



Grayson County Economic Development Authority

P. O. Box 217; Independence, VA 24348

September 19, 2023

MEETING MINUTES

Members Present

Christopher J. Butler
Todd Cannaday
Justine Jackson-Ricketts
Gary Rascoe
Elizabeth Hash
Jonathan Warren
Jason Baumgardner
Darin Young

Staff Present

Stephen A. Boyer
Mitchell L. Smith
Nikki C. Edwards
Deb Jones

Members Absent

Staff Absent

ROLL CALL

Mr. Butler, Chair, opened the meeting; noted that Ms. Jackson-Ricketts is unable to attend and will participate by zoom; called roll and determined a quorum is present.

APPROVAL OF MINUTES

Mr. Warren made the motion to approve the regular meeting minutes of August 15, 2023; duly seconded by Mr. Baumgardner. Motion carried 8-0.

Mr. Butler requested to amend the agenda to add Gold Hill Cidery funding options under old business. Mr. Cannaday made the motion; duly seconded by Mrs. Hash. Motion carried 8-0.

FINANCIAL REPORT

Mrs. Edwards gave the following financial report (listed below) and noted the savings of \$8,183.33 on the regional strategic plan and payment of \$16,816.67. Since the last meeting we've received 3 payments for Oak Hall rent, with added interest, the ending balance is \$910,715.74 and have also received all loan payments for Grayson Mill Works. Mrs. Edwards also noted the expenditures for Mt. Rogers School is in regards to the demolition reimbursement of \$19,656.80 (line 49) that's due back to the EDA. Mrs. Hash asked that in the future items like this be notated with an asterisk and an explanation. Mrs. Edwards suggested a separate sheet for encumbered items and she will draft something up. Mrs. Hash made the motion approve the financials; duly seconded by Mr. Rascoe. Motion carried 8-0.

Economic Development Funds
Grayson County, Virginia

As of 9/18/2023

	A	B	C	D	E	F	G	H
	Date	Vendor	Description	Amount Recived	Amount Encumbered	Amount Spent	Savings (if any)	Balance
3	5/31/2022		Balance	\$ 742,228.74				\$ 742,228.74
4	6/9/2022	Cresthaven Farms, Inc	Feasibility Study - Creamery			\$ 10,000.00		\$ 732,228.74
6	7/5/2022	Grayson Millworks	Loan Repayment	\$ 709.00				\$ 732,937.74
7	7/6/2022	McAllister Mills	clawback of grant funds; to be held for Tobacco Commission (Pass Through)	\$ 2,893.36	\$ 2,893.36			\$ 732,937.74
8	7/15/2022	Va Foundation of Ag	Feasibility Study - Ag/Multi-Use Facility		\$ 9,000.00	\$ 1,000.00		\$ 724,937.74
9	7/19/2022	Oak Hall Rent	Return on Investment	\$ 3,010.41				\$ 727,948.15
10	7/29/2022	Interest		\$ 991.50				\$ 728,939.65
11	8/8/2022	Grayson Millworks	Loan Repayment	\$ 709.00				\$ 729,648.65
12	8/16/2022	MRRP (formerly V/AA) BRCEDA	regional strategic plan		\$ 25,000.00	\$ 16,816.67	\$ 8,183.33	\$ 729,648.65
13	8/23/2022	Oak Hall Rent	Return on Investment	\$ 3,010.41				\$ 732,659.06
14	8/31/2022	Interest		\$ 1,301.37				\$ 733,960.43
15	9/6/2022	Grayson Millworks	Loan Repayment	\$ 709.00				\$ 734,669.43
16	9/8/2022	NRV Sheep & Goat club	wool baler			\$ 5,000.00		\$ 729,669.43
17	9/20/2022	Oak Hall Rent	Return on Investment	\$ 3,010.41				\$ 732,679.84
18	9/30/2022	Interest		\$ 1,486.28				\$ 734,166.12
19	10/4/2022	McAllister Mills	clawback of grant funds; to be held for Tobacco Commission	\$ 3,000.00	\$ 3,000.00			\$ 734,166.12
20	10/14/2022	Oak Hall Rent	Return on Investment	\$ 3,010.41				\$ 737,176.53
21	12/8/2022	Mt Rogers Heritage Center	storm water, survey, engineering, etc		\$ 6,742.90	\$ 8,257.10		\$ 728,919.43
22	10/14/2022	Oak Hall Rent	Return on Investment	\$ 3,010.41				\$ 731,929.84
23	10/31/2022	Interest		\$ 1,877.07				\$ 733,806.91
24	11/7/2022	Grayson Millworks	Loan Repayment	\$ 709.00				\$ 734,515.91
25	11/16/2022	Oak Hall Rent	Return on Investment	\$ 3,010.41				\$ 737,526.32
26	12/19/2022	Oak Hall Rent	Return on Investment	\$ 3,010.41				\$ 740,536.73
27	12/30/2022	Interest		\$ 2,536.30				\$ 743,073.03
28	1/5/2023	Grayson Millworks	Loan Repayment	\$ 709.00				\$ 743,782.03
29	1/31/2023	Interest		\$ 2,727.30				\$ 746,509.33
30	2/3/2023	Oak Hall Rent	Return on Investment	\$ 3,010.41				\$ 749,519.74
31	2/7/2023	AFID Grant - NRV Sheep & Goat	wool baler project	\$ 7,500.00				\$ 757,019.74

32	6/26/2023	Transfer from County		\$ 290,000.00				\$ 1,047,019.74
33	2/9/2023	Mt Rogers Heritage Center	engineering, etc			\$ -		\$ 1,047,019.74
34	2/21/2023	NRV Sheep & Goat club	wool baler			\$ 7,500.00		\$ 1,039,519.74
35	2/28/2023	Interest		\$ 2,565.97				\$ 1,042,085.71
36	3/6/2023	Oak Hall Rent	Return on Investment	\$ 3,010.41				\$ 1,045,096.12
37	3/6/2023	Grayson Millworks	Loan Repayment	\$ 709.00				\$ 1,045,805.12
38	3/9/2023	BRCEDA	Strategic Plan			\$ 6,050.00		\$ 1,039,755.12
39	3/9/2023	Mt Rogers Heritage Center	engineering, etc			\$ 1,512.00		\$ 1,038,243.12
40	3/20/2023	Oak Hall Rent	Return on Investment	\$ 3,010.41				\$ 1,041,253.53
41	3/21/2023	Mt Rogers Heritage Center	demolition			\$ 119,656.80		\$ 921,596.73
42	3/31/2023	Interest		\$ 2,925.85				\$ 924,522.58
43	4/5/2023	Grayson Millworks	Loan Repayment	\$ 709.00				\$ 925,231.58
44	4/13/2023	Mt Rogers Heritage Center	engineering, etc			\$ 1,500.00		\$ 923,731.58
45	4/13/2023	Tri Area Community Health	xray machine			\$ 61,000.00		\$ 862,731.58
46	4/17/2023	Oak Hall Rent	Return on Investment	\$ 3,010.41				\$ 865,741.99
47	4/28/2023	Interest		\$ 2,913.89				\$ 868,655.88
48	5/5/2023	Grayson Millworks	Loan Repayment	\$ 709.00				\$ 869,364.88
49	9/14/2023	Transfer from County	reimbursement for demo	\$ 19,656.80				\$ 889,021.68
50	5/22/2023	Tobacco Commission	RPM passthrough	\$ 252,225.00				\$ 1,141,246.68
51	5/31/2023	LGIP Interest - May	Interest	\$ 3,148.49				\$ 1,144,395.17
52	6/5/2023	Grayson Millworks	Loan Repayment	\$ 709.00				\$ 1,145,104.17
53	6/6/2023	AFID Grant - NRV Sheep & Goat	Wool Baler	\$ 5,000.00				\$ 1,150,104.17
54	6/8/2023	BRCEDA	Strategic Plan			\$ 6,050.00		\$ 1,144,054.17
55	6/8/2023	RPM-Passthrough from TRRC	Complete Performance Agreement			\$ 252,225.00		\$ 891,829.17
56	6/27/2023	Oak Hall Rent	Return on Investment	\$ 3,010.14				\$ 894,839.31
57	6/30/2023	LGIP Interest - June	Interest	\$ 3,114.26				\$ 897,953.57
58	7/5/2023	Grayson Millworks	Loan Repayment	\$ 709.00				\$ 898,662.57
59	7/31/2023	LGIP Interest - July	Interest	\$ 3,278.96				\$ 901,941.53
60	8/7/2023	Grayson Millworks	Loan Repayment	\$ 709.00				\$ 902,650.53
61	8/9/2023	Oak Hall Rent	Return on Investment	\$ 3,010.14				\$ 905,660.67
62	8/14/2023	Oak Hall Rent	Return on Investment	\$ 3,010.14				\$ 908,670.81
63	8/23/2023	BRCEDA	Strategic Plan			\$ 4,716.67		\$ 903,954.14
64	8/23/2023	BRCEDA	Strategic Plan Training			\$ 324.50		\$ 903,629.64
65	8/24/2023	LGIP Interest - August	Interest	\$ 3,366.69				\$ 906,996.33
66	9/5/2023	Grayson Millworks	Loan Repayment	\$ 709.00				\$ 907,705.33
67	9/13/2023	Oak Hall Rent	Return on Investment	\$ 3,010.41				\$ 910,715.74

PRESENTATION(S)/REPORTS

- o Tracy Cornett – Wellspring Grant Information - noted Wellspring of Southwest Virginia was created in 2021 when they sold some stock in Johnston Memorial Hospital – they address challenges of rural areas including health, children of families, workforce development, education and economic development. On November 8, 2023 from 10am – 2pm at the Whitetop Community Center, they will hold a Wellspring Grant Seminar. They would like to have more applications in the Grayson County area. Typically, they are \$25K grants. The public and the EDA members are invited to attend.

- o John Fant – Comprehensive Plan Discussion – explained and discussed the recommendations from the Ag Advisory Committee and proposals to partner with the EDA on some of the Comprehensive Plan tasks going forward (see the documents below). These plans will be presented to the Planning Commission for consideration into the Comprehensive Plan for Grayson County. Mrs. Young noted that the top 3 tasks are Land Conversion, Tax Incentives and Marketing Strategy. Discussion took place and Mr. Rascoe will meet with Mr. Boyer for a few minutes before the next meeting.

Task	Start Date	Status	Responsible Party	Description
Agriculture Economic Development Plan		Ongoing	Ag Eco Dev Dept	<ul style="list-style-type: none"> • Updated every 5 years, reviewed every year on progress • Focus on top 3 priorities via Ag Initiatives: Land Conversion/Transition, Marketing Strategy, Explore Tax Incentives
Explore Tax Incentives	4/1/2021	In progress/Ongoing	EDA, Ag Eco Dev, County Admin, Mt Rogers Reg Partnership, Commissioner of Revenue	<ul style="list-style-type: none"> • Summarize existing incentives programs • Emphasize agribusiness development within EDA • Study implications of use-value taxation as an additional incentive program
Marketing Strategy		In progress	Cooperative Extension Svc., Ag Eco Dev, Mt Rogers Reg Partnership, County Admin	<ul style="list-style-type: none"> • Educate producers on best options to market products and marketing options • Assist producers with greater market access – new markets, aggregation and distribution of products
Integrating Ag in Education/Community		In progress	Career & Technical Education staff, New River Soil & Water Conservation District, Dept of Forestry, Cooperative Extension Svc., Farm Bureau	<ul style="list-style-type: none"> • Promote and recruit agricultural related internship opportunities • Seek funding for paid internships • Expand Agricultural Education opportunities beyond traditional audiences (elementary age, homeschool, non-farm public) • Partner with Farm Bureau to provide Ag in the classroom program • New/Beginning Farmer Programs • Veteran Farmer Programs
Multi-use Facility/Campus	4/1/2022	In progress	Elk Creek Community Campus board	<ul style="list-style-type: none"> • Complete Feasibility Study • Support as recommended by study
Sustainable Forestry		In progress/ongoing	Department of Forestry, Cooperative Extension Svc., County Admin	<ul style="list-style-type: none"> • Promote white pine reforestation • Promote hardwood/oak management • Continuous monitoring for existing and new invasive threats
Niche Products			Ag Eco Dev, Cooperative Extension Svc., County Admin	<ul style="list-style-type: none"> • Aide producers in applying for specialty crop grants • Increase exposure to local, niche products
Water Quality/Riparian Buffers		In progress/Ongoing	New River Soil & Water Conservation District, Agriculture Advisory Committee	<ul style="list-style-type: none"> • Promote educational programs • Aide NRCS, SWCD in seeking additional administrative funding support
Land Conversion			County Admin, Cooperative Extension Svc., Ag Eco Dev, Department of Forestry, GC Planning Commission, Commissioner of Revenue, Grayson Co EDA, Farm Bureau	<ul style="list-style-type: none"> • Develop a plan to conserve prime farmland and forestland • Explore impact of alternative land use (solar/wind energy generation, residential, etc.) • Study implications of use-value taxation as tool to manage land conversion • Explore Agricultural Districts program
Agricultural Public Relations			Agriculture Advisory Committee, Cooperative Extension Svc., Ag Eco Dev	<ul style="list-style-type: none"> • Create awareness of agricultural issues • Promote unbiased informational resources
Generational Transition			Cooperative Extension Svc., Farm Bureau, VDACS, Department of Forestry, VA Outdoors Foundation, VA Tech	<ul style="list-style-type: none"> • Educate land owners on estate planning, farm transition

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OLD BUSINESS

- Crethaven Creamery – Reimbursement to EDA – Mr. Butler, Chair, noted that he and staff are on the same page and a letter will be sent out in the near future.
- Gold Hill Cidery – Mr. Butler, Chair, noted that the equipment being considered is \$50K. Mrs. Young reached out to Sara Lamb of the Southwest Virginia Grant Program for discussion on a possible grant up to \$56K through Agri-Business or Small Business for \$30K. Ms. Jones explained they suggested applying for the higher amount, then once they review the applications, they will decide which one it applies to. The grant is due October 10 and could take 2-3 months for approval. Mr. Britt will attend the October 17, 2023 EDA meeting.

NEW BUSINESS

- Discussion of purchase of property in Independence – Mr. Sawyer of RPM reached out to Mrs. Black, Planning & Community Development Director of Grayson County regarding development of what is left of the Grayson Garment Building – Mr. Butler asked if the EDA members are ok with he and Mr. Cannaday reaching out to Mr. Sawyer to have a discussion. Consensus of the Authority is to move forward.
- Funding of Angie’s Diner – Mr. Butler noted that Ms. Byrum would like to start a Café and Pub in the building next to the Mexican Restaurant and is requesting

money to redo the floors in the building. She would be looking at 4 full time and adding from there. Discussion took place and Mr. Butler will ask her to come to the next meeting a present to the Authority.

- BRCEDA Plan – Mr. Butler inquired on when the EDA could meet regarding the BRCEDA plan – after some discussion, September 25, 2023 at 4pm was chosen.

EXECUTIVE SESSION

None

ADJOURN

Mr. Cannaday made the motion to adjourn; duly seconded by Mrs. Hash.
Motion carried.