

1 **TOBACCO REGION REVITALIZATION COMMISSION**

2 701 East Franklin Street, Suite 501

3 Richmond, Virginia 23219

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9 **Special Projects Committee Meeting**

10 Tuesday, May 22, 2018

11 9:30 A.M.

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14 Longwood University

15 Farmville, Virginia

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1 **APPEARANCES:**

- 2 The Honorable Daniel W. Marshall, III, Chairman
- 3 The Honorable Charles W. Carrico, Sr., Vice Chairman
- 4 The Honorable Kathy J. Byron
- 5 The Honorable A. Benton Chafin, Jr.
- 6 Ms. Gretchen Clark
- 7 Ms. Julie Hensley
- 8 Mr. Robert Mills, Jr.
- 9 The Honorable Edward Owens
- 10 Ms. Sandy Ratliff
- 11 Mr. Robert Spiers

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1 **APPEARANCES (cont'd):**

2 COMMISSION STAFF:

3 Mr. Evan Feinman – Executive Director

4 Mr. Andy Sorrell – Deputy Director

5 Mr. Timothy S. Pfohl – Grants Director

6 Ms. Stephanie S. Kim – Director of Finance

7 Ms. Sarah K. Capps – Grants Program Administrator,
8 Southside Virginia

9 Ms. Sara G. Williams – Grants Program Administrator,
10 Southwest Virginia

11 Ms. Jessica Stamper – Grants Assistant, Southwest Virginia

12 Ms. Stacey Richardson – Administration Supervisor

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14 COUNSEL FOR THE COMMISSION:

15 Ms. Elizabeth Myers, Assistant Attorney General
16 Richmond, Virginia.

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1 DELEGATE MARSHALL: I'm going to call
2 the Special Projects Committee meeting to order and ask Evan
3 to call the roll.

4 MR. FEINMAN: Yes, sir, Mr. Chairman.
5 Ms. Ratliff?

6 MS. RATLIFF: Here.

7 MR. FEINMAN: Delegate Byron?

8 DELEGATE BYRON: Here.

9 MR. FEINMAN: Senator Carrico?

10 SENATOR CARRICO: Here.

11 MR. FEINMAN: Ms. Clark?

12 MS. CLARK: Here.

13 MR. FEINMAN: Senator Chafin?

14 SENATOR CHAFIN: Here.

15 MR. FEINMAN: Mr. Cunningham?

16 MR. CUNNINGHAM: [no response]

17 MR. FEINMAN: Ms. Hensley?

18 MS. HENSLEY: Here.

19 MR. FEINMAN: Delegate Marshall?

20 DELEGATE MARSHALL: Here.

21 MR. FEINMAN: Mr. Mills?

22 MR. MILLS: Here.

23 MR. FEINMAN: Mr. Owens?

24 MR. OWENS: Here.

25 MR. FEINMAN: Mr. Spiers?

1 MR. SPIERS: Here.

2 MR. FEINMAN: You have a quorum, Mr.
3 Chairman.

4 DELEGATE MARSHALL: Thank you. I'll
5 call for approval of the January 9, 2018 minutes. Do I have a
6 motion?

7 MR. MILLS: So moved.

8 MR. OWENS: Second.

9 DELEGATE MARSHALL: All those in
10 favor say aye. (Ayes.) Opposed? (No response.) The minutes
11 are approved. Evan, we have the RIC Innovation Hub.

12 MR. FEINMAN: I bring this before you,
13 it's a very new idea and I want to see if there is any appetite
14 for this before we go any further. One of the things that I have
15 identified as a major problem, not just in Virginia but in every
16 state, not Massachusetts, New York and California, is that we
17 don't have access for our companies to go from deep pockets
18 to venture capitalists, just starting in Virginia.

19 There is a group of people wondering in
20 Richmond and the people like the Ukrops and a few others
21 who have been trying to start this idea of where businesses
22 from all over Virginia come and have a footprint in Richmond.
23 They continue to pay the vast majority of taxes to their home
24 county, 99.5% and you could go to this hub and call come
25 together and that could be fifty to sixty companies in the same

1 place and bring hundreds in from New York or Massachusetts
2 and let people have an opportunity to work together and get
3 access to these folks capital. As of now, I don't know if we can
4 find a way to make it work but before I even try to figure it
5 out, I figured I would put it in front of you all and see if there
6 was any appetite for it. We, of course, we would only be
7 involved with the companies in the footprint but I think it
8 could be an opportunity to better advantage a number of the
9 business. So that's the concept. I wanted to bring it and put
10 it in front of you before I spend more time on it.

11 DELEGATE MARSHALL: Yea or nay?

12 MS. CLARK: When you say would have a
13 footprint in Richmond, what does that mean to the person in
14 the Tobacco footprint?

15 MR. FEINMAN: As I understand it, the
16 idea would be to create a space like a technology park and it
17 would be like the newly renovated train station in Richmond,
18 they're losing a bunch of money on it. But there's other new
19 startup spaces like in Shockoe Bottom or other places. A
20 building would be identified and workspace would be given to
21 a variety of different companies and they work together and
22 corroborate with their neighbors but all the research and
23 things like that would stay in their home county and their tax
24 base would remain in the home county.

25 MS. CLARK: I guess for entrepreneurs in

1 the Tobacco footprint, I guess the workspace and shop would
2 make more sense to be in the Tobacco footprint and our
3 localities and the communities.

4 MR. FEINMAN: I think this is a double
5 edged sword idea. The only space that would be offered as I
6 understand it purely office space for financial transactions, a
7 place where somebody could do some running of their
8 company and meet with investors and meet with other
9 entrepreneurs. I think there's a big opportunity to bring more
10 capital into our companies but the downside is the danger
11 that some would decide instead of doing it this way, we'll just
12 move to Richmond and that's the other side.

13 MS. CLARK: That's what would happen.

14 DELEGATE MARSHALL: So what you're
15 asking is that we're not endorsing the project now or are you
16 asking for permission, guidance to go to the next step?

17 MR. FEINMAN: Yes.

18 DELEGATE MARSHALL: The next step is
19 to provide information and we'll vote it up or down.

20 MR. FEINMAN: Exactly. I just want to
21 know if you guys want me to explore it. I can do it or not do
22 it.

23 DELEGATE MARSHALL: Any other
24 thoughts?

25 MS. HENSLEY: Go ahead.

1 MR. OWENS: I just have a thought.
2 Well, this might be a great idea for companies in Virginia,
3 there are many places and opportunities to do what you're
4 talking about doing and one of them is in your office. If
5 companies in Southside need help and in the footprint and
6 maybe they don't have the ability to negotiate and meet
7 people, investors, that could be done in your office.

8 MR. FEINMAN: Certainly we could do
9 that. The idea would be space is for a number of different
10 folks to get together and a lot of the things we've heard like if
11 you're in Floyd County or Tazewell or Nottoway, the companies
12 won't come to you and you wind up having to meet them
13 somewhere anyway. And if you take them to a space full of
14 other people and companies, it's a better sales pitch and find
15 out what other folks are thinking. It's not without risk.

16 DELEGATE BYRON: Investors that want
17 to invest in the area want to come to you and see what you're
18 doing and another thing that would be a critical piece of
19 investment, making sure that you know what is going on in
20 the Tobacco footprint.

21 DELEGATE MARSHALL: Ms. Hensley?

22 MS. HENSLEY: In that scenario, how
23 does it work? And I know we're talking about some of the
24 downsides but what's the prettiest picture you can make?

25 MR. FEINMAN: It's still early yet, but I

1 would say the best case scenario would be if there existed a
2 big space full of the financial folks and some leadership from
3 these companies and you may have an opportunity to
4 establish a relationship with other new businesses in Virginia
5 and have fairly regular meetings with these groups. Part of
6 the idea is just getting in front of this and maybe targeting
7 certain things. We can say maybe rather than make a long
8 trip to see one company in one place or maybe there would be
9 thirty Virginia companies there all doing interesting and
10 innovative things. Basically it's just more access to people.
11 That's the upside. We hear frequently that some didn't know
12 or didn't have access to certain things and maybe there's
13 something they all want to get to.

14 MR. SPIERS: Are you saying some states
15 are doing this, do you have a model you're looking at?

16 MR. FEINMAN: I don't know but the big
17 three venture capital, Massachusetts, New York and
18 California.

19 DELEGATE MARSHALL: What is your
20 pleasure?

21 MS. CLARK; Is there any thought to
22 maybe having two or three locations in the Tobacco footprint
23 and asking investors once or twice a year, can you come to
24 Danville or Roanoke? I feel as an entrepreneur I can better
25 myself. I can't see myself coming to Richmond to a space.

1 MR. FEINMAN: We could do it that way
2 and try to figure out how to do that.

3 MS. HENSLEY: All we're doing right now
4 is asking people to explore it and if you find that that
5 approach includes or if there is an ability to make a difference
6 and that would work better than going back and forth.

7 MR. FEINMAN: That's true.

8 DELEGATE MARSHALL: What's the
9 timeframe?

10 MR. FEINMAN: Well, we'll try to figure it
11 out by September.

12 DELEGATE BYRON: Mr. Chairman, I
13 appreciate the ideas and we've come up with some great ideas
14 and trying to think outside the box in exploring new things
15 and ideas and sometimes bringing additional things and
16 nobody wants to say no to but I don't think we should go
17 forward with it.

18 DELEGATE MARSHALL: We have a
19 motion not to proceed. Do we have a second?

20 MR. OWENS: Second.

21 DELEGATE MARSHALL: All right,
22 discussion? Hearing none, the motion is if you do not want to
23 proceed that would be yes.

24 MR. FEINMAN: Ms. Ratliff?

25 MS. RATLIFF: No.

1 MR. FEINMAN: Delegate Byron?

2 DELEGATE BYRON: Yes.

3 MR. FEINMAN: Senator Carrico?

4 SENATOR CARRICO: Yes.

5 MR. FEINMAN: Ms. Clark?

6 MS. CLARK: Yes.

7 MR. FEINMAN: Senator Chafin?

8 SENATOR CHAFIN: Yes.

9 MR. FEINMAN: Mr. Cunningham still is
10 not here. Ms. Hensley?

11 MS. HENSLEY: No.

12 MR. FEINMAN: Mr. Mills?

13 MR. MILLS: Yes.

14 MR. FEINMAN: Mr. Owens?

15 MR. OWENS: Yes.

16 MR. FEINMAN: Mr. Spiers?

17 MR. SPIERS: Yes.

18 DELEGATE MARSHALL: Then we'll save
19 it for another time. Let's next move to the Cumberland
20 request and I'll ask Tim.

21 MR. PFOHL: Thank you, Mr. Chairman,
22 good morning. We have one out of cycle grant request on your
23 agenda today and that's from Cumberland County and that is
24 for a business park sewer system and it's a request for Special
25 Projects for \$975,039. There is an accompanying Southside

1 Economic Development proposal, the same project that was
2 recommended by the Committee yesterday from the Southside
3 Economic Development allocation. The amount available from
4 Southside for projects in Cumberland is \$28,000 and change.

5
6 Cumberland is here in front of you in
7 Special Projects because it is a so-called low allocation county
8 in Southside and in the Southside Economic Development
9 program and gets less than one third of one percent of the
10 funds that are budgeted to the Southside program every year.
11 The Commission has had a longstanding policy that when
12 localities hands are tied with a low allocation that don't allow
13 them to do significant economic development, they by right
14 can come to the Special Projects Committee, which otherwise
15 would require at least two participating localities that they
16 could come before you on a project and that's why they are
17 here today.

18 This is a request to build a sewer
19 extension. They want to extend the sewer from the
20 courthouse area out to the county's business park for Project
21 Shield. This is a project that we have calculated the TROF for
22 \$470,000 based on a job creation of 154 and capital
23 investment of \$12.5 million. Just to clarify that, that was the
24 county administrator and the investment figure is actually
25 \$3.2 million. We'll be working with Andy Stacy to get that

1 TROF amount recalculated based on the company's \$3.2
2 million investment.

3 The company will be the first occupant of
4 the county's business park in a shell building, which was
5 developed with the assistance from the Commission. The
6 company will occupy the shell building, which requires an
7 additional \$1.4 million which will be used for flooring,
8 mechanical and so forth. The build out funds for the shell will
9 come from the TROF Commonwealth Opportunity Fund and
10 the company's investment, which will serve as a match to
11 construct a sewer pump station and extend existing sewer
12 lines approximately one mile to the county business park.
13 Currently there is sewer at the courthouse area and it does
14 not extend to the park. So there's no sewer system for the
15 building. The staff has inquired if the project could be served
16 by a septic system as the company does not use water in its
17 production process and basically they need sewer at this point
18 to run the bathrooms and so forth.

19 We did receive a quote for sewer
20 construction and that would be a total expense of \$208,000.
21 However, septic would require tying up as much as three
22 quarters of an acre to create a septic field and drain field that
23 presumably which would not be developable at any point in
24 the future. There are other lots in the county's business park
25 that could benefit from extending sewer service and maybe at

1 some point we'll have a higher volume water user on one of
2 those lots.

3 At the time that the Commission's packet
4 was mailed to you, staff was recommending full construction
5 of the sewer system, which involves gravity lines and forced
6 lines and a pump station. The balance of the project cost, just
7 under a million dollars and less than \$28,000 in Southside
8 Economic Development Fund would be available with the total
9 project cost is \$975,039.

10 We're still in conversation with the
11 county and their engineers about the septic option as well as
12 another option that wouldn't involve a pump station. So at
13 this point, I'm going to turn to the county folks and their
14 engineers can explain those options. But the full buildout
15 request here is \$975,039. We've got a septic option that
16 would be significantly less and then kind of a middle ground
17 where you could still build lines to the business but not
18 entirely. We haven't seen a budget for that middle ground
19 option yet. So that's what you have in front of you today.

20 DELEGATE MARSHALL: That middle
21 ground, if I understand you, we can build a sewer line to this
22 facility and if we did that that could be extended to the other
23 lots in this park?

24 MR. PFOHL: Not having seen the
25 specifics on the middle ground option, we'd have to turn to the

1 engineers and see what would be involved in that and what all
2 the additional costs would be, we don't know.

3 DELEGATE MARSHALL: Would you
4 please state your name and identify yourself?

5 MS. GILES: I'm Vivian Giles, County
6 Administrator for Cumberland County. What we're asking for
7 is a solution for the entire project that Mr. Pfohl mentioned.
8 The solution that we had requested is subject to sewer service
9 to the entire property.

10 There is an interim solution which would
11 connect just the building and it would take the sewer system
12 to the property. It would not allow the functionality of the
13 other lots, sewer service to the other lots in that solution.
14 That's the solution for sewer service and not septic. We have
15 an estimate of \$353,164. The reason I say about the sewer
16 service to the other lots, so that solution really wouldn't be
17 sufficient. So, really what the full solution identifies the pump
18 station, everything except for the lines into the interior of the
19 property. You can't install both lines at this point not
20 knowing where the distribution would be in the future.

21 The full solution would provide the pump
22 station and the sewer system to the property and serve the
23 spillway without having to revisit any solution down the road.
24 But there is an interim solution, just connecting the building
25 with a smaller, just sufficient for this building. The septic

1 solution and the engineers can speak to that in much more
2 detail than I. That's really not a good solution because it
3 would take a significant amount of the land, maybe like two
4 acres square and there would have to be a reserve there.
5 We're looking at least an acre and possibly two acres for that.

6 In addition, environmentally we're
7 looking at about five thousand gallons per day and Project
8 Shield is anticipating 154 employees.

9 So we really are requesting a full solution
10 and as I say as far as the septic system, the engineers can
11 speak to that but we would request a full solution and if that's
12 not available. It's about a thousand feet to the existing line
13 and then provide the pump for at least the building.

14 DELEGATE MARSHALL: How many
15 square feet?

16 MS. GILES: 30,000 square feet.

17 DELEGATE MARSHALL: When was the
18 building built?

19 MS. GILES: It was constructed about
20 two years ago. The Commission purchased that building for a
21 different project and that didn't happen and then the county
22 invested the money and loaned it to the EDA to put the
23 building up and did not have a floor, just as Mr. Pfohl
24 mentioned earlier. Just so you know, one of the other reasons
25 we're asking to have a full solution for the sewer system for

1 the property at this stage, this particular company is talking
2 about expanding their own operation. They're not at a final
3 stage yet.

4 DELEGATE MARSHALL: Does anybody
5 have a question? All right, let's hear from the engineer.

6 UNIDENTIFIED: I'm the engineer
7 working with and I'll be happy to answer any questions on any
8 of the three options and those options being the full buildout,
9 a septic option and individual pump station for this one line.
10 The interim solution involving the forced main, three-quarters
11 or eight-tenths of a mile would be sized to handle the full park
12 but doesn't really explain how it would be used in the future.

13 DELEGATE MARSHALL: The forced main
14 would handle the whole park and the three solutions are the
15 forced main and a second tank.

16 UNIDENTIFIED: The septic system and
17 one big issue that we don't know is we have not had the soil
18 test there. We know there's some wetlands on this property
19 and a large retention pond. If you don't have related soils,
20 we're looking at probably an acre for one drain and an acre for
21 the reserve. With the septic, you'd have a pretreatment
22 system, treatment before it goes into the tank.

23 DELEGATE MARSHALL: The third
24 system was a simple forced main that would just come to this
25 building?

1 UNIDENTIFIED: Yes. The forced main is
2 sized to serve the whole park but putting an individual pump
3 in this building, it's kind of a stopgap. We need to pump into
4 the forced main and just be sized for this one facility.

5 DELEGATE MARSHALL: Does anybody
6 on the Committee have any questions? Evan, you have a
7 question?

8 MR. FEINMAN: I would just say that the
9 county has done great work with us and this is great for
10 Cumberland but not doing any of this would be a mistake in
11 my view and I think we should support the project.
12 Cumberland is not drowning in economic development leads
13 right now. I don't know it makes a ton of sense to spend the
14 extra \$600,000 and serve the sewers to the rest of the park
15 when it could be nine or ten months of a year or two years
16 before we see another significant prospect in there. Not to say
17 that this would all be wonderful and we'd love to support it
18 but the value of money is real but let's serve the project and
19 maybe serve them then.

20 DELEGATE MARSHALL: So staff
21 recommendation is 975.

22 MR. FEINMAN: That's before we know
23 we had other options. The staff recommendation would be for
24 the 353.

25 SENATOR CARRICO: Has any

1 application been made to the VHCD for funding for the
2 project?

3 MS. GILES: Not at this point, no. Not to
4 VHCD. We worked with TROF for infrastructure.

5 DELEGATE MARSHALL: Evan, is that a
6 viable option?

7 MR. FEINMAN: It certainly sounds like if
8 we went into this or wanted to get involved in this down the
9 road we could do that and to serve the whole park. Again, the
10 only way this is inefficient if there's a stampede of new
11 projects and I'd love to have that problem but I don't think
12 that's likely to happen.

13 DELEGATE MARSHALL: So the staff
14 recommendation again is to make an award of \$353,464?

15 MR. FEINMAN: Yes.

16 MR. PFOHL: Less the Southside money,
17 a shade under \$325,000.

18 DELEGATE MARSHALL: Let me do the
19 math, 329.

20 MR. PFOHL: It's 329, yes.

21 UNIDENTIFIED: If you're putting in a
22 forced main to handle the flow and hopefully on the other lots
23 supposedly if we have the 150 employees, that's 5,000 gallons
24 a day or around that amount. Capacity in the main is
25 somewhere between 115 and 230,000 gallons per day as long

1 as somebody else isn't a water user.

2 MS. GILES: We have to do it one way or
3 the other.

4 DELEGATE MARSHALL: So the staff
5 recommendation is for Special Projects and just to get the
6 whole picture here it's \$329,000 of the request from Special
7 Projects. Southside Economic Development approved
8 yesterday \$24,800 and then TROF also –

9 MR. FEINMAN: \$470 with the higher job
10 numbers if that turns out.

11 DELEGATE MARSHALL: The question
12 for the Special Projects Committee is the \$329,000 for this
13 sewer project. Any other questions?

14 MR. OWENS: The initial
15 recommendation from the staff was 975 and the reason it
16 changed is because they had a lower proposal to accomplish
17 what you want to get done.

18 DELEGATE MARSHALL: Tim, why did
19 the number go down?

20 MR. PFOHL: We became aware of
21 alternate design options and lesser expensive but still provide
22 service to this prospect.

23 MR. FEINMAN: Got a better deal.

24 MR. OWENS: Accomplishing the very
25 same thing that your recommendation for –

1 MR. PFOHL: It will get us partway there
2 fully serving the park.

3 MR. OWENS: Mr. Chairman, if we
4 funded it as you recommended initially, it will fully service the
5 park?

6 MR. PFOHL: That is our understanding,
7 yes. That would allow future development of the lots in the
8 park.

9 MR. OWENS: Mr. Chairman?

10 DELEGATE MARSHALL: Mr. Owens?

11 MR. OWENS: It seems to me we're
12 shortchanging this park or this county by just giving them
13 enough to supply one industry when the park was actually
14 designed to serve five to seven industries potentially. I heard
15 the executive director say maybe nine or ten months when
16 somebody comes down the road but it may be tomorrow. If
17 you're not prepared to serve then they go somewhere else. I'd
18 be very careful downsizing this project and you've got to
19 remember the potential for larger and more projects if you
20 funded it according to this initial recommendation.

21 DELEGATE MARSHALL: Someone want
22 to make a motion?

23 MR. OWENS: Yes, sir. I move that we
24 recommend the initial staff recommendation of \$975,039 for
25 this project.

1 DELEGATE BYRON: Second.

2 DELEGATE MARSHALL: We have a
3 motion and a second to approve \$975,039 for the Cumberland
4 County project. Any discussion or any thoughts?

5 MR. OWENS: Do you have any idea what
6 the cost would be to upgrade the sewer system or how long
7 that would take?

8 UNIDENTIFIED: The cost will probably
9 be whatever time we're talking about when you consider doing
10 it now and then down the road and the county has to go
11 through the design process, approval, bidding and
12 construction that could take a year or more, two, three, four
13 times, who knows.

14 DELEGATE MARSHALL: Any other
15 questions?

16 SENATOR CARRICO: Mr. Chairman,
17 have they applied for the Virginia Housing and Community
18 Development funds or for any grants? But if we fund the full
19 amount maybe that opportunity –

20 DELEGATE MARSHALL: So Evan, we
21 could make this contingent upon like Senator Carrico said,
22 see if we can get part or all somewhere else.

23 MR. FEINMAN: We could do that. I
24 would remind everybody there is an active prospect here, so
25 we don't want to hold up movement when you have people

1 coming to the county. Regardless which funding option the
2 Committee chooses, I strongly encourage you to make sure
3 that you deploy the money immediately so that they can start
4 this.

5 DELEGATE MARSHALL: So we have a
6 motion and a second to recommend funding \$975,039 for
7 Cumberland County. Any other discussion? Seeing none,
8 Evan would you call the roll?

9 MR. FEINMAN: On the full amount of
10 money \$975,039, Ms. Ratliff?

11 MS. RATLIFF: Yes.

12 MR. FEINMAN: Delegate Byron?

13 DELEGATE BYRON: Yes.

14 MR. FEINMAN: Senator Carrico?

15 SENATOR CARRICO: No.

16 MR. FEINMAN: Ms. Clark?

17 MS. CLARK: Yes.

18 MR. FEINMAN: Senator Chafin?

19 SENATOR CHAFIN: Yes.

20 MR. FEINMAN: Mr. Cunningham?

21 MR. CUNNINGHAM: [No response.]

22 MR. FEINMAN: Ms. Hensley?

23 MS. HENSLEY: Yes.

24 MR. FEINMAN: Mr. Mills?

25 MR. MILLS: Yes.

1 MR. FEINMAN: Mr. Owens?

2 MR. OWENS: Yes.

3 MR. FEINMAN: Mr. Spiers?

4 MR. SPIERS: Yes.

5 MR. FEINMAN: Motion carried.

6 DELEGATE MARSHALL: All right, is
7 there any public comment, public comment for Special
8 Projects? Seeing none, we'll stand adjourned.

9

10 PROCEEDINGS CONCLUDED.

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1 CERTIFICATE OF THE COURT REPORTER

2
3 I, Medford W. Howard, Registered Professional
4 Reporter and Notary Public for the State of Virginia at large,
5 do hereby certify that I was the court reporter who took down
6 and transcribed the proceedings of the **Tobacco Region**
7 **Revitalization Commission Special Projects Committee**
8 **meeting when held on Tuesday, May 22, 2018 at 9:30 a.m.**
9 **at Longwood University, Farmville, Virginia.**

10 I further certify this is a true and accurate
11 transcript, to the best of my ability to hear and understand
12 the proceedings.

13 Given under my hand this 1st day of June,
14 2018.

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18 _____
19 Medford W. Howard
20 CCR #0313137
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