitment facility for business expansion in Tazewell County. The Option was very close to expiring in September of 2015. Therefore, it was necessary for the Company to close on the purchase, so as to avoid losing the IDA's investment in the Option, which set the purchase price including a credit paid for by the IDA.

I also ask the Commission to consider that the Company continues to operate in Tazewell County at the facility, employing our residents. Moreover, VEDP counted this investment in the facility when determining that the Company had met the investment requirements of their contemporaneous grant. We understand the performance periods of the two grants were not identical; however, they were both pieces of an incentive package supporting purchase of the facility by the Company.

For these reasons we respectfully request that the Commission consider the Company's expenditure of \$1.4m to purchase its facility 5 days prior to the Commencement Date of the grant agreement for the \$50,000.00 grant to be included in calculating the investments made by the Company for purposes of determining whether to trigger the claw back provisions of the grant.

Sincerely,

  
F. Kyle Hurt,  
Chairman

Cc: IDA Members



May 9, 2023

Mr. Andy Sorrell, Deputy Director  
Virginia Tobacco Region Revitalization Commission  
701 E. Franklin Street, Suite 501  
Richmond, VA 23219

Re: Update on Blue Star Project & TROF agreement #3892

Dear Andy:

Thank you for the opportunity to supply a written update on the Blue Star project in Progress Park and to answer questions for the Commission about the TROF agreement among the company, Wythe County, and the Joint IDA of Wythe County.

First, let me say how appreciative we are for the Commission's support of this significant economic development project. Without such support, the build-out of infrastructure to support it and continued growth would not be possible. The Blue Star project has been held up as an example of multi-organizational collaboration and as a success for not only our region, but for the entire Commonwealth.

Blue Star NBR is nearing the end of its first phase of construction. We toured the site approximately a month ago and Wythe County staff toured last week. The work that has been done on what was raw land not that long ago is amazing. The NBR facility and multiple ancillary structures have all been constructed. Complex systems including mixing, piping, electronic controls, monitoring technology, and more have been installed. Engineered safety solutions have been constructed and the beginning of the campus has taken shape. The structure is truly an imposing feature on the previously flat industrial landscape. Please see the attached photos for a visual.

To answer your direct questions, I offer the following:

First, Wythe County joins us in requesting the grant be paid in arrears (post-performance). This was confirmed this morning by Wythe County Administrator Stephen Bear.

Secondly, the performance period originally projected by this agreement is no longer attainable, largely due to uncontrollable outside factors. Most importantly, the construction timeline has already extended past the halfway point of the three-year period originally imagined. The supply chain residual effects during and post-COVID caused significant delays in equipment and

**Virginia Tobacco Region Revitalization Commission**

material acquisition and delivery. This ripple effect made the construction process stretch out further than expected.

We acknowledge that this is a notable variation on the original timetable, but due to supply chain disruptions and a longer-than-expected construction period for phase one, Blue Star is not expected to begin hiring until mid-2024 based on current projections. Blue Star itself did not deliberately slow the process, but like many companies, the global pandemic and its effects brought about irregularities in commerce that no one expected.

To address this shift in the timeline, I would request the three-year performance period for job creation and investment attainment start with signing of the agreement, or with a performance date of approximately 6/30/2026.

I would be remiss if I didn't also point out that the TROF funding is being used for the expansion of a wastewater treatment plant by Wythe County. These funds indirectly support Blue Star's project, but they do not fund Blue Star or its activities. The funds are being used to increase our local infrastructure capacity.

I expect to be able to return the revised performance agreement prior to the end of this fiscal year but would request a full sixty days to allow for any potentially necessary board review by Wythe County, the Joint IDA, and Blue Star.

On behalf of the Joint IDA Board of Directors and on behalf of the people of Wythe County, we appreciate your ongoing support of economic development activities in the region. Thanks also for your consideration of the above matters. We look forward to continuing our partnership to maximize the vitality of Virginia's tobacco region.

Sincerely yours,



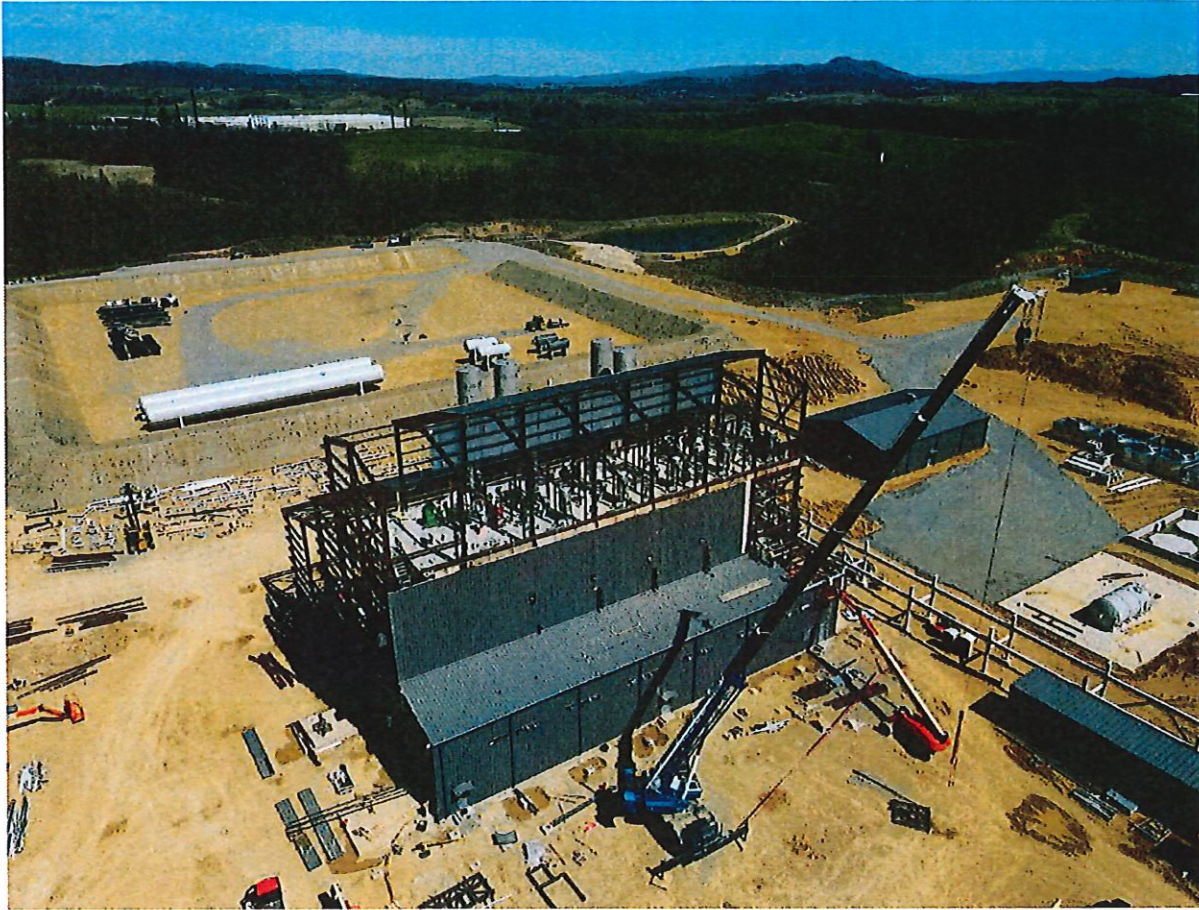
David Manley,  
Executive Director

david.manley@wytheida.org / 276-223-3370

cc: Stephen Bear, Wythe County Administrator  
Attachments: Photos of Blue Star site in Wythe County

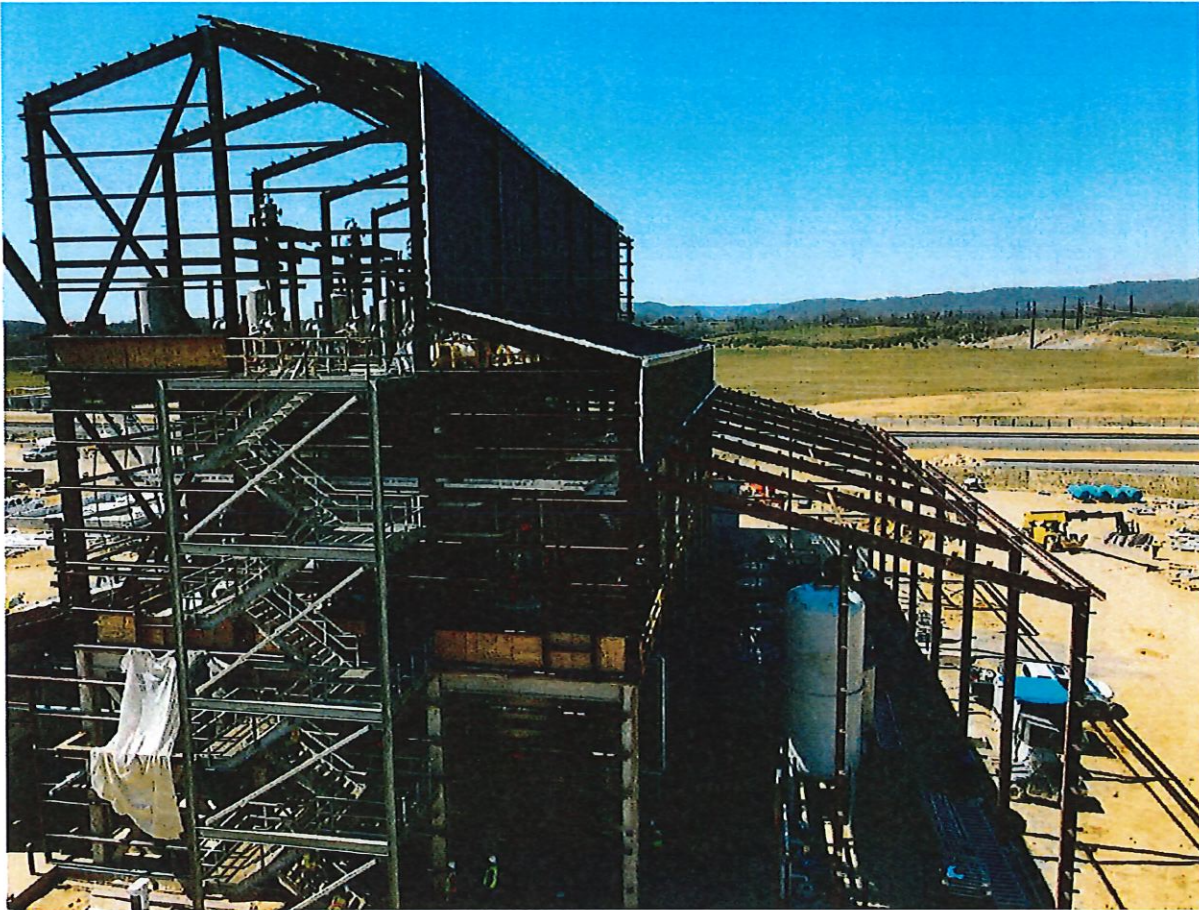


Photo 1: Three story NBR building under construction in Progress Park, Wythe County



Virginia Tobacco Region Revitalization Commission

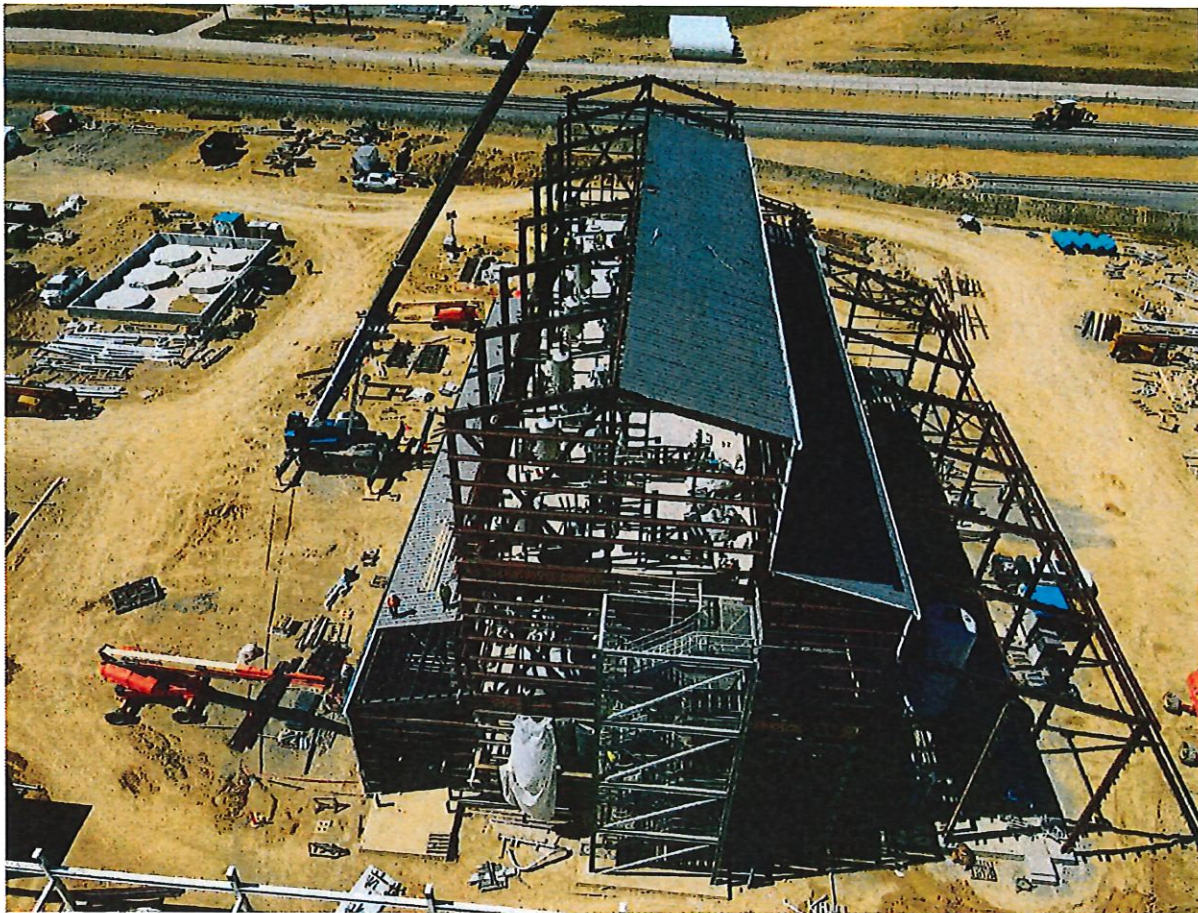
Photo 2: Process building view looking northwest





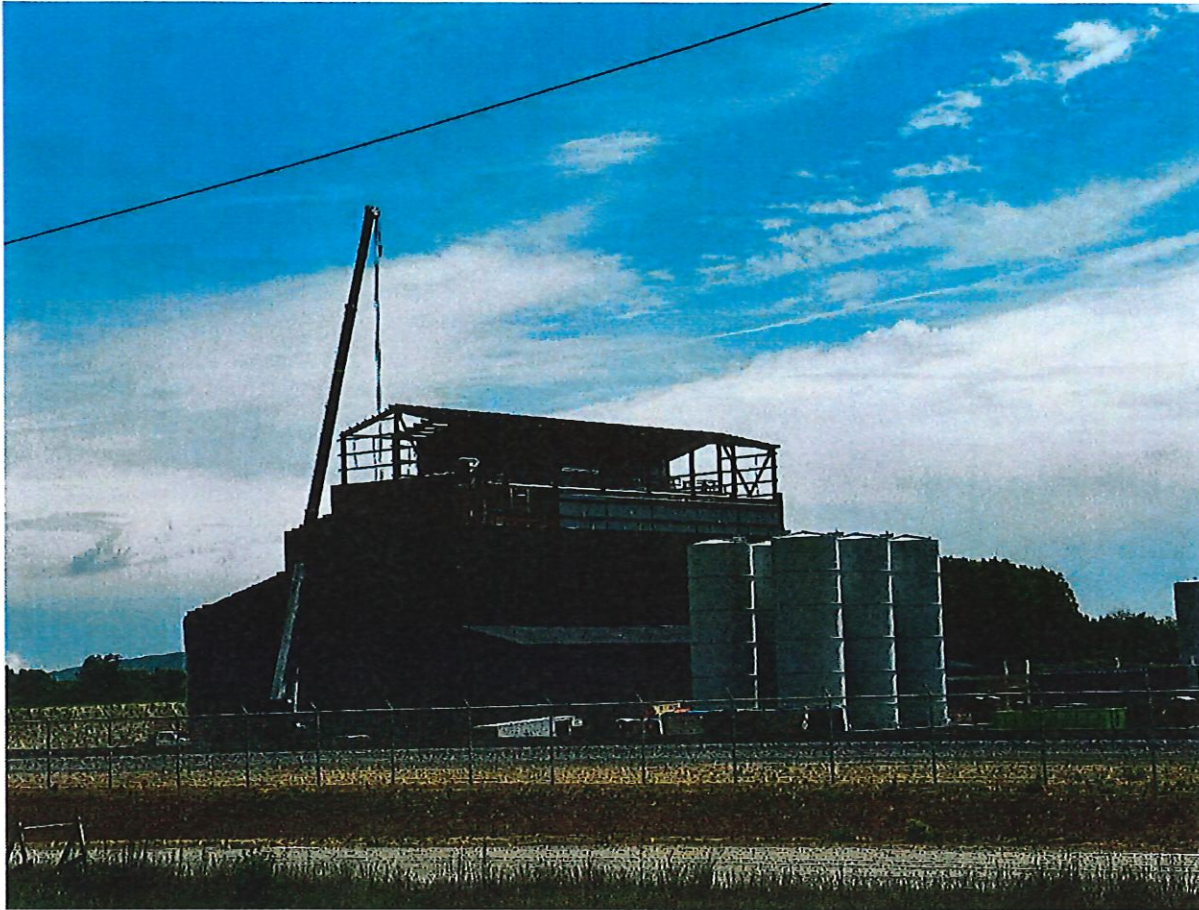
Virginia Tobacco Region Revitalization Commission

Photo 3: Overhead view of NBR facility



Virginia Tobacco Region Revitalization Commission

Photo 4: View of NBR plant looking southeast





## Virginia Tobacco Region Revitalization Commission

### Tobacco Region Opportunity Fund (TROF)

#### POLICIES & PROCEDURES

Effective November 4, 2020  
Last Revised November 4, 2020

##### Overview

The purpose of the TROF program is to help make localities in the Tobacco Region more attractive to potential business expansion or attraction projects. It accomplishes this goal by providing performance-based monetary grants and loans to localities for the purposes of supporting specific projects.

Projects are evaluated based on job creation, workforce participation rate, community affluence, prevailing community wage, and newly-created taxable assets.

In all circumstances, the Commission favors businesses that are in traded sectors and bring new capital into the Tobacco Region rather than contribute to the velocity of money within the Tobacco Region. In general, this precludes retail and food-service projects, as well as local provision of services and non-competitive projects.

##### Operational Framework

1. Eligibility – Unless otherwise approved by the Commission, TROF projects must meet the following minimum eligibility requirements:
  - Applicants - The Commission accepts TROF applications from localities and other local or regional political subdivisions within the Tobacco Region (“Applicants”). TROF performance agreements are three-party agreements typically among the eligible applicant, its industrial or economic development authority (IDA/EDA), the Company and the Commission.
  - Salary Threshold – Projects must provide an average weighted annual salary above the locality’s prevailing average wage (not including benefits).
  - Industry Sector – Projects must be in a traded economic sector (i.e., projects bringing in outside capital and jobs).
  - Minimum Award Amount – Utilizing the project parameters, the TROF incentive estimator shall provide for an award of at least \$10,000 (for a grant or a loan).

- Competitive – New projects must be competitive. Expansion projects must demonstrate verifiable competition.
  - Matching funds from non-Commission sources - are committed to the project and evidence thereof is satisfactory to the Executive Director.
2. Application Evaluation – TROF applications are evaluated and amounts are awarded commensurate with the project’s impact on the community and/or region in which the project is locating. Calculation of award amount is based on the following criteria:
- project competitiveness;
  - industry type;
  - provision of a weighted annual average salary above the locality’s prevailing wage;
  - number of new or saved jobs; and
  - the amount of private taxable capital investment.
3. Award Amounts – The award amount varies based upon the parameters of a project and the availability of Commission funds. Staff uses a TROF incentive estimator that takes into account application variables including location, employment, wages and private taxable investment. Larger incentives are typically available for projects that will provide high numbers of jobs above the prevailing average wage with large amount of private taxable capital investment.
4. Award Amount Authorizations - The Commission’s Incentives and Loans Committee (“the Committee”) reviews all eligible submitted TROF applications regardless of award amounts. Unless the Committee has issues or concerns with an application, the following award authorizations are permitted:
- TROF grants and loans up to the lesser of either the amount requested by the applicant or the amount calculated by the incentive estimator (or 150% of that amount if a TROF loan), can be approved by the Executive Director for awards up to \$1 million.
  - The Committee must approve all TROF grant or loan awards greater than \$1 million and up to \$3 million.
  - The Full Commission must approve all TROF grant or loan awards over \$3 million.
  - The aggregate amount of TROF grant and loan awards made during any fiscal year shall not exceed the sum of:
    - i. The amount set forth in the Commission’s approved budget for such fiscal year, and
    - ii. refunds of prior TROF awards credited to the TROF account without prior approval of the Commission.
5. Prospect Incentive Funds - Some very large regionally transformative projects do not fit well within the existing TROF incentive estimator framework. The few projects with

thousands of jobs and hundreds of millions of capital investment simply command greater attention and competition among states than do smaller projects, which is why the Commission created the additional Prospect Incentive Fund (the "Fund"). The threshold to access the Fund be competitive projects that:

- Provide at least 400 full-time new jobs; **OR**
- Provide a taxable capital investment of at least \$250 million dollars.

6. Type of Awards - TROF awards are typically composed of a grant and a loan portion. The Commission's incentive formula provides a total possible award amount based on the project variables and half of the total award is offered as a grant and half as a zero-interest loan.
7. Award Disbursement – TROF grants may be paid in advance before the company has performed, or paid in arrears after the company has performed at the election of the local applicant. Because the purpose of TROF loans is to provide affordable financing to assist with initial development of the project, loans are only offered prior to performance.

All TROF awards paid in advance require the local applicant to obtain adequate security to fully cover the amount of award funds if full or partial repayment is necessary.

8. Performance Periods – The typical performance period is 36-months from the award date of the project. Performance period extension may be requested prior to the end of the period. The first extension may be approved administratively and subsequent extensions require Commission approval.
9. Expansions of Existing Facilities - Expansions of existing facilities may not always be the most competitive projects because the facility already exists and it often makes sense to expand an existing facility than to build a new one. TROF awards shall be reserved for truly competitive projects that are seriously considering other sites outside of Virginia for an expansion.

Therefore, for facility expansions that otherwise meet TROF parameters, the Commission directs staff to only accept TROF applications for expansion projects that demonstrate a true and verified (from the Company in writing) competition for the project.

10. Performance Agreements Required - Unless otherwise approved by the Commission, all TROF grant and loan awards are to be disbursed pursuant to a Performance Agreement among the Applicant, the Commission, and a private entity beneficiary, which the Executive Director is authorized to negotiate and enter into in substantially the same form as *Exhibit A1, for the Grant Agreement – Arrears, Exhibit A2, for the Grant Agreement – Advance, and Exhibit B, for the Loan Agreement*, each attached hereto, provided that such

Performance Agreements shall contain the appropriate grant/loan and performance information for the TROF Grant or Loan as provided in the Commission's incentive formula guidance. The terms of all Performance Agreements are subject to audit and verification by the Commission.

11. Acknowledgements -- An acknowledgement of the Commission must appear in any publication, announcement, or significant event related to any project.
12. Minimum Project Targets – Both TROF grant and loan awards require a minimum target be met before a company earns any of the awarded amount.

For TROF grants, the Minimum Investment Target is what is required to be invested by the company before any of the grant is earned. The minimum investment target for TROF grants shall be:

- \$1 million for projects generating \$2 million or more in private taxable capital investment, and
- Half of the private taxable capital investment for projects generating less than \$2 million in private taxable capital investment.

TROF loans are disbursed in advance and repaid, so a slightly different minimum target is used. For TROF loans, the Minimum Project Targets are:

- Half of the promised capital investment **AND**
- Half of the promised jobs.

13. Performance Evaluation - The Commission utilizes confidential data from the Virginia Employment Commission and local Commissioners of Revenue to verify employment and capital investment. As performance-based grants and loans, the Commission monitors performance and requires repayment if performance targets are not met for projects that receive awards in advance. Projects that choose to receive funds in arrears may receive full or prorated payment at the conclusion of the performance period once the company's actual performance is determined.
14. Repayment (i.e. "Clawbacks") - In instances when funds are disbursed in advance and the company does not fully attain its performance obligations, the Commission expects to receive repayment of some or all of the disbursed funds. If the company does not make the Minimum Investment Target of at least \$1 million (or half when capital investment is less than \$2 million), it must repay the entire grant. If a project meets the minimum investment target, but does not meet its full capital investment and/or job creation targets, it must repay a prorated amount.

For TROF loans, if the Minimum Project Targets are not met, 5% is added to the remaining loan balance due. If the company refuses or is unable to repay then the local applicant is



obligated to make the Commission whole. It is routine to negotiate repayment agreements with localities to avoid negative budget impacts, particularly with smaller or less-affluent localities.

In repayment situations, the Executive Director is authorized to negotiate and enter into repayment agreements with entities seeking to make such repayments in installments over a mutually agreed upon period.

The following remedies shall be employed as deemed appropriate by the Executive Director for all grants or loans under which contractual obligations are owed to the Commission and have not been fulfilled within 60 days after delivery of a written demand notice to all parties to the Performance Agreement and its control affiliates:

- Freeze all disbursements to the grantee and its control affiliates.
- Decline to accept any application for new grants from the grantee or its control affiliates.
- Enter the name of the grantee and its control affiliates into the State debt set-off system.
- Refer the file to counsel for appropriate steps up to and including collection proceedings.

# Tobacco Region Revitalization Commission Revenue Sharing

## *Frequently Asked Questions*

*Created and last revised: November 1, 2018*

### **1. Do all Commission grants require a revenue sharing agreement?**

No. Only projects that earn new local tax revenue are required to share in revenue generated by the project. Commission grant programs that will have revenue sharing agreements include all Tobacco Region Opportunity Fund (TROF) grants, and certain Southside Economic Development, Southwest Economic Development and Special Projects Grants.

### **2. Is revenue sharing required on loans?**

No, revenue sharing is not required on loans.

### **3. How much revenue is required to be shared? Is there a cap on the total amount to be shared?**

Localities are required to share 5% of all local tax revenue collected that is generated by the grant. This just means that whatever a locality collects from a grant-supported project, you send 5% of it to the Commission. ***No locality can ever lose money as a result of a revenue sharing agreement.***

The total amount (i.e. cap) of local tax revenue provided to the Commission is limited to no more than 105% of the total grant amount. This is not a requirement that a locality must pay 105% - it only is the upper limit on what the Commission could collect.

### **4. What if the amount of revenue return is so small it will take over 20 years to reach 105% of the grant amount?**

After five (5) years, if and when the amount of revenue return is an amount of \$50 or less per year after a period of no fewer than three consecutive years (total of eight (8) years from the beginning of the grant), then the locality may request in writing the revenue sharing agreement be terminated at the sole discretion of the Commission.

### **5. Is the amount of repayment based upon the original or annual assessment of taxable property generated by the grant?**

The amount of repayment shall be based on the annual assessment ("the Assessment") – which includes all depreciation, assessment factors, and associated local incentive programs tied to taxable assets. The Assessment is as issued to the Company by the local Commissioner of Revenue.

**6. What if the Company appeals their assessment and the assessment is revised?**

At the discretion of the Commission, appeals and subsequent revisions to the assessment by the local Commissioner of Revenue may be taken into consideration.

**7. If the company that benefited from a grant is late on paying their taxes or otherwise fails to make their tax payment, is the locality penalized or otherwise have to share in tax revenue that has not (or will not) be received?**

No. The payment obligation of a locality is contingent upon receipt of tax payments from the Company. If the locality does not (or has not) received revenue, then neither does the Commission since no new tax revenue is being provided to the locality.

**8. When are revenue sharing payments due to the Commission?**

Payments shall be made to the Commission within thirty (30) days of the due date found on the Company's tax assessment. Extensions to this date may be made at the sole discretion of the Commission.

**9. For grants that go towards business expansions, does revenue sharing apply to only the taxes generated by the expansion or to all the taxes generated by the business thereafter?**

Revenue return will apply to all local tax revenue generated by the business after receiving the grant. For business expansions, new revenue is all additional taxes above the tax year prior to the base year of the grant. We believe that local commissioners of the revenue can estimate this amount in good faith and we will accept their estimates so long as they're credible.

**10. What if the grantee is a local Economic Development Authority (EDA) or Industrial Development Authority (IDA)? Since these groups do not collect taxes, how can they share revenue with the Commission?**

EDAs and IDAs do not collect taxes. However localities do and the easiest way meet the revenue sharing requirement is to add the locality to the performance agreement.

**11. How is revenue sharing handled when a project takes place in a regional industrial/ business park?**

Often in regional industrial/ business parks localities have an agreement where one locality will collect tax revenue and then remit an agreed upon portion to the other locality. As long as the Commission receives what equals 5% from each of the localities in which tax revenue is generated, the Commission is flexible on how it is received.

# **SOUTHERN VIRGINIA COMMITTEE**



▪ *In-Person Meeting* ▪

**AGENDA**  
**SOUTHERN VIRGINIA COMMITTEE**  
**Southwest Virginia Higher Education Center, Grand Hall**  
**1 Partnership Circle, Abingdon, Virginia 24212**  
**Thursday, May 18, 2023**  
**10:00 A.M.**

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In accordance with §2.2-3708.3 of the Code of Virginia, public access for this meeting is being provided both in person and through electronic communications means. The public may remotely participate in this meeting by utilizing the following meeting link:

<https://virginiatobaccocommission.my.webex.com/virginiatobaccocommission.my/j.php?MTID=m3a2aa37e12f81f1e416e45820a6b6fcc>

If participating by phone, please dial:  
1-408-418-9388 (toll) and enter meeting number: **2634 101 1310** and password: **78883269**

If during the meeting electronic transmission fails, the public may alert the Commission by calling 804-894-9652 or emailing [jbutler@revitalizeva.org](mailto:jbutler@revitalizeva.org). If alerted to a transmission failure, the Committee shall recess until public access is restored.

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|--|--|
| <b>Welcome and Call to Order</b>             | <i>Mr. Buddy Shelton, Chair</i>                        |
| <b>Call of the Roll</b>                      | <i>Hon. James E. Campos, Acting Executive Director</i> |
| <b>Approval of the <u>1/4/23</u> Minutes</b> | <i>(published on website)</i>                          |
| <b>Public Comment</b>                        |  |
| <b>Extensions &amp; Modifications</b>        | <i>Ms. Sarah Capps, Southern Regional Director</i>     |
| <b>Other Business</b>                        | <i>Mr. Andy Sorrell, Deputy Director</i>               |
| <b>Public Comment</b>                        |  |
| <b>Adjournment</b>                           |  |

Southern Virginia Committee  
May 18, 2023

**OTHER BUSINESS:**

**Pittsylvania County, *Pittsylvania County - Mecklenburg Electric Cooperative Backbone Fiber Extension (#3533)* – Current End Date June 30, 2023  
5<sup>th</sup> Year Extension Requested**

*Staff Comments:* The Commission approved a \$375,549 broadband grant in June 2019, to provide broadband fiber-to-the-home along the route of Mecklenburg Electric Cooperatives fiber connections between its Mt. Airy and Grit substations in northeastern Pittsylvania County. The approved project was targeted to serve 174 premises within 1,000 feet of a roadway along the connecting substation fiber route. A fourth-year extension was approved by the Commission's executive director in June 2022. At that time MEC and their subsidiary EMPOWER Broadband indicated that the original project schedule was delayed due to the mainline fiber construction not being completed until 2021, which provided insufficient time to promote the fiber availability to area residents, as well as a slower than expected adoption rate.

EMPOWER is reporting 17 active accounts, three additional addresses in construction and two other applications starting the process representing a growth in drops and in home installations. Neighbor to neighbor referrals are proving to be the most impactful marketing tool. The additional fifth year is requested to allow additional time for Pittsylvania County residents to subscribe to EMPOWER's fiber to the home internet service. While the full \$375,549 balance remains on the TRRC project account, the County is working with MEC on submission of a payment request for \$351,229 of reported expenditures to date. The remaining balance of grant funds will be used towards additional fiber drops to the home and for the home installations.

*Staff Recommendation:* Staff recommends approval of an extension to June 30, 2024.



April 30, 2023

Sarah King Capps  
Southern Regional Director  
Tobacco Region Revitalization Commission  
50 Claiborne Avenue, Rocky Mount, VA 24151  
Office: (540) 483-0179 ext. 2168

Dear Ms. Capps,

As a follow-up to our previous email correspondence, we would like to formally request a final extension for the Pittsylvania County - Mecklenburg Electric Cooperative Backbone Fiber Extension Project (#3533) for a period of 12 months to allow more time for Pittsylvania County residents to subscribe to EMPOWER's fiber to the home internet service. The following is a project summary from Mecklenburg Electric Cooperative's Vice President of Member and Energy Services, David Lipscomb, to illustrate the project's progress to date and EMPOWER's commitment to provide reliable internet service to our County's rural areas.

In 2019, Pittsylvania County was awarded Last Mile Broadband funding in conjunction with EMPOWER Broadband to deliver FTTP (fiber-to-the-premise) service passing 174 premises along Renan and Wards Road in the northeast portion of the County. EMPOWER commenced and completed 9.2 miles of mainline construction, deployed the required service drops, and made its first in-home connections in October of 2021. During our last review, in 2022, connections had risen to 10 accounts. One year later, there are a total of 17 active accounts, three additional addresses in construction, and two other applications just entering the process. As evidenced during last year's extension, a growth in drops and in home installations has continued ... marking this a successful project. However, as in other rural areas of the Commonwealth, the demographics of this area are such that adoption rates for high-speed broadband are lower and linked to increasing the comfortability of residents with the available tools in today's digital world. Accordingly, efforts to reach the desired take rate of 45%, and 78 connected accounts, remains an ongoing effort. EMPOWER has noted similar paced adoption rates in other areas of its system, with similar rural demographics. These areas demonstrated an overall period of three years to attain a take rate of 45%.

The most impactful marketing tool for such areas has been neighbor to neighbor referrals, which inherently takes somewhat longer. We would be remiss if we did not mention that EMPOWER's teams have conducted door-to-door visits and placed sign-up signs along these roadways, on multiple occasions, in a continuing effort to increase take rates. With the exhibited slower adoption rate, EMPOWER and Pittsylvania County request a final 12-month extension to fully utilize the funding allocated for broadband in this rural area.

To date, EMPOWER has expenditures totaling \$351,229 for this Mount Airy to Grit project but has not remitted a reimbursement request. Such requests have been delayed as EMPOWER anticipated the

**BUSINESS SAVVY. PEOPLE FRIENDLY.**

Dave Arnold, Assistant County Administrator  
dave.arnold@pittgov.org

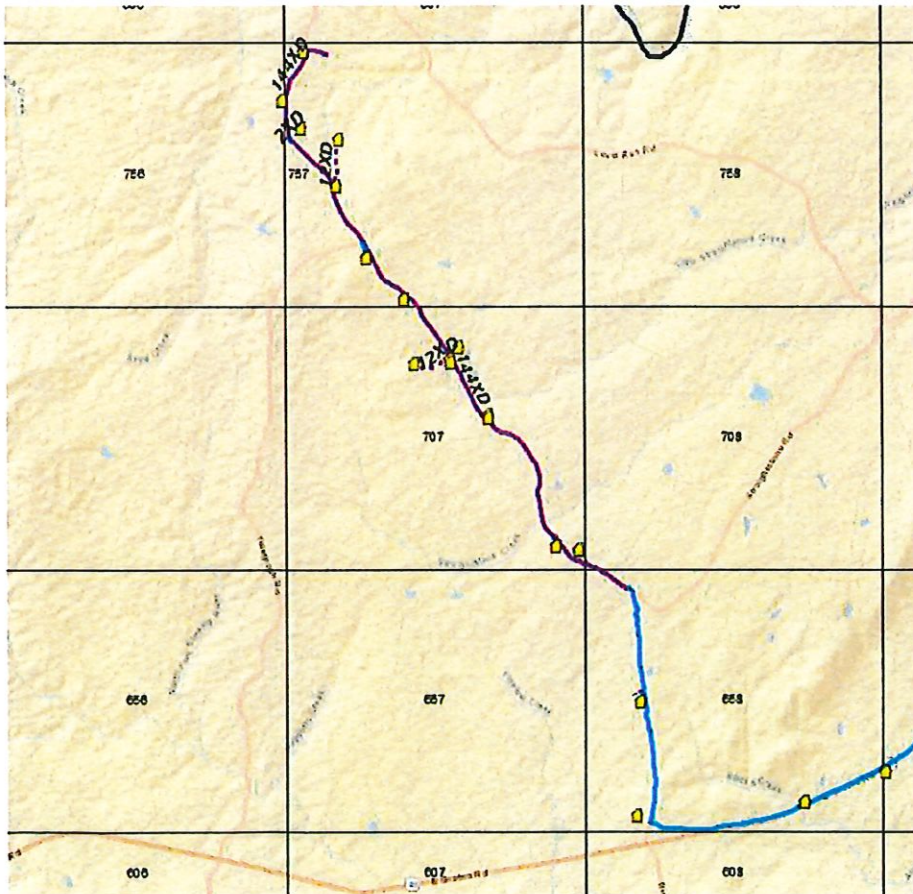
submission of all costs during a single final closeout. However, moving forward, EMPOWER will work with County and TRRC staff to submit its first remittance during May.

Regarding the success of Mecklenburg Electric Cooperative’s affiliate, EMPOWER, it now delivers high-speed fiber fed service to 3,878 accounts within Virginia’s Tobacco Region. These last mile services were all fostered by the support of an initial TRRC grant aiding the construction of a 135-mile fiber backbone across Southside Virginia.

**By the Numbers:**

- Application Project Cost \$758,061
- TRRC Grant \$375,549
- MEC/EMPOWER Match \$382,512
- 9.2 Miles Completed Fiber
- 174 Passings
- 17 Connected Accounts
- 5 Applications in the Queue for Construction
- Funds spent to date \$351,229
- First Connection October 2021

Figure 1. Mainline Fiber along Renan and Wards Road from Mount Airy to Grit.



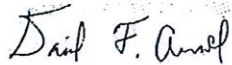
**BUSINESS SAVVY. PEOPLE FRIENDLY.**

Dave Arnold, Assistant County Administrator  
dave.arnold@pittgov.org



Thank you very much for your time and consideration regarding this request to extend project #3533 for a period of 12 months, and please let me know if you have any questions or need further information related to this request.

Regards,



Dave Arnold  
Assistant County Administrator

CC: David Lipscomb, Mecklenburg Electric Cooperative

# **SOUTHWEST VIRGINIA COMMITTEE**



▪ *In-Person Meeting* ▪

**AGENDA**  
**SOUTHWEST VIRGINIA COMMITTEE**  
**Southwest Virginia Higher Education Center, Grand Hall**  
**1 Partnership Circle, Abingdon, Virginia 24212**  
**Thursday, May 18, 2023**  
**10:45 A.M.**

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In accordance with §2.2-3708.3 of the Code of Virginia, public access for this meeting is being provided both in person and through electronic communications means. The public may remotely participate in this meeting by utilizing the following meeting link:

<https://virginiatobaccocommission.my.webex.com/virginiatobaccocommission.my/j.php?MTID=m3a2aa37e12f81fe416e45820a6b6fcc>

If participating by phone, please dial:  
1-408-418-9388 (toll) and enter meeting number: **2634 101 1310** and password: **78883269**

If during the meeting electronic transmission fails, the public may alert the Commission by calling 804-894-9652 or emailing [jbutler@revitalizeva.org](mailto:jbutler@revitalizeva.org). If alerted to a transmission failure, the Committee shall recess until public access is restored.

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|  |  |
|--|--|
| <b>Welcome and Call to Order</b>             | <i>Hon. Will Morefield, Chair</i>                      |
| <b>Call of the Roll</b>                      | <i>Hon. James E. Campos, Acting Executive Director</i> |
| <b>Approval of the <u>1/4/23</u> Minutes</b> | <i>(published on website)</i>                          |
| <b>Public Comment</b>                        |  |
| <b>Tabled Projects</b>                       | <i>Ms. Sara Williams, Southwest Regional Director</i>  |
| <b>Extensions &amp; Modifications</b>        | <i>Ms. Sara Williams, Southwest Regional Director</i>  |
| <b>Other Business</b>                        | <i>Mr. Andy Sorrell, Deputy Director</i>               |
| <b>Public Comment</b>                        |  |
| <b>Adjournment</b>                           |  |

**FY23 Southwest Virginia Program  
Staff Summaries and Recommendations  
May 2023**

Two projects were tabled at the January 2023 meeting. Project updates and revised funding recommendations have been provided for both. The Southwest Virginia Committee will act on these applications at its meeting scheduled for May 18, 2023 at 10:15 A.M.

**Tabled projects**

**Blue Ridge Public Television, Inc.  
*PBS Appalachia Virginia (#4110)*  
\$130,000.00 Requested (additional)**

***Project Summary:*** In January 2023, the Commission approved a \$400,000 award to support the establishment of PBS Appalachia Virginia, a fully digital station serving the 14 counties and three cities of the SWVA TRRC service area. The station, announced in July, 2022 will be fully region based and will highlight positive stories from the footprint. This content will support other regional branding initiatives to market tourism and business development efforts. Commission funds will be used for a variety of operating expenses over a two year start up period. All approved expenses will be reimbursed at a 50% rate. The January approval included support for two staff positions, Producer/ Videographer and Corporate Support Territory Manager. Both positions have already been filled. The station plans to launch next month (June 10, 2023).

***Matching Funds:*** Matching funds will be provided primarily from current and future state appropriation funding. The project was allocated \$500,000 in FY2022/23 through VA DOE appropriation. These funds have assisted with initial staffing needs and other expenses. The applicant anticipated additional appropriations in the future (\$1.25M). The applicant will also seek support from the Appalachian Regional Commission during that program's next round.

***Project Outputs:*** The project will result in the establishment of PBS Appalachia Virginia and the creation of 5 new jobs.

***Staff Comments:*** The application submitted in October 2022 requested \$530,000 to support start up operating expenses for the newly established PBS Appalachia station. After careful review of the application and budget, Staff determined that only \$400,000 of the request was suitable for Commission support and could be recommended for funding. The General Manager salary (\$130,000) was determined to be unsuitable for TRRC support because the position had already been filled for several months using funding provided from a Virginia DOE state appropriation. The Commission's General Non-Eligible Uses of Funds state that Commission funds should not be used to supplant other state or federal funds for which an applicant is eligible. For this reason Staff could not recommend that TRRC assume responsibility for the General Manager salary.



Moments prior to the January 2023 SWVA Program Committee meeting the applicant sent an email which attempted to reallocate the portion of the budget not recommended for funding to two new staff positions (Senior Producer and Digital Marketing). Staff was not provided a sufficient opportunity to review and consider the new use of funds and the \$130,000 in question was tabled by the Commission.

In a recent update from the applicant the use of the funds has changed again. The update proposes to use the additional \$130,000 to fund three positions (Senior Producer, Corporate Support, and Social Media/ Digital Marketing Input). Given the evolving staffing needs of this project it is difficult to understand how these positions fit within a broader plan to establish and staff the station during the startup period although two of the three (Corporate Support and Social Media/ Digital Marketing Input) are stated to be focused on achieving sufficient revenues to sustain the project.

If funded, these positions should be reimbursed using the same method required of the original \$400,000 award. Reimbursing all expenses at a 50% rate ensures that the grantee must immediately be responsible for half of the cost of each position. This appears to be an achievable goal for the organization through the utilization of the DOE appropriation and through the fundraising activities of the Corporate Support team.

***Financial Viability Assessment:*** To be updated. Awaiting information from applicant.

***Staff Recommendation:*** To be updated. Awaiting information from applicant.

## **Mendota Community Association** ***Revitalization of Former Mendota (#4117)*** **\$38,485.00 Requested**

***Project Summary:*** This application was tabled in January 2023. Commission support is requested to assist with planning needs focused on the redevelopment of the former Mendota School Building and Grounds. The county owned building currently serves a variety of purposes in the community of Mendota including housing a local branch of the Washington County Public Library. The facility also contains a cafeteria, theater room and other spaces that could be used for a variety of purposes. Commission support has been requested for additional planning work to determine the best future uses for the building and to develop a prioritized strategy to addressing the structural and aesthetic improvements that will be required for the redevelopment.

***Matching Funds:*** The Washington County BOS recently committed \$38,450 for HVAC upgrades to the facility. No matching funds are presented to assist with the costs of the additional planning activities.

***Project Outputs:*** During review of this proposal, Staff struggled to identify the primary output of this project.

**Staff Comments:** The redevelopment of the former Mendota School Building and Grounds has been a priority for Mendota for several years. The community would like to capitalize on the facility's advantageous location along North Fork of the Holston River and the terminus of the Mendota Trail to serve the developing outdoor recreation opportunities in the area. A Preliminary Architectural Feasibility Report was completed in 2019 using funding provided by Virginia Department of Housing and Community Development (DHCD). This document outlined a number of potential uses for the building and provides general cost estimates for building upgrades. At that time, the estimated cost of renovation was nearly \$2.3M however the report notes that these improvements could be accomplished in phases.

During initial review of this application prior to the January 2023 meeting, Staff struggled to identify how the proposed activities differed from the scope of the 2019 report. The application did not provide a scope of work, or related cost estimate, from an engineering form to justify the \$38,485 request amount. An additional concern was that the matching funds presented in the application are unrelated to the planning efforts. This program limits support for such capacity building projects to up to 50% of third-party professional services. For this reason, the HVAC improvements are not an eligible match for the application.

This application was tabled to allow time for additional project development. Since January, Staff has reached out to Washington County and others to determine the best path forward for the project. At this time it appears that the project will qualify for Virginia DEQ planning assistance to complete an environmental study for the property. The DEQ application requires a 1:1 match which can be met using the funds allocated by the Washington County Board of Supervisors for HVAC upgrades. The PAR includes the need for asbestos, lead based paint and indoor air quality investigations which can be addressed through the environmental study. Given the age and known conditions of the building, the study is critical for determining how best to proceed with renovations.

If approved, the DEQ funding appears to be adequate to address a realistic planning need for the project. Commission funds are not required at this time but may be requested to address future phases of the rehabilitation process. TRRC Staff will continue to engage with the applicant as well as Washington County Staff to determine when a new application to this Program is appropriate.

**Financial Viability Assessment:** Project needs further refinement before a full viability assessment can be performed.

**Staff Recommendation:** Staff recommends no award.

## OTHER BUSINESS

**Carroll, Grayson, Galax Regional Industrial Facility  
*The Wired Road Connector Project (#3377)*  
Approved for \$300,000 in March 2018 (\$300,000 balance)  
Request for extension**

***Staff Overview & Comments:*** This grant was approved for the construction of a wireless internet System in Carroll and Grayson Counties. This system will connect to other projects underway in both counties. These projects have encountered multiple delays related to broadband industry material supply chain issues and labor shortages. The grantee has assured Staff that the project will be completed during the extension period.

Staff recommends a final extension until May 31, 2024.

**Grayson County  
*Connect Grayson (#3530)*  
Approved for \$325,000 in June 2019 (\$325,000 balance)  
Request for fifth year extension and change in scope**

***Staff Overview & Comments:*** This project was approved in 2019 with a goal to serve over 5,000 premises across Grayson County with wireless services provided through Gigabeam Networks. The project was developed in conjunction with Appalachian Power's plans to deploy 240 miles of "middle mile" fiber in Grayson. At time of approval the terms of the partnership with ApCo were still under development and the TRRC award was conditioned upon the Executive Director's approval of a revised budget and outcomes. These items do not appear to have been submitted.

A recent project update states that Appalachian Power has completed approximately 97% of the middle mile installation in the western end of the County. Gigabeam has completed approximately 30% of its work in other parts of Grayson, however the installation of hardware in western Grayson has not begun. The update notes several factors including terrain and weather which have prevented this work from occurring. To better address these challenges, the grantee has requested permission to add a second last mile vendor to deploy 5G wireless broadband services which appears to be more suitable to effectively serve this portion of the County. The updated budget provided with the request is based upon information provided by a national 5G Wireless vendor who has submitted an unsolicited proposal to the County. The PPEA procurement has been utilized to allow other interested vendors to submit a proposal.

Although Gigabeam was listed as a project vendor when the project was approved in 2019, the grant was issued a standard Letter of Agreement which only required execution by Grayson County and the Commission. Other broadband grants approved at the time with known private co-applicants were issued a three party agreement requiring execution by both the applicant and the vendor. For this

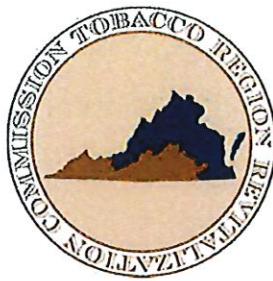
reason it appears that the County has flexibility to select a second vendor for implementation of the 5G wireless system. The program guidelines under which this grant was approved required minimum broadband capability of at least 10 Mbps download and 1 Mbps upload speeds. The project update states that the services will meet the FCC definition of broadband speeds (25 Mbps download and 3 Mbps upload).

The grantee has also requested permission to transfer any assets purchases with TRRC funds to the private vendor. Because this vendor, and the list of grant purchases assets, is unknown it would be premature for this permission to be given at this time. Commission policy allows for the transfer of assets with the Executive Director's approval. This approval should be requested at the end of the project once all project deliverables and outcomes have been achieved. It would not be in the Commission's best interest to deviate from its standard asset management policy. An 18 month extension was also requested however Commission policy allows for only 12 months. With this in mind, it is likely that an additional extension will be required next year to allow for completion of the project.

**Staff recommends the approval of the revised project scope to include the addition of a second last mile vendor. The grant's end date will be extended to May 31, 2024.**

# **STRATEGIC PLANNING COMMITTEE**





▪ *In-Person Meeting* ▪

**AGENDA**  
**STRATEGIC PLANNING COMMITTEE**  
**Southwest Virginia Higher Education Center, Grand Hall**  
**1 Partnership Circle, Abingdon, Virginia 24212**  
**Thursday, May 18, 2023**  
**11:30 A.M.**

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In accordance with §2.2-3708.3 of the Code of Virginia, public access for this meeting is being provided both in person and through electronic communications means. The public may remotely participate in this meeting by utilizing the following meeting link:

<https://virginiatobaccocommission.my.webex.com/virginiatobaccocommission.my/j.php?MTID=m3a2aa37e12f81f1e416e45820a6b6fcc>

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| <b>Welcome and Call to Order</b>             | <i>Mr. Ed Blevins, Chair</i>                           |
| <b>Call of the Roll</b>                      | <i>Hon. James E. Campos, Acting Executive Director</i> |
| <b>Approval of the <u>1/5/23</u> Minutes</b> | <i>(published on website)</i>                          |
| <b>Public Comment</b>                        |  |
| <b>2023-25 Strategic Plan Update</b>         | <i>Mr. Andy Sorrell, Deputy Director</i>               |
| <b>Other Business</b>                        | <i>Mr. Andy Sorrell, Deputy Director</i>               |
| <b>Public Comment</b>                        |  |
| <b>Adjournment</b>                           |  |

# **FULL COMMISSION**



▪ *In-Person Meeting* ▪

**AGENDA**  
**FULL COMMISSION**  
Southwest Virginia Higher Education Center, Grand Hall  
1 Partnership Circle, Abingdon, Virginia 24212  
Thursday, May 18, 2023  
12:15 P.M. – Regular Meeting

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In accordance with §2.2-3708.3 of the Code of Virginia, public access for this meeting is being provided both in person and through electronic communications means. The public may remotely participate in this meeting by utilizing the following meeting link:

<https://virginiatobaccocommission.my.webex.com/virginiatobaccocommission.my/j.php?MTID=m3a2aa37e12f81f1e416e45820a6b6fcc>

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|--|--|
| <b>Welcome and Call to Order</b>   | <i>Hon. Frank Ruff, Chair</i>                          |
| <b>Call of the Roll</b>  | <i>Hon. James E. Campos, Acting Executive Director</i> |
| <b>Approval of the <u>1/5/23 &amp; 3/21/23</u> Minutes</b>                             | <i>(published on website)</i>                          |
| <b>Public Comment</b>  |  |
| <b><i>Presentation: Economic Development in Southwest &amp; Southside Virginia</i></b> | <i>Adam Watkins, VEDP</i>                              |
| <b>Executive Committee</b>   | <i>Hon. Frank Ruff, Chair</i>                          |
| <b>Education Committee</b>   | <i>Hon. Kathy Byron, Chair</i>                         |
| <b>Incentives &amp; Loans Committee</b>  | <i>Hon. Danny Marshall, Chair</i>                      |
| <b>Strategic Planning Committee</b>  | <i>Mr. Ed Blevins, Chair</i>                           |
| <b>Southern Virginia Committee</b>   | <i>Mr. Buddy Shelton, Chair</i>                        |
| <b>Southwest Virginia Committee</b>  | <i>Hon. Will Morefield, Chair</i>                      |
| <b>TROF &amp; CBL Loan Updates</b>   | <i>Mr. Andy Sorrell, Deputy Director</i>               |
| <b>Other Business</b>  | <i>Mr. Andy Sorrell, Deputy Director</i>               |
| <b>Public Comment</b>  |  |
| <b>Adjournment</b>   |  |

**Tobacco Region Revitalization Commission**  
**Proposed FY2024 Budget**  
Executive Committee Recommendation 4/11/2023

|  |                       |
|--|-----------------------|
| Endowment Balance July 1, 2022         | \$ 122,085,751        |
| Minus June corpus invasion             | -                     |
| Ending Endowment Balance June 30, 2023 | <u>\$ 122,085,751</u> |
| Corpus Invasion-->                     | <b>0.0%</b>           |

| <u>SOURCES of Funds</u>             | <u>Proposed<br/>FY2024 Budget</u> |
|-------------------------------------|-----------------------------------|
| Interest Earnings                   | \$ 3,762,348                      |
| TICR Endowment                      | -                                 |
| Lending Program Unobligated Balance | 18,208,351                        |
| Carryforward                        | <u>5,965,701</u>                  |
| <b>Total Sources</b>                | <b>\$ 27,936,400</b>              |

**USES of Funds**

**Administration**

|                                     |                     |
|-------------------------------------|---------------------|
| Salaries, Benefits, Per Diems       | \$ 1,432,900        |
| Contractual Services, Travel        | 237,800             |
| Supplies and Materials              | 11,000              |
| Transfer Payments                   | 334,300             |
| Rent, Insurance, Agency Svc Charges | 213,400             |
| Furniture and Equipment             | <u>7,000</u>        |
| <b>Total Administration</b>         | <b>\$ 2,236,400</b> |

**Education**

|                         |                     |
|-------------------------|---------------------|
| Competitive             | \$ 2,000,000        |
| Workforce Financial Aid | <u>2,200,000</u>    |
| <b>Total Education</b>  | <b>\$ 4,200,000</b> |

**Economic Development**

|                                   |                     |
|-----------------------------------|---------------------|
| Southern Va Committee             | \$ 6,000,000        |
| Southwest Va Committee            | <u>3,500,000</u>    |
| <b>Total Economic Development</b> | <b>\$ 9,500,000</b> |

|                                     |                      |
|-------------------------------------|----------------------|
| <b>Rural Energy Innovation Fund</b> | <b>\$ 12,000,000</b> |
| <b>Total Uses</b>                   | <b>\$ 27,936,400</b> |



## Tobacco Region Revitalization Commission

Financial Summary  
As of March 31, 2023

|                                       |                       |
|---------------------------------------|-----------------------|
| TICR Fund Balance                     | \$ 231,011,270        |
| Restricted Endowment Balance          | \$ 75,976,441         |
| Unrestricted Endowment Balance        | \$ 46,109,311         |
| Restricted Endowment Accum Interest   | \$ 4,394,646          |
| Unrestricted Endowment Accum Interest | \$ (95,798)           |
| <b>Total Cash &amp; Investments</b>   | <b>\$ 357,395,869</b> |

|                                 |               |
|---------------------------------|---------------|
| Cash Disbursements - this month | \$ 1,020,449  |
| Cash Disbursements - FYTD       | \$ 12,991,942 |

| Fund                           | Unobligated<br>Balances |
|--------------------------------|-------------------------|
| Special Projects               | \$ 293,632              |
| Education                      | \$ 2,021,984            |
| Education-Workforce Training   | \$ 3,318,509            |
| Education-TAP                  | \$ 3,065,000            |
| TROF (Deal Closing)            | \$ 20,365,194           |
| Southside Economic Development | \$ 16,167,225           |
| Southern Va Committee          | \$ 11,947,824           |
| Southwest Va Committee         | \$ 3,391,026            |
| Agribusiness                   | \$ 949,579              |
| R&D/Broadband                  | \$ 1,737,885            |
| Megasite                       | \$ 89,393               |
| Megasite Development           | \$ 17,375,889           |
| Lending Program                | \$ 74,905,952           |
| Administration                 | \$ 1,284,326            |
| TICRC General Account          | \$ 2,994,689            |
| FY2023 Budget Balance          | \$ 159,908,107          |



**Tobacco Region Revitalization Commission**  
Statement of Revenues, Expenditures, and Changes in Fund Balance (Cash Basis)  
As of March 31, 2023

|  | FY23 Budget            | YTD Actual                | YTD Actual<br>as % of<br>Budget | Variance Favorable<br>(Unfavorable) |
|--|------------------------|---------------------------|---------------------------------|-------------------------------------|
| <b><u>REVENUES</u></b>                       |                        |                           |                                 |                                     |
| Other Revenue (all cost codes)               | \$ -                   | \$ 1,020,883.34           |                                 | 1,020,883.34                        |
| <b>Total Revenues</b>                        | <b>\$ -</b>            | <b>\$ 1,020,883.34</b>    |                                 | <b>\$ 1,020,883.34</b>              |
| <b><u>EXPENDITURES</u></b>                   |                        |                           |                                 |                                     |
| <b>Administration</b>                        |                        |                           |                                 |                                     |
| Salaries, Fringe Benefits, Per Diems         | \$ 1,523,050           | \$ 975,861.30             | 64.1%                           | \$ 547,188.70                       |
| Contractual Services                         | 514,900                | 315,027.97                | 61.2%                           | 199,872.03                          |
| Supplies and Materials                       | 4,500                  | 4,753.01                  | 105.6%                          | (253.01)                            |
| Transfer Payments                            | 416,680                | 14,500.00                 | 3.5%                            | 402,180.00                          |
| Rent, Insurance, Agency Svc Charges          | 208,300                | 145,820.23                | 70.0%                           | 62,479.77                           |
| Furniture and Equipment                      | 10,500                 | 9,778.12                  | 93.1%                           | 721.88                              |
| Subtotal - Administration                    | \$ 2,677,930           | \$ 1,465,740.63           | 54.7%                           | \$ 1,212,189.37                     |
| <b>Community Revitalization</b>              | 33,075,889             | 11,526,201.25             |                                 |                                     |
| <b>Total Expenditures</b>                    | <b>\$ 35,753,819</b>   | <b>\$ 12,991,941.88</b>   |                                 |                                     |
| <b>Revenues Over (Under) Expenditures</b>    | <b>\$ (35,753,819)</b> | <b>\$ (11,971,058.54)</b> |                                 |                                     |
| <b><u>OTHER FINANCING SOURCES (USES)</u></b> |                        |                           |                                 |                                     |
| Transfers In (endowment and earnings)        | \$ 37,699,350          | \$ -                      |                                 |                                     |
| CASH BALANCE, June 30, 2022                  | \$ 242,982,328         | \$ 242,982,328.28         |                                 |                                     |
| CASH BALANCE, March 31, 2023                 | \$ 244,927,859         | \$ 231,011,269.74         |                                 |                                     |

Community Business Lending Program Loans  
May 2023

| Project # | Approved On | Primary Applicant/Beneficiary     | Project Sector     | Requested Loan Amount | Project Term / Interest Rate | Status                             | Approved Loan Award | Available Balance  | Notes (as of 5/5/23)   |
|-----------|-------------|-----------------------------------|--------------------|-----------------------|------------------------------|------------------------------------|---------------------|--------------------|--|
| 4093      | 8/23/2022   | Local gov't/ private company      | Infrastructure     | \$280,000             | TBD                          | Approved - Pending Award Documents | \$280,000           | \$280,000          | In process   |
| 4079      | 10/5/2022   | Local gov't/ private company      | Hospitality        | \$5,985,000           | TBD                          | Approved - Pending Award Documents | \$5,985,000         | \$5,985,000        | Commission approved 10/5/22. Loan Term sheet provided to locality & applicant 11/19/22. Awaiting response. |
| 3933      | 11/1/2021   | private company/ private company/ | Automotive         | \$500,000             | TBD                          | Approved - Pending Award Documents | \$500,000           | \$500,000          | Staff notified applicant that loan will be closed on 6/1/23 unless we hear otherwise.                      |
| 3913      | 08/02/2021  | Kinex Telecom                     | Telecommunications | \$4,000,000           | 10 years/<br>4.24%           | Approved - Pending Award Documents | \$4,000,000         | \$0                | Loan disbursed to VRA Feb 2022. VRA disbursed to local Gov't when closing occurred in May 2022             |
|           |             |                                   | <b>TOTALS</b>      | <b>\$10,765,000</b>   |                              |                                    | <b>\$10,765,000</b> | <b>\$6,765,000</b> |  |

TROF Awards  
FY 2019 - FY 2023 to date

| Project # | Date Approved     | Status                             | Organization   | Project Title                    | Jobs Promised | Capital Investment Promised | Approved Grant Amount | Approved Loan Amount | Total Approved Amount |
|-----------|-------------------|------------------------------------|--|----------------------------------|---------------|-----------------------------|-----------------------|----------------------|-----------------------|
| 4078      | 09/24/22          | Approved - Pending Award Documents | Halifax County IDA   | IperonX Technology LLC           | 108           | \$ 82,135,431.00            | \$ 573,000.00         | \$ -                 | \$ 573,000.00         |
| 3965      | 09/19/22          | Approved - active                  | Halifax County IDA   | Skip Barber Racing School        | 24            | \$ 8,900,000.00             | \$ 32,500.00          | \$ -                 | \$ 32,500.00          |
| 3976      | 08/11/22          | Approved - active                  | Dinwiddie County   | DroneUp, LLC                     | 145           | \$ 18,850.00                | \$ 111,000.00         | \$ -                 | \$ 111,000.00         |
| 3943      | 07/18/22          | Approved - active                  | Halifax County IDA   | Hitachi Energy USA               | 165           | \$ 37,000,000.00            | \$ 220,000.00         | \$ -                 | \$ 220,000.00         |
|           | FY 2023 (to date) |                                    | # of Projects  | 4                                | 442           | \$128,054,281               | \$936,500             | \$0                  | \$936,500             |
| 3882      | 9/22/2021         | Approved - pending award documents | Wythe County Joint IDA                                       | Blue Star LLC                    | 1,044         | \$446,074,578               | \$1,044,000           | \$0                  | \$1,044,000           |
| 3912      | 9/22/2021         | Approved - active                  | Danville-Pittsylvania Regional Industrial Facility Authority | Tyson Foods, Inc.                | 376           | \$295,452,718               | \$707,500             | \$821,500            | \$1,529,000           |
| 3734      | 7/28/2021         | Approved - pending award documents | City of Danville   | Kegerreis Digital Marketing, LLC | 62            | \$1,500,000                 | \$45,500              | \$45,500             | \$91,000              |
|           | FY 2022           |                                    | # of Projects  | 3                                | 1,482         | \$743,027,296               | \$1,797,000           | \$867,000            | \$2,664,000           |
|           | FY 2021           |                                    | # of Projects  | 11                               | 892           | \$174,242,825               | \$1,146,000           | \$450,000            | \$1,596,000           |
|           | FY 2020           |                                    | # of Projects  | 9                                | 1,809         | \$245,184,219               | \$4,106,000           | \$2,516,000          | \$6,622,000           |
|           | FY 2019           |                                    | # of Projects  | 20                               | 1,334         | \$215,915,399               | \$4,490,000           | \$2,665,000          | \$7,155,000           |

# TROF Loans May 2023

| Project # | Date Approved | Organization   | Project Title   | Status              | Loan Amount Approved | Remaining Loan Amount to be Repaid |
|-----------|---------------|--|---|---------------------|----------------------|------------------------------------|
| 3754      | 4/30/2021     | Danville-Pittsylvania Regional Industrial Facility Authority | Walraven, Inc.  | To be disbursed     | \$ 48,000            | \$ 48,000                          |
| 3734      | 7/28/2021     | Danville, City of  | Kegerreis Digital Marketing, LLC                                | To be disbursed     | \$ 45,500            | \$ 45,500                          |
| 3674      | 5/3/2021      | Blackstone, Town of  | Blackstone Hotel Partners, LLC                                  | Disbursed - 8/27/21 | \$ 44,500            | \$ 35,600                          |
| 3556      | 8/6/2019      | Danville-Pittsylvania Regional Industrial Facility Authority | MEP, Ltd.   | Disbursed - 9/28/21 | \$ 270,000           | \$ 270,000                         |
| 3545      | 4/30/2019     | Carroll County   | Blue Ridge Designs, LLC   | Disbursed - 7/10/19 | \$ 50,000            | \$ 15,000                          |
| 3544      | 4/30/2019     | Joint IDA of Wythe County, VA                                | Seven Sisters Brewery, LLC                                      | Disbursed - 4/1/20  | \$ 15,000            | \$ 7,500                           |
| 3507      | 6/6/2019      | Russell County Industrial Development Authority              | Polycap LLC   | Disbursed - 8/30/19 | \$ 140,000           | \$ 98,000                          |
| 3482      | 10/15/2018    | Danville-Pittsylvania Regional Industrial Facility Authority | Harlow Fastech LLC  | To be disbursed     | \$ 630,000           | \$ 630,000                         |
| 3481      | 10/9/2018     | Franklin County  | Empire Bakery Commissary  | Disbursed - 6/18/19 | \$ 140,000           | \$ 42,000                          |
| 3448      | 6/6/2018      | Nottoway County  | UAV Pro, Inc.   | To be disbursed     | \$ 159,900           | \$ 144,000                         |
| 3393      | 12/7/2017     | Buchanan County Industrial Development Authority             | Trina Health of Pounding Mill, LLC DBA Trina Health Town Center | Disbursed - 6/27/18 | \$ 27,500            | \$ -                               |
| 3300      | 5/31/2017     | Town of Tazewell Industrial/Economic Development Authority   | Sunset Digital Communications Incorporated                      | Disbursed - 4/10/18 | \$ 680,000           | \$ 68,000                          |

# TROF Loans May 2023

| Project #     | Date Approved | Organization                                     | Project Title                      | Status              | Loan Amount Approved | Remaining Loan Amount to be Repaid |
|---------------|---------------|--|------------------------------------|---------------------|----------------------|------------------------------------|
| 3296          | 4/27/2017     | Tazewell County Industrial Development Authority | Trina Health of Pounding Mill, LLC | Disbursed - 9/22/17 | \$ 45,000            | \$ -                               |
| <b>TOTALS</b> |               |  |                                    |                     | <b>\$ 2,295,400</b>  | <b>\$ 1,403,600</b>                |



Active TROFs with Concluded Performance Periods May 2023

| Project Number | Date Approved | Start Date | End Date   | Organization                                     | Project Title  | Performance Period Status | Status 1                   | Status 2   | Clawback Amount | Clawback Repaid | Clawback Remaining |
|----------------|---------------|------------|------------|--|--|---------------------------|----------------------------|--|-----------------|-----------------|--------------------|
| 2724           | 8/23/2013     | 6/30/2013  | 6/30/2018  | Danville   | North American Mold Technology, LLC                                      | Performance Period Ended  | Full performance not met   | Repayment plan executed  | \$130,000.00    | \$130,000.00    | \$0.00             |
| 2845           | 1/14/2014     | 12/31/2013 | 12/31/2017 | Scott  | Secure Mountain LLC.   | Performance Period Ended  | Full performance not met   | Repayment plan executed  | \$460,000.00    | \$417,408.00    | \$42,592.00        |
| 2850           | 2/25/2014     | 12/31/2013 | 12/31/2021 | Bristol  | CBH Bristol, LLC (aka Creative Boutique Hotels/The Sessions Hotel)       | Performance Period Ended  | Gathering Performance Data | Gathering Performance Data   | TBD             |                 |                    |
| 2892           | 5/5/2014      | 3/31/2014  | 3/31/2018  | Lunenburg  | Coast 2 Coast Trucking, Inc. (This is a sister company to ABC Recycling) | Performance Period Ended  | Full performance not met   | Repayment plan executed  | \$100,000.00    | \$75,000.00     | \$25,000.00        |
| 2941           | 8/1/2014      | 6/30/2014  | 6/30/2017  | Russell  | APPALACHIAN BIOFUELS, LLC  | Performance Period Ended  | Full performance not met   | Negotiated repayment plan - monitoring performance of negotiated revised performance terms | TBD             |                 |                    |
| 2999           | 1/15/2015     | 12/31/2014 | 6/30/2022  | Grayson County Economic Development Authority    |  |                           |                            |  |                 |                 |                    |
| 3002           | 2/6/2015      | 12/31/2014 | 12/31/2017 | Grayson  | Oak Hall Industries (Oak Hall Cap & Gown)                                | Performance Period Ended  | Gathering Performance Data | Repayment required   | TBD             | \$              |                    |
| 3101           | 10/8/2015     | 9/30/2015  | 9/30/2022  | Tazewell County Industrial Development Authority |  |                           |                            |  |                 |                 |                    |
| 3177           | 5/4/2016      | 3/31/2016  | 3/31/2021  | Henry  | Blue Wolf Sales and Service RTI Martinsville, Inc. (Project LID)         | Performance Period Ended  | Gathering Performance Data | Repayment plan executed  | \$35,893.36     | \$0.00          | \$35,893.36        |
| 3214           | 8/30/2016     | 6/30/2016  | 6/30/2019  | Prince Edward                                    | Hotel Weyanoke, LLC  | Performance Period Ended  | Full performance not met   | Repayment plan executed  | \$8,333.35      |                 |                    |
| 3245           | 12/7/2016     | 9/30/2016  | 12/31/2021 | Henry  | Novatech USA Inc.  | Performance Period Ended  | Full performance not met   | Repayment plan executed  | \$16,778.90     | \$5,592.90      | \$11,186.00        |
| 3266           | 3/6/2017      | 12/31/2016 | 12/31/2019 | Wise   | DP Facilities, Inc.  | Performance Period Ended  | Gathering Performance Data | Reviewing Performance Data   | \$37,017.29     | \$37,017.29     | \$0.00             |
| 3296           | 4/27/2017     | 3/31/2017  | 3/31/2020  | Tazewell   | Trina Health of Pounding Mill, LLC                                       | Performance Period Ended  | Gathering Performance Data | Reviewing Performance Data   | TBD             |                 |                    |
| 3300           | 5/31/2017     | 3/31/2017  | 3/31/2020  | Tazewell   | Sunset Digital Communications Incorporated                               | Performance Period Ended  | Reviewing Performance Data | Confirmed full performance   | \$0.00          | \$0.00          | \$0.00             |
| 3340           | 9/12/2017     | 6/30/2017  | 6/30/2020  | Appomattox                                       | Innovatio Sealing Technologies, LLC                                      | Performance Period Ended  | Full performance not met   | Repayment due  | \$92,000.00     | \$18,400.00     | \$73,600.00        |

Active TROFs with Concluded Performance Periods May 2023

| Project Number | Date Approved | Start Date | End Date   | Organization   | Project Title   | Performance Period Status | Status 1                   | Status 2                   | Clawback Amount | Clawback Repaid | Clawback Remaining |
|----------------|---------------|------------|------------|--|---|---------------------------|----------------------------|----------------------------|-----------------|-----------------|--------------------|
| 3341           | 8/25/2017     | 9/30/2017  | 9/30/2022  | Danville<br>Pittsylvania RIFA  | Unison Tube LLC   | Performance Period Ended  | Reviewing Performance Data | Reviewing Performance Data | n/a             | n/a             | n/a                |
| 3375           | 12/7/2017     | 9/30/2017  | 9/30/2022  | St. Paul, Town of<br>Buchanan  | Willis LLC c/o St. Paul IDA<br>Trina Health of Pounding Mill, LLC<br>DBA Trina Health Town Center | Performance Period Ended  | Gathering Performance Data | Gathering Performance Data | TBD             |                 |                    |
| 3393           | 12/7/2017     | 9/30/2017  | 9/30/2020  |  |   | Performance Period Ended  | Gathering Performance Data | Reviewing Performance Data | TBD             |                 |                    |
| 3394           | 12/28/2017    | 9/30/2017  | 9/30/2022  | Pittsylvania<br>County   | Amthor International, Inc.  | Performance Period Ended  | Gathering Performance Data | Gathering Performance Data | TBD             |                 |                    |
| 3395           | 1/29/2018     | 12/31/2017 | 12/31/2021 | Bedford, County<br>of  | KMR Aviation Services Inc.  | Performance Period Ended  | Gathering Performance Data | Reviewing Performance Data | TBD             |                 |                    |
| 3405           | 2/21/2018     | 12/31/2017 | 12/31/2020 | Franklin County  | DuPont Credit Union   | Performance Period Ended  | Gathering Performance Data | Reviewing Performance Data | TBD             |                 |                    |
| 3406           | 2/22/2018     | 12/31/2017 | 12/31/2021 | Floyd County   | Daley Acquisitions, LLC   | Performance Period Ended  | Gathering Performance Data | Reviewing Performance Data | TBD             |                 |                    |
| 3428           | 3/27/2018     | 12/31/2017 | 12/31/2020 | Scott  | Mountain Top Timber Products,<br>LLC  | Performance Period Ended  | Repayment Plan Executed    | Default - bankruptcy       | \$250,000.00    | \$125,000.00    | \$125,000.00       |
| 3448           | 6/6/2018      | 3/31/2018  | 3/31/2021  | Nottoway County  | UAV Pro   | Performance Period Ended  | Just loan payments         | Just loan payments         | n/a             | n/a             | n/a                |
| 3451           | 7/17/2018     | 6/30/2018  | 6/30/2022  | Smyth County<br>Economic<br>Development<br>Authority                                 | Speyside Bourbon Cooperage, Inc.  | Performance Period Ended  | Gathering Performance Data | Gathering Performance Data | n/a             | n/a             | n/a                |
| 3452           | 7/17/2018     | 6/30/2018  | 6/30/2021  | Smyth-<br>Washington<br>Regional<br>Industrial<br>Facilities<br>Authority<br>(SWIFA) |   |                           |                            |                            | \$0.00          | \$0.00          | \$0.00             |
| 3455           | 7/25/2018     | 12/31/2017 | 12/31/2020 | Halifax IDA  | Speyside Bourbon Cooperage, Inc.<br>Aquatic   | Performance Period Ended  | Full performance met       | Revenue Sharing Only       | \$0.00          | \$0.00          | \$0.00             |
| 3456           | 7/25/2018     | 6/30/2018  | 6/30/2023  | Henry  | Press Glass, Inc.   | Performance Period Ended  | Processing disbursement.   | Revenue Sharing Only       | \$0.00          | \$0.00          | \$0.00             |
|                |               |            |            |  |   | Extension Approved        | n/a                        | n/a                        | \$0.00          | \$0.00          | \$0.00             |

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(rev. 12/30/2022)

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