

1 VIRGINIA TOBACCO REGION REVITALIZATION COMMISSION
2 701 East Franklin Street, Suite 501
3 Richmond, Virginia 23219
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7 INCENTIVES AND LOANS COMMITTEE MEETING
8 Thursday, October 12, 2023
9 9:00 a.m.
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14 The Inn at Blackstone
15 707 4th Street Blackstone,
16 Virginia
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25 INCENTIVES AND LOANS COMMITTEE MEETING
October 12, 2023

APPEARANCES:

Mr. Terry Kilgore, Chairman

Mr. Leslie Adams

Ms. Gretchen B. Clark

Secretary Stephen Cummings

Ms. Caren Merrick

Mr. William Pace

Senator Frank Ruff

ABSENT

Delegate Danny Marshall (medical)

Mr. Edward Blevins

Delegate Joseph Morrissey

OTHER STAFF

Mr. James Campos

Mr. Stephen Versen

Ms. Stephanie Kim

Ms. Vicki Humphreys

Ms. Sarah Capps

Ms. Sara Williams

Mr. Jordan Butler

Mr. Jerry Silva

Mr. Jordan Butler

Ms. Suzette Patterson

Ms. Hannah Franke-Fuller

Ms. Emily Van Pelt

Ms. Joyce Knight

COUNSEL FOR THE COMMISSION

Elizabeth Myers

1 INCENTIVES AND LOANS COMMITTEE MEETING

2 DELEGATE. KILGORE: Welcome, and I call
3 this meeting to order.

4 James -- Mr. Campos, would you call the
5 roll.

6 MR. CAMPOS: Yes, sir.

7 Delegate Danny Marshall. (No response.)

8 MR. CAMPOS: Delegate Terry Kilgore.

9 MDELEGATE KILGORE: Here.

10 MR. CAMPOS: Delegate Leslie Adams.

11 MR. ADAMS: Here.

12 MR. CAMPOS: Edward Blevins. (No
13 response.)

14 MR. CAMPOS: Gretchan Clark.

15 MS. CLARK: Here.

16 MR. CAMPOS: Secretary Stephen Cummings.
17 (No response.)

18 MR. CAMPOS: Secretary Caren Merrick.

19 SECRETARY. MERRICK: Here.

20 MR. CAMPOS: Senator Joe Morrissey. (No
21 response.)

22 MR. CAMPOS: William Pace.

23 MR. PACE: Here.

24 MR. CAMPOS: Senator Frank Ruff.

25 MR. RUFF: Here.

1 MR. CAMPOS: Chair, we have a forum.
2 DELEGATE. KILGORE: All right. Do I have the
3 approval -- we're going to have to approve two
4 sets of meetings. One we have from May and then
5 we had a virtual meeting in July. Do I have a
6 motion and a second to approve the minutes from
7 the May and the virtual meeting in July?

8 All in favor say aye. (Ayes.) Opposed?
9 (No response.) Those minutes are approved.

10 Any public comment? (No response.) Hearing
11 none, Jordan, I'm going to turn it over to you.

12
13 MR. BUTLER: All right. Thank you, very
14 much.

15 So we have three items for you this
16 morning. The first is from the Joint
17 Industrial Development Authority of Wythe
18 County for Blue Star NBR. And this a request
19 for an approval period extension. This is a
20 Tobacco Region Opportunity Fund Grant award for
21 \$1,022,000 that was awarded in September 2021
22 to the Joint IDA of Wythe County and Blue Star
23 NBR. The grant was provided in return for the
24 company providing new jobs at a promised
25

1 average salary of \$37,211 and a taxable capital
2 investment of \$446 million.

3 So the approval letter and draft
4 performance agreement were sent to the Joint
5 IDA in January 2022 and were not returned to
6 the Commission for execution. The unexecuted
7 performance agreement, which required
8 disbursement prior to performance, had a
9 three-year performance period beginning
10 September 22, 2021. It eventually became clear
11 that the project would require more time to
12 potentially get off the ground, and so the
13 Commission approved several modifications at
14 its spring meeting in May of this year. Those
15 modifications included an extension of the
16 approval period to July 20, 2023.

17 Following the Commission's May meeting
18 staff prepared and sent to the locality on June
19 15, 2023 an updated performance agreement
20 reflecting the change to post-performance
21 disbursement as well as the revised award date
22 and project performance period. Staff received
23 the signed performance agreement on September
24 7th, which was well after the approval period
25 ending July 20, 2023 that the Commission had

1 specified. Counsel has advised Commission
2 staff that they cannot accept the agreement due
3 to the document not being signed by the
4 specified approval period end date.

5 The locality has included a letter which
6 you can see on page 50 of your books detailing
7 some of the unique challenges this project has
8 faced. And in light of those challenges and
9 given the locality has been communicative and
10 responsive to staff requests for additional
11 information, staff recommends that the grant
12 agreement signed by the company and locality
13 received by the Commission on September 7th be
14 accepted and staff directed to execute the
15 agreement.

16 DELEGATE KILGORE: And I thank you, Jordan.
17 I believe Dave Manley could not be here this
18 morning. He had a family emergency.

19 MR. BUTLER: That is correct.

20 DELEGATE KILGORE: So thank you for that.
21 Basically, what the situation came down is
22 that the agreement came in after the deadline,
23 and we wanted to go ahead and acknowledge that
24 and allow it to move forward.

25 So that would be the motion that the

1 Incentives & Loans Committee said the staff
2 recommendation to grant agreement for TROF.
3 3892 signed by the company and locality
4 received by the Commission on September 7th be
5 accepted and staff directed to execute
6 agreement.

7 SENATOR. RUFF: So moved.

8 UNIDENTIFIED: Second.

9 DELEGATE KILGORE: Any discussion? (No
10 response.) All in favor say aye. (Ayes.)
11 Opposed. (None.) Motion carried.

12 SECRETARY MERRICK: Mr. Chairman. Can I
13 ask a question?

14 DELEGATE KILGORE: Sure

15 SECRETARY MERRICK: Do we have a sense of
16 whether or not this company is going to be able
17 to fully recover? My conversations with the
18 DEQ and the company are that they need a federal
19 grant proposal -- actually, business contract.
20 That's what I'm looking for. And have not
21 gotten any insurances from the Health and Human
22 Services group that this contract would be
23 forthcoming. So at that point there's going to
24 be a reckoning about this company. And so this
25 is an extension to grant them time

1 to figure this out; is that correct?

2 MR. BUTLER: That's what it boils down to.
3 They built the rubber plant. It exists. You
4 can see a picture I believe on page 55 in your
5 books. They're waiting for the federal funding
6 to come through to build the, actually sort of
7 rubber glove factory. The other half of the
8 project. Whether or not that will happen I
9 can't say. But this does give them more time
10 to hopefully put the funding together or get
11 the funding from the federal government.

12 MR. KILGORE: So they built part of the
13 plant.

14 MR. BUTLER: That building you're looking
15 at is full of equipment. It is ready to go and
16 ready start to producing NBR.

17 DELEGATE KILGORE: So do they have a market
18 for that? Is there a market -- if they don't get
19 the gloves will there be a market?

20 MR. BUTLER: The discussion that we had
21 with the locality about that led me to believe
22 it's complicated. There's not a ready market.
23 They could not just turn that factory on and
24 find a ready market to sell that rubber.

25 DELEGATE KILGORE: Okay.

1 DELEGATE RUFF: Mr. Chairman, Madam
2 Secretary, I think if you go over the specifics,
3 does not look like (inaudible)

4 DELEGTE KILGORE: Right.

5 SENATOR RUFF: It's not costing us anything.

6 SECRETARY MERRICK: Thank you.

7 DELEGATE KILGORE: None of our -- we've not
8 really gone -- our money's not gone out the
9 door; is that correct?

10 SENATOR RUFF: That is correct.

11 DELEGATE KILGORE: Very good.

12 All right, Jordan.

13 MR. BUTLER: So our next item comes from
14 the Pittsylvania County and the City of
15 Danville for the Southern Virginia Mega Site at
16 Berry Hill. This is a request for a loan,
17 contingent upon successful attraction of the
18 major tenant for Berry Hill.

19 So this is an item that the Committee
20 approved at the virtual Incentives & Loans
21 Meeting held in July related to the need for a
22 new and improved gas gate. At that time the
23 localities as well as the Southern Virginia
24 Regional Alliance expressed that they had a
25 prospect considering the site but that

1 increased access to natural gas was a major
2 need. The localities noted that this is a need
3 that had been expressed not only by the
4 prospect then considering the site but also by
5 many prospects who have considered the site in
6 the past, and they anticipate that this will
7 continue to be a major need for prospects
8 moving forward.

9 Given that information, the Committee
10 approved an up-to \$25 million Community &
11 Business Lending loan for an expanded and
12 improved gas gate at Berry Hill contingent upon
13 a firm commitment that a project will occur at
14 Berry Hill along with a number of other
15 conditions as detailed in the final adopted
16 motion.

17 Since that time the localities have
18 expressed to staff their desire to have this
19 potential loan approved by the Commission as a
20 whole. Unfortunately, the prospect considering
21 the site when the loan was initially discussed
22 and approved by the Incentives & Loans
23 Committee in July did not work out. On the
24 advice of counsel staff made the decision to
25 bring this item before the Committee again for

1 two reasons:

2 The loan is now being discussed in the
3 context of Berry Hill landing any project
4 rather than the specific project that was
5 discussed in July.

6 And staff desires to add a sunset clause
7 of 3 years to the conditions of the loan such
8 that if the site has not received a firm
9 commitment that a project will locate at Berry
10 Hill and executed a loan agreement within that
11 period, the localities would need to approach
12 the Commission again to have the period renewed
13 or extended.

14 Staff has discussed these matters with the
15 localities and all are in agreement that this
16 course of action will accomplish the goal of
17 ensuring that the gas supply/gas gate will no
18 longer be an obstacle as Berry Hill attempts to
19 attract the regionally transformative project
20 it has been prepared for over many years.

21 And so staff is recommending approval of
22 the Community & Business Lending loan as
23 detailed below -- which you can read again in
24 your books -- and subject to conditions listed
25 below.

1 And staff further recommends that the
2 Commission directs staff to look into federal and
3 state incentive programs to support the
4 \$25 million equipping costs for the natural gas
5 infrastructure, in addition to the \$25 million CDL
6 loan. And I can read through all the conditions
7 for the loan if you'd like.

8 DELEGATE KILGORE: Unless somebody -- I
9 assume these conditions are basically to protect
10 the Commission.

11 MR. BUTLER: They are.

12 DELEGATE KILGORE: To make sure that our
13 dollars do not go out unnecessarily. Is that
14 correct?

15 MR. BUTLER: They are. And they are the same
16 conditions that the Committee approved in July
17 with the exception of the addition of the sunset
18 clause.

19 DELEGATE KILGORE: Okay. And our attorneys
20 looked over those conditions, I assume?

21 MR. BUTLER: Yes.

22 UNIDENTIFIED: Yes. Jordan threw the program
23 under the bus this morning.

24 MR. BUTLER: I'm not trying to.

25 DELEGATE KILGORE: Signed off by the State's

1 lawyers; right?

2 UNIDENTIFIED: Yes, sir.

3 MR. KILGORE: It's a great project. It's
4 a great sign for the Commonwealth. We've been
5 so close on so many opportunities, and gas has
6 been -- the ability to get gas there has been
7 an obstacle at times. And, you know, I think
8 while it's not in South (inaudible) where I
9 wish it would be, I think it's a great
10 opportunity for the Commonwealth.

11 MR. RUFF: Mr. Chairman, the reality is if
12 we're going to have a major project come,
13 they're going to need gas, and we might as well
14 deal with it up front. That's not something
15 that we have to specifically call a meeting
16 for.

17 MR. KILGORE: Right.

18 MR. RUFF: So I would, therefore, move
19 that we accept the recommendation which is that
20 the Committee recommended to the Commission for
21 approval of Community & Business Lending
22 Program or loan, as described this day by
23 staff, the Commission, the Committee's
24 discussion, and the Committee direct staff to
25 research additional funding opportunities that

1 may be appropriate for this project and
2 recommendation subject to the conditions
3 described by staff and the Commission enter
4 into a customary loan agreement and appropriate
5 performance qualified by secured
6 appropriations.

7 DELEGATE KILGORE: Do we have a motion?
8 Just -- any discussion on that?

9 SECRETARY MERRICK: Mr. Chairman, I would
10 say that staff further recommends that the
11 Commission direct the staff to look into federal
12 and state incentive programs. I wholeheartedly
13 believe that we should continue to look into
14 federal assistance for this type of
15 infrastructure that's available. I don't know
16 if you want to make that part of the motion.

17 DELEGATE KILGORE: Yes. I think we -- it
18 was part of it to research additional loan and
19 funding opportunities that may be appropriate
20 for this project. And I think for the
21 Secretary's sake, make sure we try to get the
22 federal, our federal friends to pay for a lot of
23 it. Do a CR.

24 All right. I have a motion -- anymore
25

1 discussion? (None.)

2 All those in favor say aye. (Ayes.)

3 Opposed (None.) Motion carries. All
4 right, Jordan.

5 MR. BUTLER: All right. Our third and
6 final item comes from the Grayson County
7 Economic Development Authority. This is for
8 performance period extension and request for
9 modification of agreement terms, relief from
10 clawback.

11 This is a Tobacco Region Opportunity Fund
12 grant for \$385,000 that was awarded to the
13 Grayson County Economic Development Authority
14 for Oak Hall Industries.

15 The original performance period was
16 December 2014 through December 2017. The award
17 disbursed prior to performance and the company
18 promised to create 100 jobs with an average
19 salary of \$22,880 as well as private taxable
20 investment of \$1.2 million. At its May 2021
21 meeting the Commission approved a final
22 performance extension through June 30, 2022 for
23 a total performance period of 7 1/2 years for
24 the project.

25 Staff finds that the company has met 100%

1 of its private taxable investment obligation
2 and has so earned that half of the grant.

3 The company, however, has not met its
4 obligations under the agreement related to jobs
5 and wages. Currently, the company has provided
6 46 jobs, but the wages fall short of those
7 promised. When a company doesn't meet the
8 quarterly aggregate payroll promised, the
9 Commission reduces the qualifying employees or
10 jobs created in proportion to the shortfall in
11 quarterly aggregate payroll. And so when that
12 method is applied to the current project the
13 result is that the company has produced 15 jobs
14 meaning \$163,625 of the jobs and wages portion
15 of the grant is currently unearned and required
16 to be returned to the Commission.

17 The locality and company have approached
18 staff requesting an extension of the
19 performance period, to include additional jobs
20 as well as relief from the clawback provision
21 in the agreement. Both the company and
22 locality have submitted letters -- you can see
23 them on page 60 in your books -- related to
24 this request. Both the company and locality
25 make note of the challenges posed by COVID,

1
2 that retaining employees has been difficult and that
3 the clawback would present a financial hardship for
4 the company. Additionally, the company has noted
5 that it is willing to solidify its presence in the
6 community with a five-year extension of their lease
7 in return for forgiveness of the \$163,625 clawback
8 amount.

9 Staff doesn't believe it's appropriate to make
10 a recommendation in this case, but notes that the
11 locality and company have been responsive,
12 accessible and open regarding the status of the
13 project and the challenges it has faced.

14 DELEGATE KILGORE: I realize the County asked
15 for it to be exempt from the clawback. We
16 did -- I don't think we've done that in a long time.

17 MR. BUTLER: I don't recall.

18 MR. KILGORE: The other option was for an extension;
19 is that correct?

20 MR. BUTLER: The other option would be an
21 extension of the period out to June 30, 2023 to
22 allow them to incorporate some more jobs data and
23 hopefully bring that clawback number down a
24
25

1 little bit.

2 MS. COX: Mr. Chairman, I'm not on the
3 committee with Jordan. I noticed in the letter he
4 states there's been additional hires. Have we
5 calculated those numbers?

6 DELEGATE KILGORE: That would be the
7 additional performance period extension. That
8 would allow the inclusion of those.

9 I think we have someone from Oak Hall here.
10 Is Paul here?

11 PAUL MALONEY: Yes.

12 DELEGATE KILGORE: If you would like to come up
13 and speak to us briefly about this. And I guess
14 another option would be to extend it another year?

15 MR. BUTLER: You could, yes. You could
16 extend it out to 2024 if you like.

17 DELEGATE KILGORE: I'm just trying to give
18 everybody the options they have.

19
20 One is, no, we want our clawback.

21 Two is, we want our clawback but we're
22 willing to include these other jobs so that will
23 reduce the clawback.

24 MR. BUTLER: Correct.

25 DELEGATE KILGORE: If I move it to 2023. And

1 then Number 3, we need to -- okay.

2 Yes, sir.

3 PAUL MALONEY: Thank you for having us
4 this morning. My name is Paul Maloney,
5 President of Oak Hall Cap & Gown. We now
6 employee about 600 people in our small company.
7 100 of which -- we just built a new factory
8 that we had to do down in Plantersville,
9 Mississippi which we employ about 100 or so.
10 We just did that last year.

11 I've only been with the company about two
12 years and nine months so kind of new to the
13 game. I wasn't one of the original people who
14 signed the deal. But I can tell you by
15 researching it Oak Hall has full-filled their
16 capital expenditure right away in the first
17 years. So we're a company that keeps our word.

18 I'm going to handle the (inaudible) today.
19 We've had 308 people in eight years that we
20 have hired in our factory. Of those people,
21 20 percent we lose within the first 30 days.
22 We struggle with a huge opioid drug problem out
23 in this area. People do not come to work.
24 They fill out the forms. Many do not even last
25 six months with us because they just struggle

1 to get out of bed and to show up for work.
2 It's not for lack of trying. I want to let the
3 Committee know that. We do everything we can.
4 Independence has a huge vast -- actually Mannie
5 Cuso (phonetic spelling) runs our factories and
6 set up this factory eight years ago as our
7 opening manager. We've done so many job fairs.
8 We've gone to so many high schools, made so
9 many commitments with people to try to get
10 people in. So it's not for a lack of trying.
11 We just can not retain people. And we have a
12 full roster of all those people plus our
13 current roster which is not 46. It is now 54
14 people. So we want to keep this open.

15 MR. KILGORE: And that's a good number. I
16 know some of you have not been to Independence,
17 Virginia. But 54 individuals employed in
18 Independence, Virginia is probably the largest
19 employer in Independence other than the school
20 system I would think.

21 PAUL MALONEY: I believe we are.

22 And they are all good tax-paying people.
23 Having to pay back this would really cripple
24 us, and we all are trying to get out of the
25 pandemic and Covid. We were not an essential

1 company during that whole time. So actually, we
2 were asked by John Hopkins University to make them
3 medical surgical masks. About 40 to 50 percent of
4 our employees stayed. Many, if you will remember,
5 the fear of just working next to each other, many
6 of those people just took government money and
7 stayed home. We were wiped out in Independence
8 where two of our factories are. They had bare
9 minimum number of people. We were lucky if we had
10 ten in each factory. Wythville was better. Salem
11 was a lot better.

12 So we just ask for your consideration on this.
13 This is not something that was a
14 cost-saving measure. We hire every day. We're
15 trying to get to that number. And so much so that
16 because we couldn't hit the number now we have to
17 have a contract seller that's out in Lebanon,
18 Virginia to help us make our numbers of gowns. So
19 we still, you know, are a vibrant company that
20 produces a lot of jobs for the state, and we want
21 to continue that. But this would really be a
22 burden on us.

23 DELEGATE KILGORE: Is someone here from the
24 County? Yes.

1 STEVE BOYER: Good morning. Steve Boyer.
2 I'm the County Administrator. I've been on the
3 job a total of about six months now. So I came
4 from the federal government. I had 31 years in
5 the federal government. One of things that the
6 government tries to do -- they don't understand
7 the unintended consequences sometimes. And one
8 of the things that's happened is as we
9 incentivize or try to help people who are
10 struggling it causes folks not to work as often
11 as they should. And so what rural America is
12 seeing right now is that we've incentivized
13 people to not show up to work. Certainly,
14 Covid has caused a lot of issues for us. The
15 opioid crisis definitely has caused issues down
16 in rural Virginia. But it's not for -- if you
17 look at the data from Oak Hall, the data is
18 pretty clear. They hired prior to COVID. The
19 numbers were trending in the right direction.
20 Covid took place. People stopped showing up to
21 work. We actually, you know, shut down a lot
22 of plants and factories. And last year in '23
23 they started hiring people again.

24 There are signs all over the county for
25 small businesses to hire. People are not --

1 we're struggling with labor. I think the
2 country is going to have to address that in a
3 different way. So it's not from Oak Hall's --
4 it's not that they've not tried to hire folks.
5 It's not that they're not trying to do job
6 fairs. But the numbers are just not there in
7 the county right now. They are one of our
8 principal employers in Independence. They have
9 options. They have options on what they can
10 do, where they can go, what state they can take
11 employees to. So I would just ask for your
12 consideration here on these issues. Any
13 questions for me?

14 DELEGATE KILGORE: Go ahead.

15 SENATOR RUFF: No, not for you.

16 But if the representative would let me go back.

17 Paul Mahoney: Sure.

18
19 MR. RUFF: The issue of retaining
20 employees is one. Keeping quality folks is the
21 other part. Are we paying enough? The
22 original commitment was 22,880. Is that where
23 you still are? Or you paying people more than
24 that amount?

25 PAUL MALONEY: Oh, it's more than that.

1 Because when I came in that's when the State goes
2 through the major change in its whole federal/state
3 wage. So we are paying people a lot more than we were
4 when they first signed the commitment. So I have that
5 data and have handed that over to Jordan so the
6 Committee can see where our average rates are by every
7 employee. So we hire by minimum, above minimum wage
8 for someone who has no experience that's just going to
9 learn on the job. Then if someone comes as someone
10 that has five years experience or more they start at a
11 much higher rate hourly, and so on and so forth. We
12 also have four management people that are in the
13 numbers.

14 SENATOR RUFF: So your total payroll at this
15 point is what?

16 PAUL MALONEY: We can submit that to you. I don't
17 have it off the top of my head.

18 SENATOR RUFF: Mr. Chairman, I think the money
19 that we need to consider is it was a commitment for
20 100 jobs at \$22,880. If it's fewer jobs at higher
21 salary you may have the same basic numbers so I think
22 we ought to really consider giving them another year.
23
24
25

1 DELEGATE KILGORE: I think maybe Jordon has a
2 hand on that. Maybe staff or somebody can check
3 and see what the average wage is there.

4 PAUL MALONEY: Sure. And we can submit
5 that later on this day. We can email it to
6 Jordan. I did not put that on the paper
7 because that's private information, but we can
8 do that. I gave you all the names and their
9 dates of hire.

10 DELEGATE KILGORE: How many other manufacturing
11 facilities or locations do you have in Virginia?

12 PAUL MALONEY: We have five all together.
13 So we have the plant in Independence. We have
14 the plant in Chilhowie right up the road,
15 Wytheville right up the road from Independence,
16 and then Salem which is our main office which we
17 have sellers in. And our warehouse is in
18 Roanoke. And then we employee the other company
19 to help us out.

20 DELEGATE KILGORE: And do you have a
21 company in Lebanon?

22 PAUL MALONEY: Lebanon, correct.

23 DELEGATE KILGORE: I know of that one.

24 PAUL MALONEY: So six all together.
25

1 DELEGATE KILGORE: Well, thank you for your
2 commitment to the company.

3 PAUL MALONEY: Thank you so much. And I
4 thank you for your consideration and your time
5 today.

6 DELEGATE KILGORE: All right. Just a second.

7 SENATOR RUFF: We are talking about whether a
8 year is enough. And it may be enough. But
9 maybe we ought to be factoring in what the pay
10 level is as part of that consideration.

11 SENATOR KILGORE: I agree. And maybe
12 extend it a year but with the opportunity to
13 examine it in a year and see where we are. I'd
14 like to do that.

15 Any other questions or comments? (None.)

16 Is there a motion?

17 MR. PACE: Mr. Chairman, I do have a
18 question before a possible motion. If we were
19 to grant a year extension that would be
20 included in that extension, those concerns we
21 have?

22 SENATOR KILGORE: Right.

23 MR. PACE: So I'm not in favor of clawback
24 pay back, partial pay back. But I think maybe
25 I'll try to make a motion here that we grant --

1 I'll try Mr. Chairman -- I move that we grant an
2 extension until June 30, 2023.

3 DELEGATE KILGORE: You mean 2024?

4 MR. PACE: 2024. I know we can't
5 (inaudible). I'll change it to 2024 though.

6 DELEGATE KILGORE: With the condition that
7 staff look at the pay level and keep track of the
8 job creation.

9 And that's incumbent on the company to make
10 sure that they don't wait until next year to contact
11 staff. Make sure that you have talked to them once
12 a month or something to let them know where we are
13 so we know what's going on. That's not part of the
14 motion. It's just, clearly, advice.

15
16 I have a motion. And a second? UNIDENTIFIED:

17 (Nods head.)

18 DELEGATE KILGORE: Anymore discussion? (None.)

19 All those in favor say aye. (Ayes.) Opposed?

20 (None.)

21 Thank you.

22 MR. BUTLER: That's it for me. That's all
23 I have for you.

24 DELEGATE KILGORE: All right. We have Stephen
25

1 Versen, our Deputy Director. Any other business?

2 MR. VERSEN: Very, very limited. I just
3 wanted to call on Secretary Merrick's suggestion
4 on receiving additional federal funding.

5 We all the know there's an unprecedented
6 amount of money coming from Washington. And we
7 just want to make mention that the direction from
8 staff working with all our partners is to secure
9 as much of that funding as you can for the
10 factories, particularly the places of sites, work
11 with partners of the EAA, ARC and otherwise. And
12 we're thrilled with the investment that Virginia
13 is making to the Virginia Business Ready Sites
14 Program. We've had a lot of terrific discussions
15 with the leadership of that program, and we're
16 very optimistic about our ability to further
17 leverage the Commission funds to bring in federal
18 and state dollars through our industrial sites.

19
20 MR. KILGORE: Thank you.

21 Secretary Merrick.

22 SECRETARY MERRICK: Thank you. And along those
23
24
25

1 lines my understanding is that the
2 establishment of the foundation will assist the
3 Tobacco Commission in this goal of getting more
4 than Virginia's fair share of those federal
5 grants. And we'll be talking about that later.

6 MR. CAMPOS: Correct, Secretary. The
7 foundation will be doing a lot of that work.
8 And we're looking forward to aggressively
9 pursuing those data. Just because there is, as
10 mentioned, there is a lot of funding. Once in
11 a lifetime. And we should and we will get our
12 fair share.

13 DELEGATE KILGORE: All right. Any other
14 business? (None.)

15 SECRETARY MERRICK: No, Mr. Chairman.

16 DELEGATE KILGORE: All right. So this
17 meeting is adjourned.

18
19
20 PROCEEDINGS CONCLUDED AT 9:31 A.M.
21
22
23
24
25

1 CERTIFICATE OF THE COURT REPORTER

2
3 I, Mary E. Donivan, Court Reporter and
4 Notary Public for the State of Virginia at Large, do
5 hereby certify that I was the Court Reporter who
6 took down and transcribed the proceedings of the
7 VIRGINIA INCENTIVES & LOANS COMMITTEE Meeting, when
8 held on Thursday, October 12, 2023 at 9:00 a.m. at
9 Blackstone Inn, 707 4th Street, Blackstone,
10 Virginia.

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

14 Given under my hand this 20th day of
15 October, 2023.

16
17
18 _____
19 Mary Elizabeth Donivan

20
21 Virginia Notary Registration No. 270874

22 My commission expires
23 May 31, 2024
24
25

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