



**BOARD OF SUPERVISORS
WORK SESSION
Tuesday, September 15, 2020 – 4:30 PM**

**Gallery Room - Chatham Community Center
115 South Main Street,
Chatham, Virginia 24531**

AGENDA

- 1. CALL TO ORDER (4:30 PM)**
- 2. ROLL CALL**
- 3. AGENDA ITEMS TO BE ADDED**
- 4. APPROVAL OF AGENDA**

For the citizens' convenience, all Work Session and Committee Meetings are now being recorded and can be viewed on the same YouTube location as the Board of Supervisor's Business Meetings. Please remember that the Board's Work Session is designed for internal Board and County Staff communication, discussion, and work. It is not a question and answer session with the audience. Accordingly, during the Work Session, no questions or comments from the audience will be entertained. Respectfully, any outbursts or disorderly conduct from the audience will not be tolerated and may result in the offending person's removal from the Work Session. As a reminder, all County citizens, and other appropriate parties as designated by the Board's Bylaws, are permitted to make comments under the Hearing of the Citizens' Section of tonight's Business Meeting.

- 5. PRESENTATIONS**
 - a. Department Head Spotlight (Economic Development); (Staff Contact: Susan McCulloch); (20 minutes)
- 6. STAFF, COMMITTEE, AND/OR CONSTITUTIONAL OFFICER REPORTS**
 - a. Finance Committee Recommendations (Staff Contact: David M. Smitherman); (10 minutes)
- 7. BUSINESS MEETING DISCUSSION ITEMS**
- 8. CLOSED SESSION**

- a. Consultation with legal counsel employed or retained by a public body regarding specific legal matters requiring the provision of legal advice by such counsel.

- (1) Legal Authority: Virginia Code § 2.2-3711(A)(8)

- Subject Matter: Franklin County/Cool Branch Fire and EMS Service

- Purpose: Consultation/Advice from Legal Counsel Regarding Related Contract Negotiations

- b. Discussion concerning a prospective business or industry or the expansion of an existing business or industry where no previous announcement has been made of the business' or industry's interest in locating or expanding its facilities in the community.

- (1) Legal Authority: Virginia Code § 2.2-3711(A)(5)

- Subject Matter: Project Matterhorn

- Purpose: Economic Development Update on Potential Unannounced Business or Industry

9. RETURN TO OPEN SESSION & CLOSED SESSION CERTIFICATION

- a. Closed Session Certification

10. ADJOURNMENT



Board of Supervisors
EXECUTIVE SUMMARY

INFORMATION ITEM

Agenda Title:	Department Head Spotlight (Economic Development); (Staff Contact: Susan McCulloch); (20 minutes)		
Staff Contact(s):	Susan McCulloch		
Agenda Date:	September 15, 2020	Item Number:	5.a
Attachment(s):	Economic Development Dept Presentation 9.15.2020		
Reviewed By:			

Susan McCulloch, Economic Development Project Manager, will provide the Board the latest installment in the County's Department Head Spotlight. She will inform the Board on the happenings in the County's Economic Development Department.

Pittsylvania County Economic Development Presentation

Matthew D. Rowe, Director
September 15, 2020

Department Overview

- ▶ Economic Development is simply solving a problem or addressing a need for a given business

- ▶ Staff:
 - ▶ Director: Matthew “Matt” Rowe
 - ▶ Project Manager: Susan McCulloch

- ▶ Department Re-Established December 2015

- ▶ Number of jobs and investments announced and unannounced since December 2015:
 - ▶ 1709 new jobs (over 40% of committed jobs have been realized thus far with 66% expected to be created by 1st qtr. of 2021)
 - ▶ \$538.4M new investment
 - ▶ Danville-Pittsylvania County has been in the US Micropolitan top 10 for economic development activity for the past 3-years

- ▶ Possible / Probable Additional Project Announcements Within Next 6 Months Would Result In:
 - ▶ 804 additional jobs being announced
 - ▶ \$229.5M new investment

Our Regional Team - Teamwork Makes the Dream Work

- ▶ City of Danville Economic Development
- ▶ Towns of Chatham, Gretna, and Hurt
- ▶ Southern Virginia Regional Alliance
- ▶ City of Eden, NC
- ▶ Institute for Advanced Learning and Research
- ▶ Utility Providers
- ▶ Norfolk Southern
- ▶ Danville Regional Foundation
- ▶ Educational Institutions
- ▶ Chamber of Commerce
- ▶ And... Many others...

Southern Virginia is known for its collaboration and partnerships

What We Do:

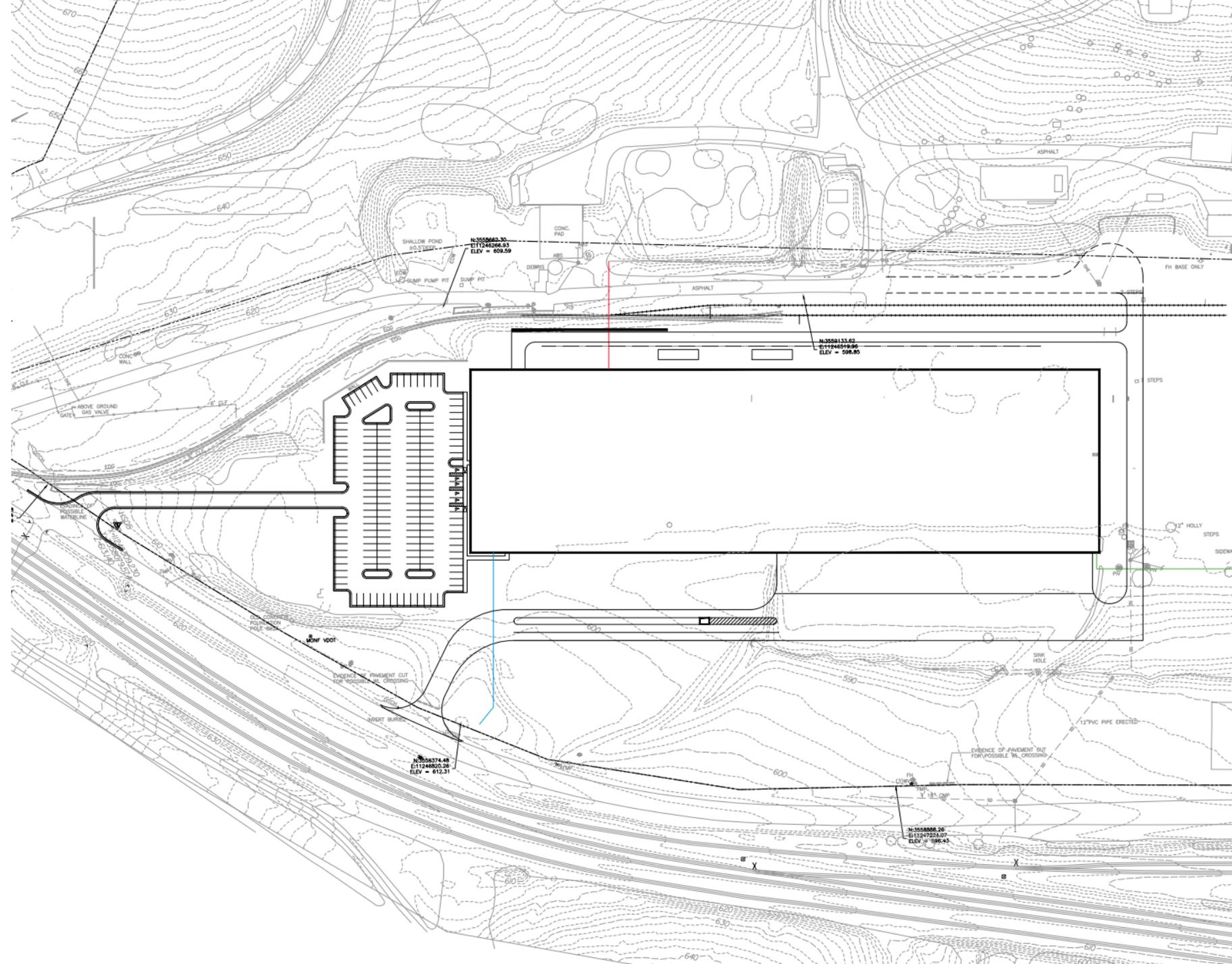
- ▶ Business Retention, Expansion, and Attraction (BRE-A)
 - ▶ Focus on industry target areas
 - ▶ Identify County's strengths and weaknesses
 - ▶ Determine geography / location of market area
 - ▶ Develop networking capacity in those market areas
 - ▶ Host clients
 - ▶ Respond to direct business inquiries
 - ▶ Review credit worthiness of companies
 - ▶ Develop business support packages
 - ▶ Monitor performance of committed companies
 - ▶ Develop marketable sites (buildings and property)
 - ▶ Maintain required confidentiality

What We Don't Do:

- ▶ Pittsylvania County Does not...
 - ▶ Provide funds to any company, domestic or foreign, unsecured in advance of performance... Further, for County-led projects, we do not secure incentives with “assets”. Incentives are provided after performance in the form of tax rebates or per new job created payments - unless a company is willing to provide an irrevocable Letter of Credit for the amount to be forwarded prior to performance.
 - ▶ Enter into performance agreements with “fly-by-night” firms. We require companies to provide financials and we visit their facilities no matter where located. We thoroughly review the company’s history and ensure that their operation will benefit the citizens of the County.
 - ▶ Conduct unnecessary travels. Economic development staff only travels to visit companies IF they have visited the County first OR have met directly with the State economic team OR Governor’s Office.
 - ▶ Announce projects and “walk away” or not monitor performance. The Project Manager monitors quarterly performance of all projects and is in constant communication with those companies.
 - ▶ Ultimately controlling the actions of a company, industry, or market. Every project has risk and the County’s goal is to minimize the risk (or eliminate financial risk). We can only control entering into agreements with solid companies, but the project outcomes are still dependent upon numerous factors lining up perfectly.

A Few Updates...

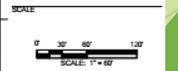
- ▶ Staunton River Plastics, LLC - Company is finalizing plans to construct a 257,400 sq. ft. facility immediately rather than in phases as originally proposed. Groundbreaking is currently scheduled for November due to development permit review.
- ▶ Amthor International has completed its capital investment for the plant expansion. They are continuing to actively hire welders and electricians at the plant.
- ▶ Eastern Panel Manufacturing has exceeded its capital investment commitment and has continued to expand the plant. They are continuing to actively hire workers.
- ▶ PATHS is in the active process of revitalizing its new Chatham Main Street location.
- ▶ Morgan Olson has already completed and exceeded its 3-year capital investment of \$57M and has 344 FTEs as of August 31. The company is expecting to reach close to 700 FTEs by the end of this year / early next.
- ▶ Panaceutics has reached key financing milestones and now has 17 FTEs and is expecting a formal ribbon cutting in October. Additional hiring ramp up will occur throughout the end of the year.
- ▶ Intertape has met and exceeded its project commitment.
- ▶ BGF Industries has located its HQ / Research Center in the Region and now has over 40 employees at the facility with an average wage of \$90,000+ / yr.
- ▶ RealtyLink Development is actively constructing a 100,000 sq. ft. shell building in Cane Creek Centre
- ▶ Suppliers for Morgan Olson are quietly beginning to enter the region.



Arco Design/Build
 Staunton River Plastics
 New Facility
 Main Street
 Hurt, Virginia
 Preliminary

SEAL
 PRELIMINARY DOCUMENTS
 NOT FOR CONSTRUCTION

REVISION



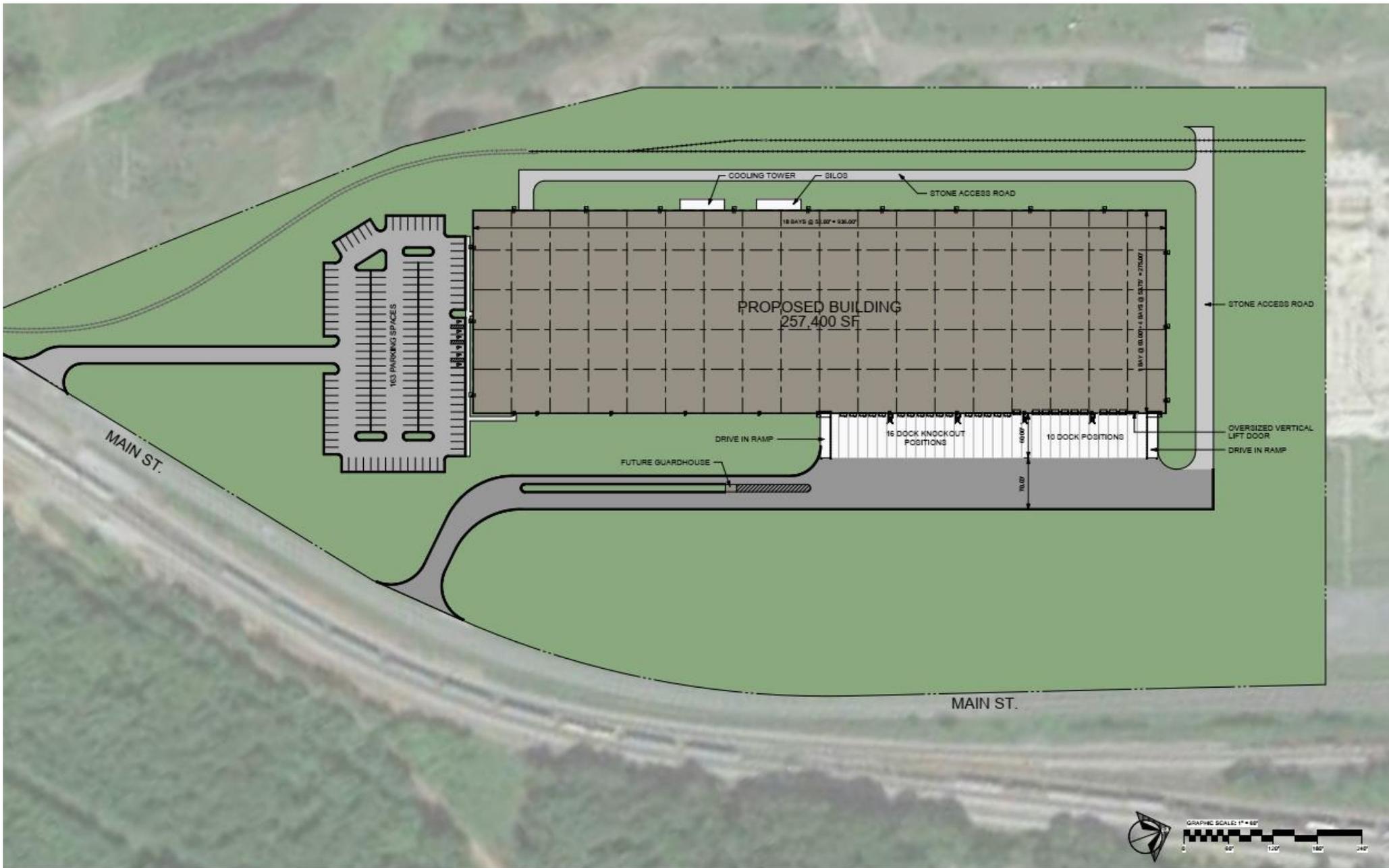
REVISIONS

NO.	DESCRIPTION	DATE

DRAWN BY: MSL
 APPROVED BY: SRH
 CHECKED BY:
 DATE: 01/10/2020
 TITLE:

Site Layout
 Sketch

PROJECT NO. 5912965



STAUNTON RIVER
 PLASTICS
 1155 MAIN ST, ALTAVISTA VIRGINIA

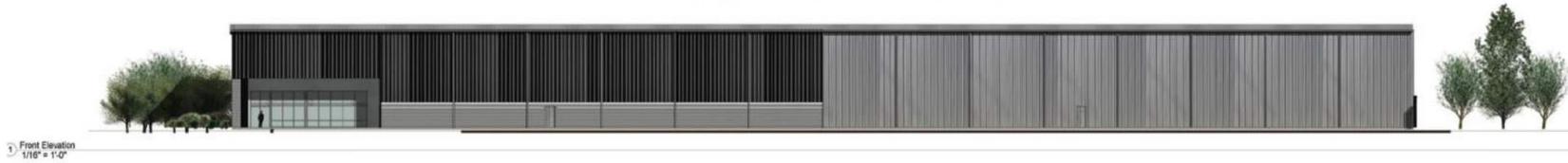
ARCHITECTURAL
 SITE PLAN

D.01

Packet Pg. 11

Attachment: Economic Development Dept Presentation 9.15.2020 (2161 : Department Head

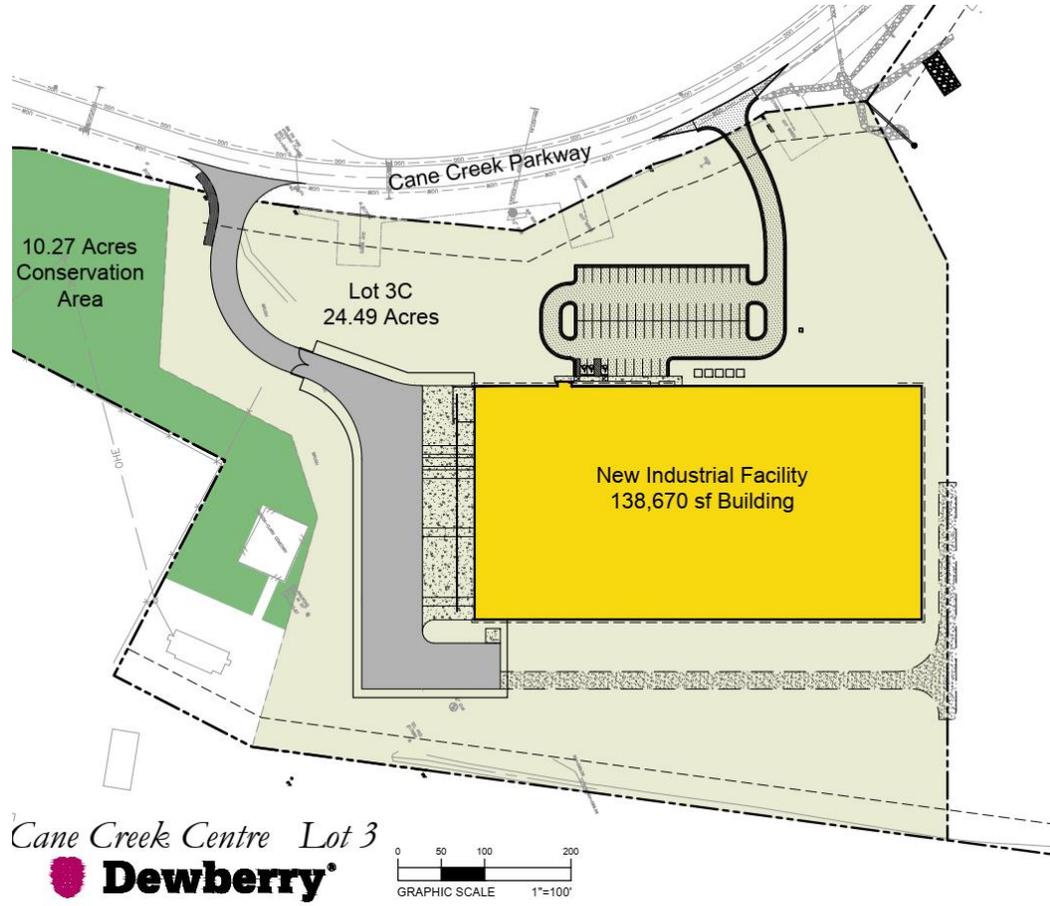
Front View (Proposed 100,000 SF building)



Rear View (Proposed 100,000 SF building)



RealtyLink Development Shell Building



AeroFarms Proposed Facility

SOUTHERN VIRGINIA MEGASITE AT BERRY HILL



**3,500-acre
Tier 5 Certified Mega Site**

[Video](#)



Attachment: Economic Development Dept Presentation 9.15.2020 (2161 : Department Head

SOUTHERN VIRGINIA MEGASITE AT BERRY HILL *Certified Megasite*

Largest Megasite in Virginia
Certified Tier 5 Site by VEDP
160-acres Graded

New direct Connector
Road being planned to
designated I-785

On-site rail: Class 1
Norfolk Southern



DANVILLE CITY
PITTSYLVANIA COUNTY
VIRGINIA

3,500 acres

A platform for growth in Southern Virginia

Water 5 MGD (expandable to 7 MGD)

Sewer 3 MGD (expandable to 4 MGD)

Natural Gas Existing gate with direct access to Transco Gas Line

Power Routing underway for new 138KV redundant feed line capable of delivering 200MW+

Dark Fiber backbone in place with terabyte+ speeds

Raw water access available



DANVILLE REGION

\$75M

Direct investment (land acquisition, infrastructure, etc.)

\$20M

New 138-kV redundant electric transmission line and substation

\$33M

New industrial highway connection to Future I-785.

\$50M

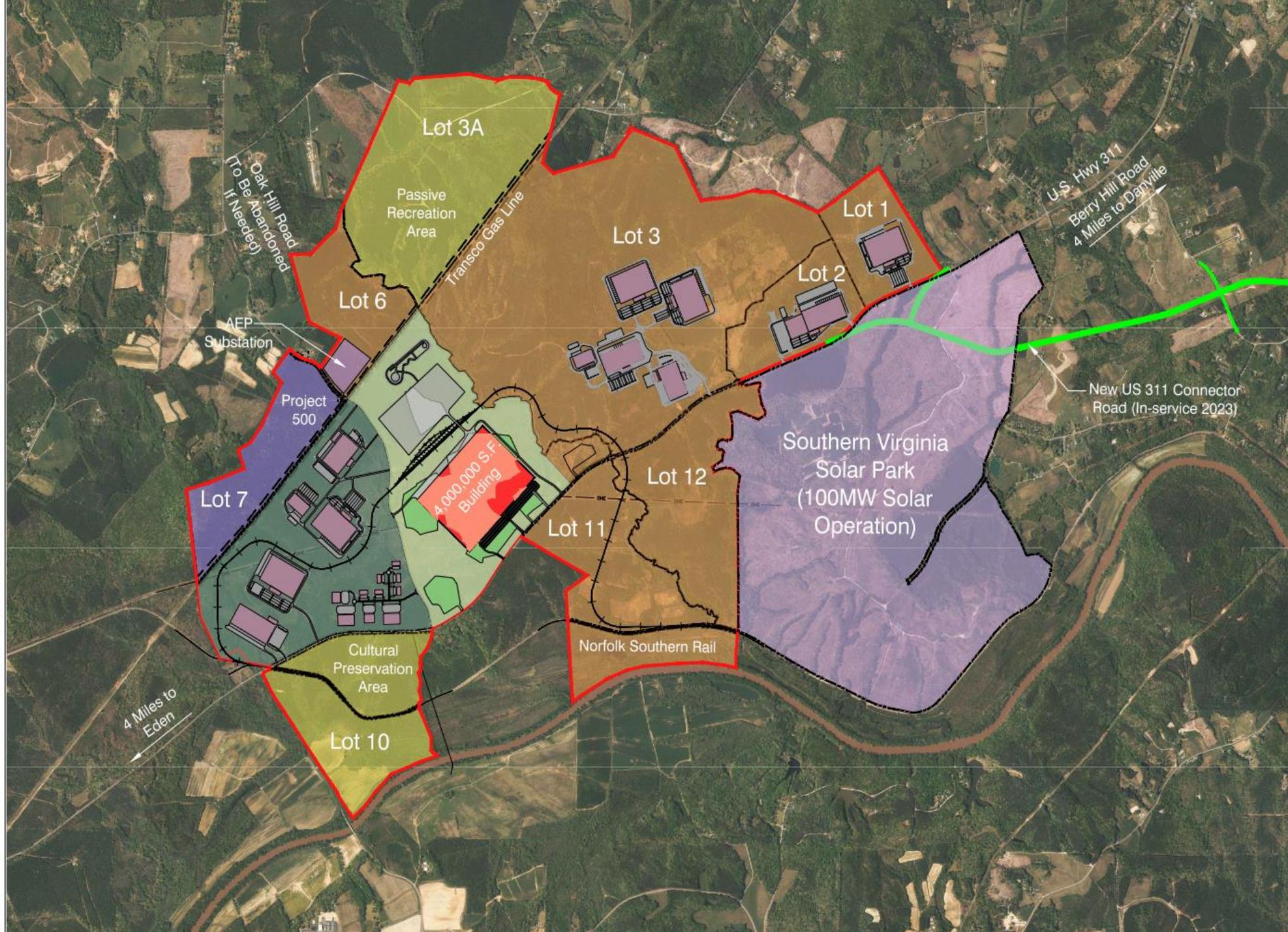
Scalable advanced manufacturing workforce pipeline.

\$25M

New Center for Manufacturing Advancement. Supports rapid launch of new advanced manufacturing operations.

An Over \$200M Investment In Your Future...

Additional Investment
Modify existing graded pad and extend rail spur to meet Company's exact specifications.



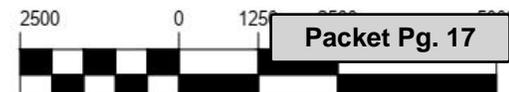
KEY

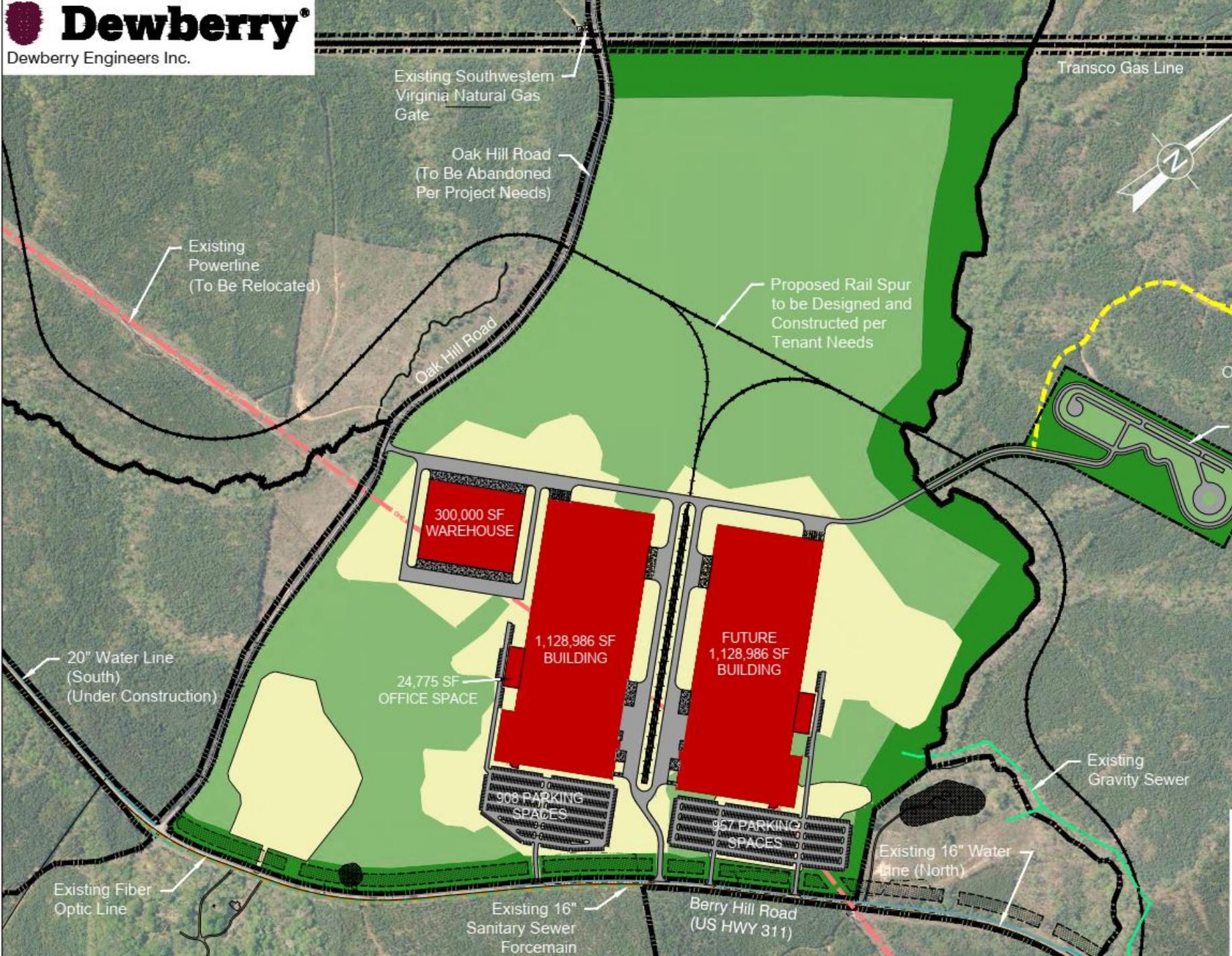
- Proposed 430 Acre Lot
- Additional Available Area (432 Total Acres)
- Existing Projects
- Available Industrial Area
- Preservation and Recreation
- Southern Virginia Solar Park

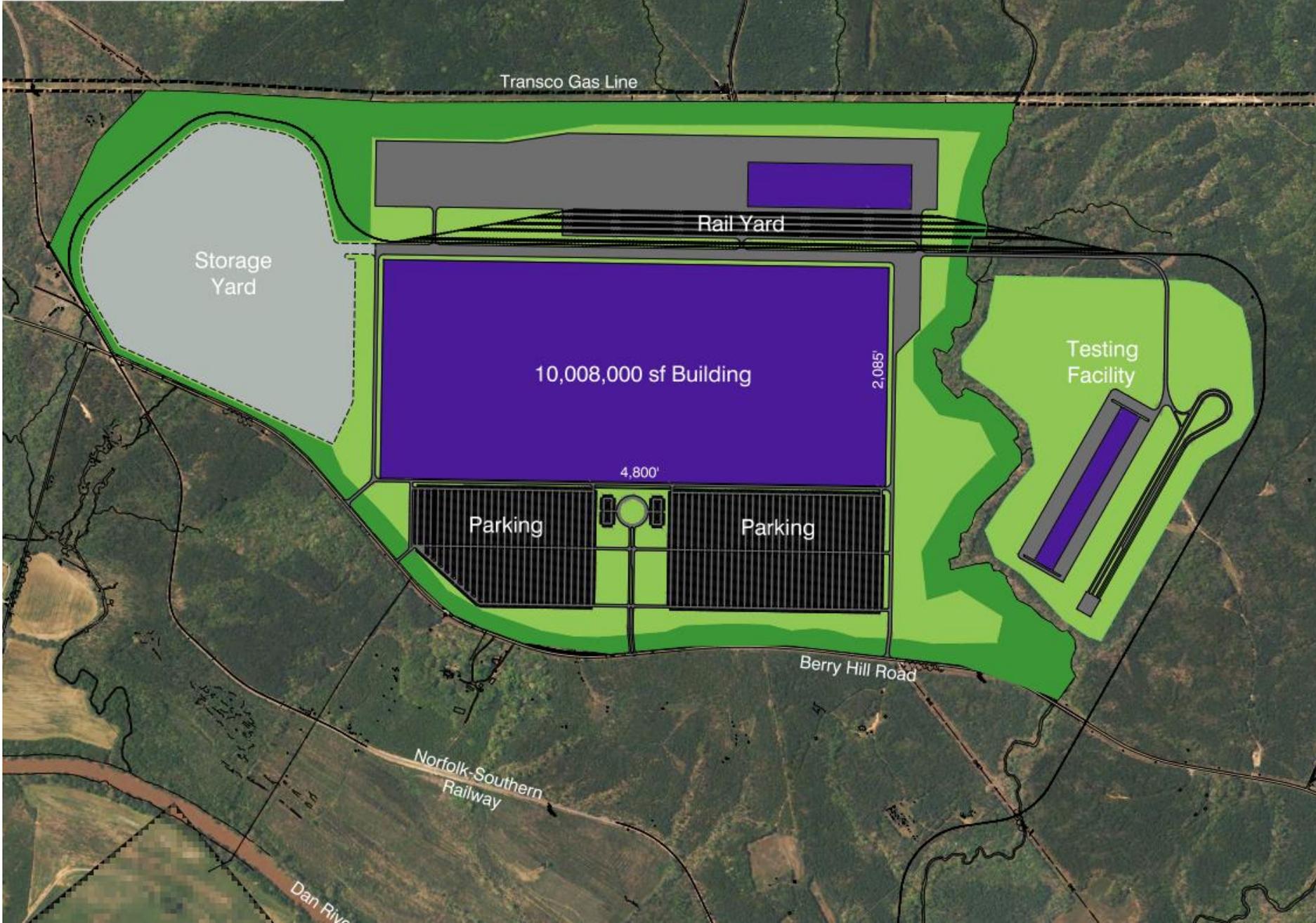
Project

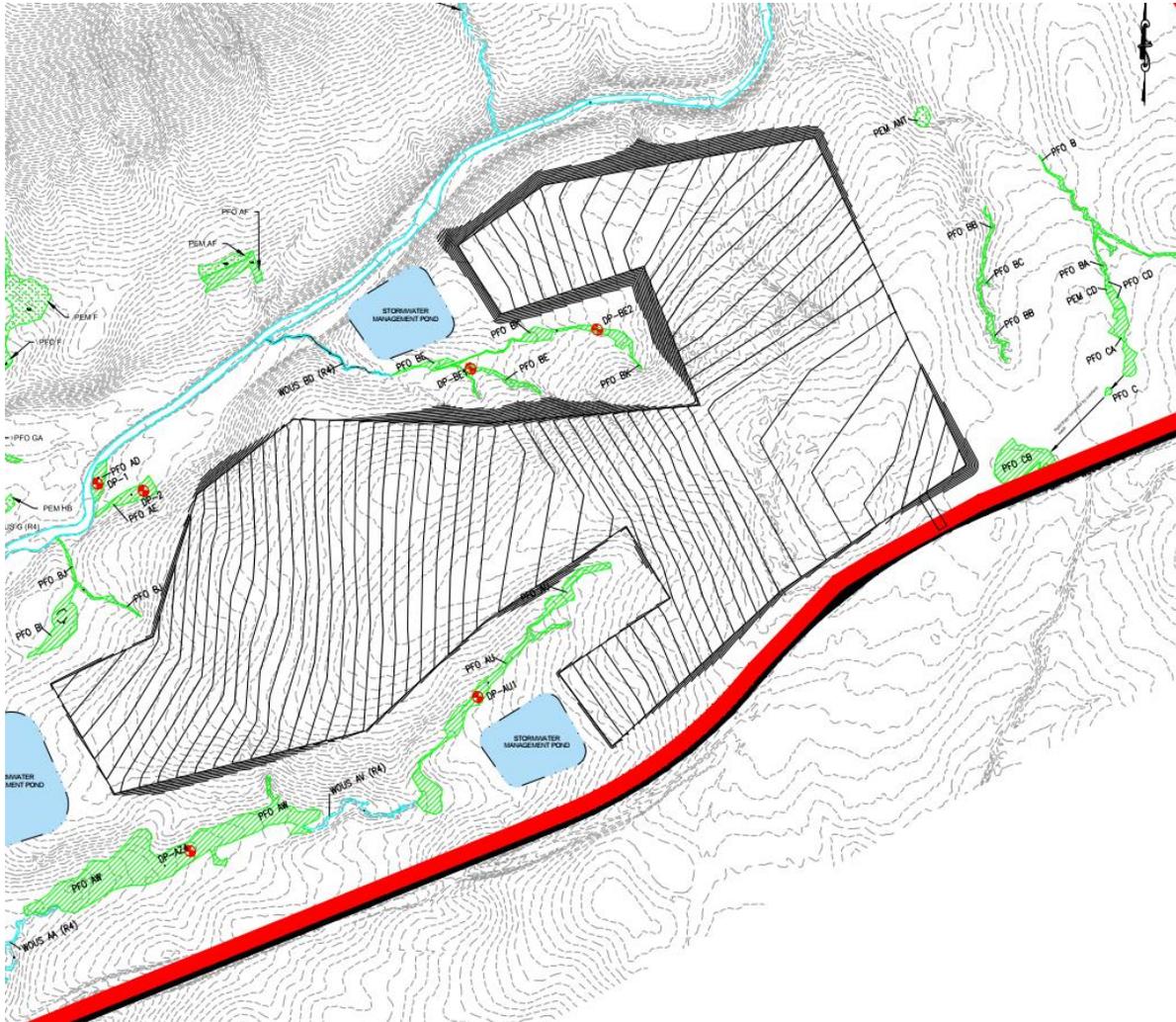
Conceptual Layout - Overall Southern Virginia Megasite at Berry Hill

GRAPHIC SCALE 1"=2500'

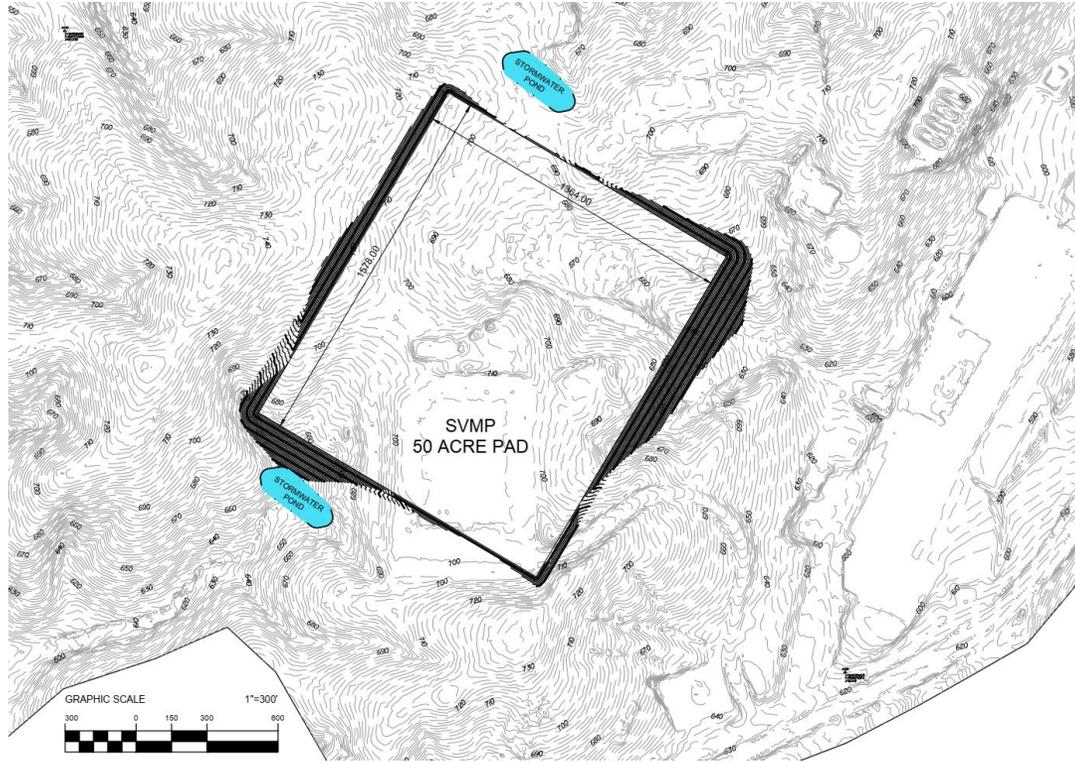








Proposed 65-Acre Megasite Outparcel Pad



Southern Virginia Multimodal Park Lot #2 Pad Proposal

Questions???

Thank you for allowing us to serve you...

Call 434.432.1669 or email matthew.rowe@pittgov.org if we can assist your business in locating to or expanding in Pittsylvania County.



Board of Supervisors
EXECUTIVE SUMMARY
INFORMATION ITEM

Agenda Title:	Finance Committee Recommendations (Staff Contact: David M. Smitherman); (10 minutes)		
Staff Contact(s):	David M. Smitherman		
Agenda Date:	September 15, 2020	Item Number:	6.a
Attachment(s):			
Reviewed By:			

David M. Smitherman, County Administrator, will present the Finance Committee's recommendations to the full Board for potential action at tonight's Business Meeting.



Board of Supervisors
EXECUTIVE SUMMARY

INFORMATION ITEM

Agenda Title:	Consultation with legal counsel employed or retained by a public body regarding specific legal matters requiring the provision of legal advice by such counsel.		
Staff Contact(s):	J. Vaden Hunt, Esq.		
Agenda Date:	September 15, 2020	Item Number:	8.a
Attachment(s):			
Reviewed By:	<i>VH</i>		

- (1) Legal Authority: Virginia Code § 2.2-3711(A)(8)
 Subject Matter: Franklin County/Cool Branch Fire and EMS Service
 Purpose: Consultation/Advice from Legal Counsel Regarding
 Related Contract Negotiations



Board of Supervisors
EXECUTIVE SUMMARY
INFORMATION ITEM

Agenda Title:	Discussion concerning a prospective business or industry or the expansion of an existing business or industry where no previous announcement has been made of the business' or industry's interest in locating or expanding its facilities in the community.		
Staff Contact(s):	Matthew D. Rowe		
Agenda Date:	September 15, 2020	Item Number:	8.b
Attachment(s):			
Reviewed By:	VH		

(1) Legal Authority: Virginia Code § 2.2-3711(A)(5)
 Subject Matter: Project Matterhorn
 Purpose: Economic Development Update on Potential Unannounced Business or Industry



Board of Supervisors
EXECUTIVE SUMMARY
INFORMATION ITEM

Agenda Title:	Closed Session Certification		
Staff Contact(s):	J. Vaden Hunt, Esq.		
Agenda Date:	September 15, 2020	Item Number:	9.a
Attachment(s):			
Reviewed By:			

PITTSYLVANIA COUNTY BOARD OF SUPERVISORS
CLOSED MEETING CERTIFICATION

BE IT RESOLVED that at the Meeting of the Pittsylvania County Board of Supervisors (the "Board") on September 15, 2020, the Board hereby certifies by a recorded vote that to the best of each Board Member's knowledge only public business matters lawfully exempted from the Open Meeting requirements of the Virginia Freedom of Information Act (the "Act") and identified in the Motion authorizing the Closed Meeting were heard, discussed, or considered in the Closed Meeting. If any Board Member believes that there was a departure from the requirements of the Act, he shall so state prior to the vote indicating the substance of the departure. The Statement shall be recorded in the Board's Minutes.

	<u>Vote</u>
Joe B. Davis	Yes/No
Timothy W. Dudley	Yes/No
Ben L. Farmer	Yes/No
William ("Vic") Ingram	Yes/No
Charles H. Miller, Jr.	Yes/No
Ronald S. Scarce	Yes/No
Robert ("Bob") W. Warren	Yes/No