



## ***New River Valley Commerce Park Participation Committee***

**6580 Valley Center Drive, Suite 124**

**Radford, VA 24141**

**Phone (540) 639-1524 FAX (540) 831-6093**

**DATE: April 6, 2011**

### **Bland County**

Lacy (Nick) Asbury

### **Craig County**

Jay Polen

### **Giles County**

Chris McKlarney

### **Montgomery County**

Craig Meadows

### **Pulaski County**

Peter M. Huber

### **Roanoke County**

Doug Chittum

### **City of Radford**

Tim Cox

### **City of Roanoke**

Brian Townsend

### **Town of Dublin**

Doug Irvin

### **Town of Pearisburg**

Kenneth F. Vittum

### **Town of Pulaski**

Morgan Welker

### **Executive Committee:**

Basil Edwards, Chair

City of Radford

Chris McKlarney, Vice-

Chair

Giles County

Shawn Utt,

Secretary-Treasurer

Pulaski County

Jay Polen

Craig County

Brian Hamilton

Montgomery County

**TO: NRV Commerce Park Participation Committee**  
**FROM: Joe Morgan**  
**SUBJECT: Wednesday, April 13, Noon, Meeting Agenda**

A meeting of the New River Valley Commerce Park Participation Committee will be held on **Wednesday, April 13**, at **noon** in the Pete Dye Virginia Tech's River Course Clubhouse, River Room. Lunch will be provided by Bull & Bones Restaurant. *Please mark your calendar and contact us on your plans for attendance.*

- 1. Roll Call and Approval of Agenda**
- 2. Public Comment**
- 3. Approval of the November 10, 2010 meeting minutes (attached pages 2-7)**
- 4. Administrative Staff Report (attached pages 8-11)**
  - a) Commerce Park Update Slide Presentation**
  - b) Quarterly Program of Work Update (attached pages 12-15)**
  - c) Water & Sewer Expansion Update from Regional Planner Christy Straight**
  - d) Former Tenant Ronnie Lester Warrant in Debt Hearing, April 13**
- 5. Other Old Business**
  - a) Update on Surplus Property Disposition:**
    - i. Additional Combined Hunting & Residential Lessee (attached pages 16-21)**
    - ii. Rural Development Perspective on Lot Release Requirements and Positive Appraised Value to Loan Principal Ratio**
  - b) Additional Shares for Water & Sewer Expansion Reserve (attached page 22)**
  - c) Review of Strategic Planning Proposals**
  - d) Review of Real Estate Broker & Transaction Manager Proposals**
  - e) Member Withdrawal or Passive Status Terms**
  - f) Other**
- 6. New Business**
  - a) NRV Economic Development Alliance Marketing Report**
  - b) Commerce Park Administration**
    - i. Memorandum of Understanding with Planning District (attached pages 23-25)**
    - ii. Reduced Basic Executive Director Services (attached pages 26-28)**
  - c) FY 12 Budget Proposal and Adoption (attached page 29)**
  - d) Comprehensive Economic Development Strategy Projects (attached pages 30-31)**
  - e) Insurance Renewal Acceptance (attached pages 32-39)**
  - f) Commerce Park Water Tank Bolting Ceremony – July 11 – August 5**
  - g) Other**
- 7. Closed Session (if needed)**
- 8. Other Business**
- 9. Adjournment**

Next scheduled Commerce Park meeting: Wed., Aug. 10, 2011 at noon, or at a ceremony for the water & sewer expansion construction (July 11 – August 5)

Next VA1st semi-annual meeting: Wed., July 13, 2011 at 4:30 PM

**PLEASE NOTE THE MEETING LOCATION IS THE AT VIRGINIA TECH'S PETE DYE RIVER COURSE CLUB HOUSE, 8400 RIVER COURSE DRIVE, RADFORD, VA 24141 IN THE RIVER ROOM. SEE:**

<http://www.petedyerivercourse.com/content/find-us>

**Virginia's FIRST REGIONAL INDUSTRIAL FACILITY AUTHORITY**  
**New River Valley Commerce Park Participation Committee**  
**Meeting Minutes – November 10, 2010**

**1. Roll Call and Approval of Agenda**

Mr. Edwards, Chairman, called the New River Valley Commerce Park Participation Committee meeting to order on Wednesday, November 10 at 12:00 pm at the New River Valley Airport.

Roll call by member jurisdiction was taken and a quorum determined with the following nine of eleven member governments represented: Bland, Craig, Montgomery, Pulaski, and Roanoke counties, City of Radford, and Dublin, Pearisburg and Pulaski towns. Mr. Brian Townsend, representing the City of Roanoke, later joined the meeting while it was in progress. Giles County was not represented.

Motion: Mr. Utt moved the agenda be approved. Mr. Hamilton seconded the motion.

**2. Public Comment**

No public comments were made.

**3. Approval of the August 11, 2010 meeting minutes**

Motion: Mr. Welker moved the committee approve the minutes. Mr. Irvin seconded the motion.

Action: The motion passed unanimously, with 79.79% in the affirmative, 0.0% opposed, 0.0% abstaining and 20.21% absent (Giles County and City of Roanoke).

**4. Priority Items**

**a. Review of Member Declaration of Excess Dues for Water and Sewer Capacity Expansion Reserve**

A summary of responses to the survey of member preference for declaration of excess dues, as well as the individual member government declarations, are included in the minutes of this meeting. Roanoke County is considering reducing involvement in the Commerce Park and the Authority, but will work to pay off financial obligations.

Mr. Edwards suggested that some jurisdictions may want to revise their intentions now that other localities have demonstrated their plans with the excess funds. Any locality revising their declaration should return the form to Mr. Morgan by December 31. Mr. Morgan commented that he had met with the Craig County Board of Supervisors; they are also considering reducing their involvement in the Commerce Park and the Authority.

Mr. Morgan stated that the sum of declared obligations to Commerce Park, the water and sewer debt reserve would be about \$250,000 and should be sufficient for reserve on an annual \$55,000 payment for four to five years. Voting intentions have been made by committee members. Lenders will also have comments on the obligations when a payment plan is confirmed. There were no further comments from Committee members.

Also included in the minutes of this meeting is a listing of current Commerce Park share ownership and related outstanding debt, as well as a Virginia's First corpus calculation by member. An additional agenda attachment (included in the minutes of this meeting) is a draft

“thinking piece” on alternatives to excess dues distribution and Commerce Park water and sewer expansion reserve if unanimous consent on a plan of distribution is not achieved on January 12.

**b. Report from Water and Sewer Expansion Staff and Engineering Team on Bid Results for Water and Sewer Expansion Contracts**

The project team reported on the status of the project. Contract 1 was awarded in September. Bids have been received and reviewed for the remaining contracts (separated into eight different contracts). The total project cost is higher than expected. The consulting engineer recommended some concessions in the project to bring costs down. The Pulaski County Public Service Authority (PSA) Board of Directors met earlier of November 10 and elected to maintain the original scope (excepting some items – 2 Radford pumps instead of three) and seek additional funding for a \$7.5 million total project costs (up from \$6.8 million).

Construction is expected to begin in January 2011. The required project completion date, due to US Department of Commerce Economic Development Authority (EDA) matching grant funding, is September 2012. Based on contract work days, the longest running contract is roughly 300 days, so work should be completed by the deadline and mostly within the 2011 calendar year.

In questions from committee members, the project team was asked about the New River crossing. Only one bid was received and that contractor (DLB) elected to place the pipe by trenching rather than directional drilling. Lead project engineer Gary McCollum reviewed the planned construction on a set of project maps to explain each contract’s location and scope. Mr. Hamilton asked about the size of the main water line feeding on the Commerce Park and if there are smaller pipes between it and the 24-inch line coming out of the pumps station at the Radford City Water Treatment Plant pump station and connection to the current PSA system. Mr. McCollum stated the Commerce Park line is 12 inches and the main on Route 11 is 8 inches. When asked if the PSA is going to pick up additional costs of project, Mr. Morgan stated that is the current understanding. Mr. Morgan noted debt service starts in Fiscal Year 2012-13 on a 40-year loan, with two years of capitalized interest and payments over 38 years. The increased water and sewer availability agreement between the PSA and the Commerce Park Participation Committee requires the Committee to begin paying the estimated \$55,000 annual availability fee in two years’ time. Mr. Coake noted all resolutions for the financing were approved by the PSA Board at its meeting earlier on November 10, including additional financing for \$700,000 for the total \$8.5 million project.

The engineers’ summary of bids received and recommended action are included in the minutes of this meeting. Results from bids received earlier from October 20 to 27 indicate the water and sewer expansion project can be completed within the resources available without any additional pledge from the Commerce Park beyond the up to \$55,000 per year previously pledged.

There was also discussion on the improvement of broadband access to the Commerce Park site by the New River Valley Wireless Authority. Mr. Edwards advised that the City of Radford intends to invest in broadband enhancements, as the improvements have the potential for also enhancing service in Radford, as well as Giles and Pulaski counties.

## **5. Administrative Staff Report**

### **c. Quarterly Program of Work Update**

The Quarterly Program of Work Update is included in the minutes of this meeting

Mr. Morgan stated he expects most items to be complete by summer of next year. Mr. Edwards asked Mr. Morgan to point out any noteworthy items on the list. These include membership changes and updates on statewide economic development activities (such as the Danville and Greenville sites): available funding for them that may be spread around other parts of the state rather than exclusively to Tobacco Commission-eligible locations.

Mr. Morgan encouraged members to help increase awareness of the Commerce Park to existing businesses and business support groups with which they meet. He attended the Pulaski Encouraging Progress meeting in October and discussed the Commerce Park as a potential location for local industries looking to expand.

Mr. Morgan's focus for the next quarter will be procuring professional services. Mr. Chittum asked about alternatives for Commerce Park water and sewer expansion, as noted in the "thinking piece" mentioned above. He particularly asked whether the Build America Bonds (BAB) option should be pursued. Mr. Morgan and Mr. Utt noted the Pulaski County PSA is considering BAB use on the water and sewer expansion project.

## **6. Other Old Business**

### **d. Update on Surplus Property Disposition**

A letter received from Rural Development of the US Department of Agriculture (RD) dated October 22, 2010, as well as e-mails dated October 26, 2010 (and all included in the minutes of this meeting) confirm the lack of support from RD for freeing surplus property for application to infrastructure financing, as well as the cumbersome approval process for the New Dublin Presbyterian Church buffer.

Mr. Morgan has had several discussions with Stellar One Bank representatives and has suggested to them that holding property not part of the park's development is a drag on cash and time. The Stellar One representatives appear cooperative, but are dependent on the consent of RD, which has a ninety percent loan guarantee from RD on Stellar One's loan for the Commerce Park.

Rural Development is not authorizing sale of surplus property. In bond issuance documents for the RD financings of the Commerce Park, there exists a right to sell parcels of the Commerce Park and release such sold parcels from the security of the RD loans. The sale procedure requires establishing an appraisal value (valid for one year) by a recognized appraisal professional, whose selection must receive the consent of lenders. If parcels are sold, the loan documents require the sale proceeds be applied to the outstanding loan balances in proportion to percentage of the lenders outstanding principal balances. RD area staff members view this lot release provision as applicable only to industrial lots. Mr. Morgan is working to determine if such an industrial lots only requirement exists. He is also continuing to determine if the Commerce Park Participation Committee can sell or lease parcels and keep making the existing loan payments with that cash rather than the sale proceeds going to the reduced principal, as anticipated by RD. Mr. Morgan encourages suggestions on options for selling or leasing the property and retaining the proceeds for needed additional investments in the Commerce Park infrastructure.

These approaches to sale of surplus property are being formulated with help from the Authority's legal counsel. It will also be helpful to gather any relevant member locality knowledge of any past understanding.

Regarding the boundary adjustments for New Dublin Presbyterian Church, RD has sent the related legal documents to RD legal counsel in Atlanta for review, because no Virginia based RD legal counsel is available. The Atlanta RD review is expected to take at least two months.

**e. Update on Residential Rental Property**

Single wide mobile home renter Steve Crockett has undertaken significant grounds improvement for the historic Mebane house, including lawn mowing and overgrown brush removal. In return for the service, his rent has been waived.

The vacated double-wide manufactured home required extensive cleaning and repairs. Mr. Morgan has arranged for clean up and repair, including porch step removal/deck board replacement, window screen replacement, window pane replacement, roof leak repair, carpet cleaning, den/dining/living room repainting, HVAC cleaning and filter replacement, toilet fixture extensive cleaning, window blind replacement, light bulb replacement and general cleaning. A listing of detailed expenses will be presented upon completion of repairs, which is expected in mid-November. To date, the cleaning and repairs on the double-wide trailer has cost about \$2,500, with another \$1,000 anticipated. These repairs should put the unit in rentable shape. No advertising has been placed for finding a renter; but word of mouth availability for renting has been passed among local contacts.

In response to Committee members' questions about filing for legal recourse on the previous renter's failure to pay, Mr. Morgan stated the Authority's lawyer is preparing papers to pursue legal action. Assistance is needed in determine a current physical address for the previous renter.

**f. Update on Request for Proposals for Strategic Planning**

Mr. Morgan is preparing a request for proposals for strategic planning that was authorized at the August 2010 Commerce Park Participation Committee meeting. An ad hoc committee to prepare the RFP was authorized and members need to be appointed. Mr. Morgan's recollection is that Mr. Chittum, Mr. Townsend and Mr. Huber had volunteered to serve on the committee. Chairman Edwards and Alliance Executive Director Bopp also offered to serve.

One component of the strategic planning will be improved electric infrastructure. Mike Lehmkuhler of the Virginia Economic Development Partnership staff suggested the new state mega-site initiative might be a source of funding for electric infrastructure in FY 2012. The current mega-site initiative was funded by the Tobacco Commission and restricted to the Tobacco Commission served localities. He expects the FY2012 mega-site program to extend funding statewide. Mr. Morgan met with site location consultants from The Austin Group and McCallum Sweeney in conjunction with the Virginia Economic Developers Association fall conference. The consultants were supportive of commercial broker listing and electric infrastructure improvement, as well as optimistic that the site would be attractive to major industry in the long term.

**5. Other New Business**

**g. Marketing Staff Report**

Mr. Bopp stated the Commerce Park has been submitted for responses to four prospects during the first quarter of Fiscal Year 2010-11 for which the Commerce Park might be a location. However, he did not expect a positive response from these prospects. Mr. Morgan noted that staff had discussed use of New River Resource Authority (NRRRA) landfill methane gas at the Commerce Park. The discussion occurred while the NRRRA was issuing request for proposals for commercial use of the landfill methane gas. Mr. Morgan and Mr. Utt made it known the Commerce Park was a potential site, but no commitments were made with groups submitting proposals.

**7. Closed Session (if needed)**

No closed session was held.

**8. Other Business**

No other business was brought before the committee.

**9. Adjournment**

With no further business to discuss the meeting was adjourned at 1:10 pm. The next meeting will be on Wednesday, February 9, 2011 or in conjunction with a groundbreaking ceremony for the water and sewer expansion construction.

The next Virginia's First semi-annual meeting is scheduled for Wednesday, January 12, 2011 at the NRV Competitiveness Center at 4:30 PM.

Respectfully Submitted,

Approved by,

Joseph N. Morgan, Executive Director

Shawn Utt, Secretary / Treasurer

**New River Valley Commerce Park  
Participation Committee  
Attendance**

November 10, 2010  
New River Valley Airport  
Dublin, VA

<b>Jurisdiction</b>	<b>Member</b>	<b>Alternate</b>
Bland County	<input type="checkbox"/> Nick Asbury	<input checked="" type="checkbox"/> Eric Workman
Craig County	<input checked="" type="checkbox"/> Jay Polen	
Giles County	<input type="checkbox"/> Chris McKlarney	<input type="checkbox"/> Richard McCoy
Montgomery	<input checked="" type="checkbox"/> Craig Meadows	<input checked="" type="checkbox"/> Brian Hamilton
Pulaski County	<input checked="" type="checkbox"/> Peter Huber	<input checked="" type="checkbox"/> Shawn Utt
Roanoke County	<input checked="" type="checkbox"/> Douglas Chittum	<input type="checkbox"/> Charlotte Moore
City of Radford	<input checked="" type="checkbox"/> Tim Cox	<input checked="" type="checkbox"/> Basil Edwards
City of Roanoke	<input checked="" type="checkbox"/> Brian Townsend	<input type="checkbox"/> Bill Bestpitch
Town of Dublin	<input checked="" type="checkbox"/> Doug Irvin	<input checked="" type="checkbox"/> Bill Parker
Town of Pearisburg	<input checked="" type="checkbox"/> Ken Vittum	<input type="checkbox"/> Brad Jones
Town of Pulaski	<input checked="" type="checkbox"/> Morgan Welker	<input checked="" type="checkbox"/> John White

Member is designated by locality representatives. Alternate is the other appointed member.

**Others Present:**

Aric Bopp, Ronnie Coake, Rick DiSalvo, Gary McCollum, Janet Flory, Lowell Bowman

**Staff Present:** Joe Morgan, Kevin Byrd, Christy Straight



## *New River Valley Commerce Park Participation Committee*

6580 Valley Center Drive, Suite 124

Radford, VA 24141

Phone (540) 639-1524 FAX (540) 831-6093

### **Bland County**

Lace M. (Nick)  
Asbury, IV

### **Craig County**

Jay Polen

### **Giles County**

Chris McKlarney

### **Montgomery County**

Craig Meadows

### **Pulaski County**

Peter M. Huber

### **Roanoke County**

Doug Chittum

### **City of Radford**

Tim Cox

### **City of Roanoke**

Brian Townsend

### **Town of Dublin**

Doug Irvin

### **Town of Pearisburg**

Kenneth F. Vittum

### **Town of Pulaski**

Morgan Welker

### Executive Committee:

Basil Edwards, Chair

City of Radford

Chris McKlarney,

Vice-Chair

Giles County

Shawn Utt,

Secretary-Treasurer

Pulaski County

Jay Polen

Craig County

Brian Hamilton

Montgomery County

**DATE:** April 6, 2011  
**TO:** NRV Commerce Park Participation Committee  
**FROM:** Joe Morgan  
**SUBJECT:** Wednesday, April 13, 2011 Noon Meeting Administrative Staff Report

### **Information and recommendations on the agenda items are:**

1. **Roll Call and Approval of Agenda** – We will rely on each member government to designate its representative(s) for determining the quorum of six of the eleven members. Votes will be recorded by member shares.
2. **Public Comment** – No opportunity for comment has been requested to date.
3. **Approval of the November 10, 2010 meeting minutes (attached pages 2-7)**
4. **Administrative Staff Report (attached pages 8-11)**
  - a. **Commerce Park Update Slide Presentation** – During gathering time prior to the meeting, a slide presentation prepared for the March quarterly meeting of the NRV Economic Development Alliance, will be presented for information. The presentation notes key next steps regarding the Commerce Park of: next decade strategic planning; electric transmission extension; rail access feasibility; real estate broker procurement; and long term administration.
  - b. **Quarterly Program of Work Update (attached pages 12-15)** – I will attempt to answer any questions on the Program of Work progress.
  - c. **Water & Sewer Expansion Update from Regional Planner Christy Straight** – Construction is underway. Christy can give an overview of the construction timing for 2011 & 2012.
  - d. **Former Tenant Ronnie Lester Warrant in Debt Hearing, April 13** – Christy Straight may have an update on the hearing, which was rescheduled to April 13.
5. **Other Old Business**
  - a. **Update on Surplus Property Disposition:**
    - i. **Additional Combined Hunting & Residential Lessee (attached pages 16-21)** – Commonwealth Birding has shown an interest in future uses of both the buffer zone conservation acreage and the Mebane house. It may be possible to include this guided hunting service as a sub-lease of the agricultural leases of Guthrie Farms and Dalton Farms. Also, the Mebane house might be made available to Commonwealth Birding, in return for improvements needed to convert the Mebane house to a rustic lodge, with a first right of refusal pending sale to a long term owner, by either sales contract or auction. For more information on Commonwealth Birding see ([www.commonwealthbirding.com](http://www.commonwealthbirding.com)).



- ii. **Rural Development Perspective on Lot Release Requirements and Positive Appraised Value to Loan Principal Ratio** - I met with Rural Development (RD) Wytheville staff member Kathy Alley on February 23. The RD Letters of Conditions for the 2002 and 2005 bond issues required a positive market value to loan principal ration (above water) at closing. I'm told by Kathy Alley that RD understands that positive ratio (above water) requirement is ongoing. Since green-field industrial property has little market value without an industrial tenant and is often offered at low or no cost as an incentive to prospects, the "above water" requirement interpretation does not seem logical.

I also plan follow up discussion with bond counsel for the 2005 Rural Development Commerce Park expansion bond issue, Webster Day of Roanoke, prior to April 13 to better understand what RD may or may not require regarding lot release. The following language from the October 24, 2001, Rural Development Bond Issue Resolution seems to favor a less restrictive lot release approach: "*Neither the Project nor any integral part thereof shall be sold except in accordance with the Deed of Trust; provided, however, that the Authority may grant easements, rights of way, licenses or permits across, over or under parts of the Project for streets, roads and any utilities whatsoever as will not adversely affect the use of the Project, and may lease all or any portion of the Project on such terms as the Authority in its discretion may decide.*" The Deed of Trust language seems to allow sale if an acceptable fair market value appraisal is obtained, the lots are released within a year of the appraisal, and the appraisal value is applied to the outstanding principal. Unless bond counsel supports the RD Wytheville staff opinion, the next step appears to be to confer with RD officials at the Richmond and national level to obtain a workable lot release procedure. Authorization to pursue relief from the current restrictive lot release requirements of RD is requested, along with engagement as needed of bond counsel support.

- b. **Additional Shares for Water & Sewer Expansion Reserve (attached page 22)** – The attached spreadsheets shows the allocation of 6,409 additional Commerce Park shares, as well as the distribution or reserve status of the VA1st members excess dues approved on January 12, 2011. Confirmation of the additional shares allocation is requested.

- c. **Review of Strategic Planning Proposals** - Proposals received from four offerors have been sent to those who indicated a willingness to serve on a review committee. The offerors are: Moran, Stahl & Boyer – Lakewood Ranch, Florida; Leak / Goforth, LLC – Raleigh, NC; Sanford / Holshouser - Raleigh, NC; and Urbanomics – Ponte Vedra Beach, Florida.

Due to size, proposals are available on the NRV PDC website <ftp://ftp.nrvpdc.org/> . Enter the following user name and password whenever prompted: . username - pdcdropbox / password - NRVpdc-4 . To download: Click on the file. In the Windows Explorer: Select and copy the files you want and paste them into your destination folder on your desktop. The proposals will be available until April 22.

Informal review committee meetings are scheduled for two optional sessions next week to make recommendations for a short list. The optional sessions are planned for Tuesday, April 12 at 12:30 PM, over lunch in the Radford area, and for Wednesday, April 13 at 10:30 AM at the VT River Course Club House. Please advise if you would like to attend either session. Short list recommendations will be discussed at the April 13 Commerce Park Participation Committee meeting.

I request a committee be appointed to interview the top proposers and be authorized to negotiate terms of engagement with the top ranked proposer.

- d. **Review of Real Estate Broker & Transaction Manager Proposals** - Proposals for real estate services were also received from three offerors and sent to the informal review committee. The offerors are: Poe & Cronk, Thalhimer, and Waldvogel, all of Roanoke. The full copies of these

proposals are also available online at the webpage listed above. These proposals are also scheduled for review at the times mentioned above.

I also request a committee be appointed to interview the top real estate services proposers and be authorized to negotiate terms of engagement with the top ranked proposer.

- e. **Member Withdrawal or Passive Status Terms** – I have suggested members wishing to withdraw be permitted if they pay off their share of the current indebtedness for the Commerce Park. I have also suggested that withdrawing members retain their equity in the Commerce Park, in return for the advance payment of indebtedness increasing the available cash for current operations. At the January VA1st meeting, it was suggested withdrawing members have their equity reduced by the accumulated operating cost of the Commerce Park over time.

Currently members pay \$2.75 per year per share for the Commerce Park. Debt service takes \$2.38 per share (86%), leaving \$0.37 per share for operation (14%). The future value of the current annual payment and the outstanding debt per share, based on 5% annual increase for 30 years, is \$183 and \$158, respectively. The debt per share as of the end of FY 2010 was \$35.06 per share. Options for reduction in equity for withdrawing members, include: 86% of active members value per share; reduction to 50% over 30 years (1.67% reduction per year); or reduction by 14% per year to deplete equity value in seven years.

Any full membership withdrawal will require consent of the lenders. If lender consent is not forthcoming, an alternate could be passive status that would excuse passive members from meeting participation and holding the payout of \$35.06 per share in reserve to be used in the interim, but replaced by the remaining members as needed to meet debt service obligations.

Should the Commerce Park Participation Committee, as a whole, wish to set some withdrawal parameters, it may be helpful to those members, such as Craig and Roanoke counties, that have expressed interest in withdrawal.

## 6. New Business

- a. **NRV Economic Development Alliance Marketing Report** – Alliance Executive Director Bopp, Alliance Prospect Committee Chair John White or Pulaski County Community Development Director Shawn Utt may have an update on recent prospect interest in the Commerce Park site.
- b. **Commerce Park Administration**
  - i. **Memorandum of Understanding with Planning District (attached pages 23-25)** – NRV Planning District Executive Director Kevin Byrd and I have reviewed the basic time and expense incurred by the PDC over the last two fiscal years in service to the Commerce Park. That analysis shows an average of \$6,500 per year for service to VA1sts and \$15,000 for service to the Commerce Park. The Commerce Park service is about half of that budgeted. Attached is a recommended memorandum of understanding (MOU) for PDC services in the upcoming fiscal year. The Commerce Park share is projected at \$18,000. Approval of the MOU is requested.
  - ii. **Reduced Basic Executive Director Services (attached pages 26-28)** – My engagement as a consulting executive director ends in July 2011, as noted in the attached engagement agreement. I am available for continued service, but recommend a reduced level. I currently serve a minimum of 40 hours per month, but average over 50 hours, with the excess time being at my expense. My compensation has not exceeded \$2,000 per month or \$24,000 per year. Commerce Park duties average 32.5 hours monthly, about two-thirds of my total service to VA1st & the Commerce Park. If my continued consulting with the Commerce Park is

desired, I suggest a minimum of 30 hours monthly, not to exceed \$1,500 per month or \$18,000 annually, with 20 hours monthly (240 hours annually at \$12,000) budgeted by the Commerce Park and 10 hours monthly (120 hours annually at \$6,000) budgeted by VA1st.

- c. **FY 12 Budget Proposal and Adoption (attached page 29)** – Attached is a proposed budget for FY 2012. Adoption is recommended so it can be included with the VA1st budget due for adoption on July 13.
- d. **Comprehensive Economic Development Strategy Projects (attached pages 30-31)** – Attached is a letter describing two projects for US Department of Commerce Economic Development Administration (EDA) grant funding as part of the New River Valley Comprehensive Economic Development Strategy (CEDS). One project would seek funding for electric transmission line extension to the Commerce Park. The second project would seek matching funding for New River Resource Authority landfill methane gas to energy conversion to be located at the Commerce Park. Approval of the request to include the projects in the CEDS update is recommended.
- e. **Insurance Renewal Acceptance (attached pages 32-39)** – The renewal by VACORP for an annual premium of \$1,633 is slightly less than the current year. The premium has been split with \$500 charged to VA1st and \$1,133 charged to the Commerce Park. Approval of the renewal is requested.
- f. **Commerce Park Water Tank Bolting Ceremony – July 11 – August 5** – The Pulaski County Public Service Authority has suggested the recognition of the water and sewer expansion for the Commerce Park focus on the new 1 million gallon water storage tank. The tank erection is planned for July 11 to August 5. Suggestions on the best date for the ceremony are requested. A ceremony before or after the Wednesday, July 13 VA1st Annual meeting, scheduled for 4:30 PM might be most convenient.

7. **Closed Session (if needed)**

8. **Other Business**

9. **Adjournment** - Next scheduled Commerce Park meeting: Wed., Aug. 10, 2011 at noon, or at a ceremony for the water & sewer expansion construction (July 11 – August 5)  
Next VA1st semi-annual meeting: Wed., July 13, 2011 at 4:30 PM

# Virginia First Regional Industrial Facility Authority - Program of Work 2009-2011

Adopted 4-08-09 and Updated  
12-15-10

<u>TASK</u>		<u>CURRENT STATUS</u> <i>Completed Items Shown in Italics</i>	<u>TIMING</u>	<u>STAFF ASSIGNED</u>
<b>PARTICIPATION COMMITTEES</b>				
<b>Commerce Park</b>				
<u>GOVERNANCE</u>				
Officers	<i>Officers selected through June 30, 2012</i>	<i>2010-12 Officers Basil Edwards, Chair; Chris McKlarney, Vice Chair; and Shawn Utt, Sec. / Treas.</i>	Completed	Straight / Morgan
Executive Committee	<i>Executive Committee on permanent basis established to include officers and 2 at large members</i>	<i>2010 - 2012 Executive Committee Officers plus Jay Polen from Craig and Brian Hamilton from Montgomery</i>	Mar-10	Morgan
Executive Director	<i>VA 1st Executive Director to also serve participation committees</i>	<i>Joe Morgan designated as Executive Director</i>	<i>Engaged April 2009 to July 2011</i>	
<u>MEMBERSHIP</u>	Welcome other member localities to join	Contacts authorized with other local governments	Ongoing	Morgan
<u>STRATEGIC PLANNING</u>				
2007 Business Plan Review & Adoption	<i>Review and adopt with updates as appropriate</i>	<i>Adopted with Executive Committee authorized to propose incentives and all member governments to confirm</i>	<i>Adopted May 2009 &amp; in Amendment # 2</i>	Morgan
Site Development Strategic Planning	Include overall site needs as part of VA 1st mission regional planning to serve all 15 member governments and Commerce Park specific enhancements within Commerce Park planning	Committee designated to draft RFP for consultant selection - staff review of currently available data to better determines structure of planning underway	2011	Morgan
Assessment of Rail Access Practicality	Study alternative of rail transfer options, including cooperation with RAAP Dublin site. High cost of rail access lowers credibility of marketing efforts if represented as a rail accessible site	Rail ROW acquisition being studied - Use of RAAP New River Works (Dublin) Site for rail trans-load dependent on securing major customer	2011	Morgan
Review of Member Return on Investment	<i>Expand pay back analysis to include broader regional economic impact. 1990's based expectation of high return from machinery &amp; tool taxes may be unrealistic in 2000's</i>	<i>Business Plan anticipates delayed return on investment in coordination with location incentives</i>	2009-10	Morgan
Inventory of large acreage sites in Virginia and the southeast	Develop data base for use in workforce and site strategic planning	Completed for Virginia - Southeast inventory incomplete and deferred to strategic planning study	2011	Morgan
Frequency	Initial 2 year cycle of review and re-adoption	Coordinate with Site Development Strategic Planning	2009-11	Morgan

Virginia First Regional Industrial Facility Authority - Program of Work 2009-2011

Adopted 4-08-09 and Updated  
12-15-10

<u>TASK</u>		<u>CURRENT STATUS</u>	<u>TIMING</u>	<u>STAFF ASSIGNED</u>
		<i>Completed Items Shown in Italics</i>		
<b>PARTICIPATION COMMITTEES</b>				
<b>Commerce Park (Continued)</b>				
<u>FINANCE</u>				
Budgeting	<i>Assign to Executive Director</i>	<i>Completed</i>	2009	Morgan
Revenue Sharing	Pulaski County has offered to share real estate taxes	<i>Acceptance included in proposed Amendment #2 to Participation Agreement</i>	<i>April 2010</i>	Morgan
Debt Restructuring	Water and sewer infrastructure upgrade financing and interest rate changes warrant refinancing consideration	Consider moving to municipal moral obligation status and/or self financing versus property secured	2011	Morgan
Raising Capital	Seek new capital investment, from both public and private sources	Ongoing	2009-11	Morgan
Surplus Land Disposal	List Mebane Home area with Woltz & Associates as approved in concept in July 2008 - Consider auction sale when second six months listing expires	Re-listing with Woltz & Associates approved, with New Dublin Church buffer reservation, alternatives for more acreage and future auction - dependent on lender endorsement	2011	Morgan
Surplus Land Disposal	<i>Process 62 acre site for public hearing for either public or private sale, per Code of VA 15.2-1800, to insure public input and notice of availability. Site south east of Rhuebush Road (Rt 617) unlikely to be useful to Commerce Park mission other than rail and electric ROW</i>	<i>Hearing held 7-7-07 and Report submitted to CPPC on 8-12-09 - Findings to be considered in site strategic planning</i>	2010	Straight / Morgan
<u>INVESTORS</u>				
Public Sector	Develop plan for optional additional investment by current or new member localities	For review in 2011 after membership changes confirmed	2010-11	Morgan
Private Sector	Develop marketing plan for non-voting shares to finance further site development and infrastructure	For review in 2011 after membership changes confirmed	2010-11	Morgan

Virginia First Regional Industrial Facility Authority - Program of Work 2009-2011

Adopted 4-08-09 and Updated  
12-15-10

<u>TASK</u>		<u>CURRENT STATUS</u>	<u>TIMING</u>	<u>STAFF ASSIGNED</u>
		<i>Completed Items Shown in Italics</i>		
<b>PARTICIPATION COMMITTEES</b>				
<b>Commerce Park (Continued)</b>				
<u>MARKETING</u>				
Through Local Economic Developers	Expand networking to PDC's 3 and 5	Underway	Ongoing	Morgan
Through Regional Economic Development Entities	Expand networking to Roanoke Regional Partnership (PDC 5) and Virginia's aCorridor (PDC 3)	Underway	Ongoing	Morgan
Through VA Economic Development Partnership	Use VEDP data base to initiate strategic workforce and site strategic planning	Updated VEDP Research and Marketing Leaders twice in 2009 - More update due in 2011 as W&S construction starts and megasites / workforce research completed	2009 - 11	Morgan
Through VA Economic Developers Association	Maintain frequent contact with VEDP leadership - Network through VEDA	Ongoing	Ongoing	Morgan
Through Existing Businesses	Develop schedule of calls on major regional employers on 2 year rotation to insure awareness of Commerce Park assets	Requested member governments to assist through existing industry support programs. Met with Pulaski Encouraging Progress on 10/7/10	2009-11	Morgan
VEDP Right Now Sites	Follow up to determine if Commerce Park is feasible for listing as a Megasite, Heavy Industrial Site or Business Industrial Park Site	Updated VEDP Research and Marketing Leaders on 2/5/09 - Commerce Park confirmation as a mega-site needed	2011	Morgan
Multiple Site Offerings	Review multiple site layout for compatibility with infrastructure expansion plans and regional site inventory needs as part of strategic planning base information	<i>Lot size availability ranges from 2 to 500+ acres confirmed in Participation Agreement Amendment #2</i>	2010	Morgan
Presentation Mapping	Coordinate update with engineering consultants	Updates may be needed to reflect current planning	2011	Morgan
Review of recent prospect information presentations	Use past prospect presentations to develop base for workforce and site strategic planning	<i>Completed</i>	<i>March - May 2009</i>	Morgan
Targeted Industries Selection	Define targeted industries in coordination with strategic planning	Current recommendations include plastics, solar equipment production, major distribution centers, medical equipment, micro-electronics, public sector security and cyber-security equipment - Targets need updating with NRVED Alliance targets and with workforce compatibility plus site strategic planning	2011	Morgan

# Virginia First Regional Industrial Facility Authority - Program of Work 2009-2011

Adopted 4-08-09 and Updated  
12-15-10

<u>TASK</u>	<u>CURRENT STATUS</u> <i>Completed Items Shown in Italics</i>	<u>TIMING</u>	<u>STAFF ASSIGNED</u>	
<b>PARTICIPATION COMMITTEES</b>				
<b>Commerce Park (Continued)</b>				
<u>SITE MAINTENANCE</u>				
Agricultural / Residential Leases	Renew under current terms due to uncertainty on infrastructure extension, surplus property disposal, Project Neemo siting and multiple site layouts	2 residential and 3 farm leases in place subject to annual renewal options - Some in-kind services made in lieu of rent - assignment of farm leases to Mebane House purchaser considered	2009-2011	Morgan
Mowing	Consider coordinating grounds maintenance with NRV Airport and / or local governments	<i>Memorandum of Understanding entered with NRV Airport in return for use of CPPC tractor/mower, plus supplemental help from renters</i>	<i>ongoing</i>	Morgan
Signage	Coordinate complimentary signage as park layout develops	New entranced signage installed in 2008	2010- 11	Morgan
Beautification	Seek cooperation of neighboring properties on eyesore removal / screening, as well as coordination with NRV Airport and / or local governments	NRV Airport and Pulaski County are assisting - neighboring property owners to be contacted	2011	Morgan
Environmental Hazards Mitigation	Coordinate with water and sewer extensions	<i>Removed July 2009</i>	<i>2009</i>	Straight
Roadways	Coordinate extensions with all users	Maintenance by VDOT and through agricultural and residential leases	2009 -11	Morgan
<u>SITE DEVELOPMENT</u>				
2009-11 Water & Sewer Capacity Expansion	Archeological and endangered species studies underway by NRV PDC	<i>Completed</i>	<i>2009</i>	Straight
2009-11 Water & Sewer Capacity Expansion	underway by Pulaski Co PSA	<i>Easement acquisition completed</i>	<i>2009 - 10</i>	Ratcliff
2009-11 Water & Sewer Capacity Expansion	Engineering design procurement	<i>Awarded by PCPSA to DAA and Anderson and Associates</i>	<i>2009</i>	Straight
2009-11 Water & Sewer Capacity Expansion	Virginia First / Pulaski County PSA grant agreement documentation	<i>Awarded in March 2009</i>	<i>2009</i>	Straight
2009-11 Water & Sewer Capacity Expansion	Pulaski County PSA / City of Radford water capacity agreement	<i>completed</i>	<i>2010</i>	Morgan
2009-11 Water & Sewer Capacity Expansion	Coordinate Rural Development / Economic Development Administration / Federal Stimulus / Private Financing	<i>Commerce Park to assume customer status pledge of 1/3 debt service as an availability charge</i>	<i>Aug-09</i>	Straight
<u>SITE DEVELOPMENT (continued)</u>				
Electric Service Upgrade / Substation Location	AEP completed transmission and service upgrade study in 2008 - Coordinate options for upgrade with City of Radford Electric Service and seek financing	option review underway - transmission line easement to be sought	2009 - 11	Morgan
Access Road(s) Extension	Coordinate funding options with VDOT and private investors	Routing and funding dependent on future tenant needs	2009 - 11	Morgan
Broadband Upgrade / Extensions	Coordinate service through Commerce Park	New River Valley Network Wireless Authority awarded Federal stimulus funding - easements may need to be granted across Commerce Park	2011	Morgan
Boundary Adjustment	Complete swap for site desired by Airport with runway access	<i>Swap site accepted by NRV Airport and approved by CPPC 8-12-2009 with survey and deed preparation completed for final transfer in 2011</i>	<i>2009 - 11</i>	Morgan
Protective Covenants	Coordinate updates with strategic planning. Existing covenants may not reflect future development plan	<i>Initiation of Development, Covenants and Communications Committee (DC&amp;CC) authorized 11-19-2009 &amp; first annual meeting held 7-13-10</i>	<i>2009 - 11</i>	Morgan

## Joe Morgan

---

**From:** Joe Morgan  
**Sent:** Thursday, February 24, 2011 12:00 PM  
**To:** D. Boudreaux  
**Cc:** Aric H. Bopp; Bradley Hancock; QUINN THOMAS (quinn@woltz.com); Basil Edwards; Brian Hamilton; Chris McKlarney (cmcklarney@gilescounty.org); Christy Straight; Kevin Byrd; Shawn Utt; VA 1st (jmorgan@nrvc.org)  
**Subject:** RE: FW: Commonwealth Birding land needs

Dumas,

I much appreciate you taking time to visit the Commerce Park, as well as Aric's efforts to give you a thorough view of the site.

Timing is good for creative thinking, as we will be working this spring with out lenders, strategic planning consultants and realtor, Quinn Thomas of Woltz and Associates, to find the highest and best use for the Mebane house and non-industrial acreage of the Commerce Park.

I'll plan to be in touch with you again in March, as we prepare for the next meeting of the Commerce Park owners on April 13.

Thanks, Joe

Joseph N. (Joe) Morgan  
Executive Director

Virginia's First Regional Industrial Facility Authority 6580 Valley Center Drive, Suite 124 Radford, VA 24141  
540.639.1524 ext 218 voice mail  
804.441.1646 cell  
jmorgan@nrvc.org - primary e-mail  
jnmorgan@megahits.com - secondary e-mail

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-----Original Message-----

From: D. Boudreaux [mailto:boudreauxd@gmail.com]  
Sent: Friday, February 18, 2011 2:10 PM  
To: Joe Morgan  
Cc: Aric H. Bopp; Bradley Hancock  
Subject: Re: FW: Commonwealth Birding land needs

Dear Mr Morgan,

I'm sorry for the delay. After our meeting with Aric, I returned to Richmond and have hit the ground running.

The property is beautiful, the house would be a perfect "lodge," and it certainly is accessible to Blacksburg and the interstate.

I think the obstacle to really moving on this is an understanding of what the terms would be, as well as expectations of both the Park and Commonwealth Birding, as well as a lack of capital on our part to get things to where they need to be physical



plant wise and marketing wise.

If you have any ideas about ways for both of us to meet our goals, we're all ears.

Again, many thanks to you and Aric for availing yourselves to us and we hope to work with you at some future point.

Demas

On Fri, Jan 14, 2011 at 9:13 AM, Joe Morgan <jmorgan@springsted.com> wrote:

> Demas,

>

> It was good to meet you yesterday. I understand you and Aric will make arrangements for the site visit tomorrow.

>

> As we discussed, in addition to the 1,000 acres and structures at the Commerce Park, there are lodging, restaurant, and entertainment options close by the site and throughout the New River Valley that can all support a Commonwealth Birding location.

>

> Thanks,

> Joe Morgan

> 804.441.1646

> 100 E Ocean View Ave #803, Norfolk VA 23503

>

> ----- Original Message -----

> From: D. Boudreaux <boudreauxd@gmail.com>

> To: Joe Morgan

> Cc: Bradley Hancock <brhancoc@vt.edu>; Aric H. Bopp

> <abopp@nrvalliance.org>

> Sent: Tue Jan 04 14:25:30 2011

> Subject: Re: FW: Commonwealth Birding land needs

>

> Dear Joe,

>

> Thank you for getting in touch with me. Let's meet at my office at  
> the Virginia Hispanic Chamber of Commerce in Midlothian, at 4:00pm on  
> Thursday, January 13th. The address is 10700 Midlothian Tpk, Suite  
> 200, Midlothian, VA 23235.

>

> We are located on the second floor of a Bank of America branch, which  
> is located at the intersection of Johnston Willis Road and Midlothian  
> Tpk. Park like you're going to the bank, and come upstairs to the  
> second floor.

>

> Aric: Would/could you be kind enough to arrange a preliminary look at  
> the site the morning of Saturday 1/15?

>

> Looking forward to it!

>

> Demas Boudreaux

>

>

> On Tue, Jan 4, 2011 at 2:41 PM, Joe Morgan <jmorgan@springsted.com> wrote:

>> For: Demas Boudreaux, Owner, Commonwealth Birding

>>  
>> I wanted to follow up on your inquiry below and introduce the potential for using the NRV Commerce Park site. The site is about 1,000 acres, of which about 400 acres is not suitable for traditional industrial development and is held mostly in a conservation buffer, with about 100 acres designated as potential surplus property. On the surplus acreage is a 100 year old historic mansion, that has been unoccupied for 5 years without heat and would take some work to occupy, but might be a nice setting for hunting enthusiasts.

>>  
>> Lenders on the project have some restrictions on sale of the surplus property that have hindered disposing of the surplus property outright. Most of the open land is in agricultural leases, which are renewable on an annual basis. The leases allow subletting of the hunting rights. So, hunting is the biggest revenue producer for some of the farm renters, especially the renter of the 305 acres closest to the mansion.

>>  
>> Attached for reference is our rental property map and the current marketing brochure Aric Bopp produced for the site. For information on the mansion, I've attached the real estate listing we had before our lenders raised the issue of our rights to sell.

>>  
>> I'd be happy to discuss the possibilities and arrange a visit to the site. I live in Ocean View on the Chesapeake Bay, but travel extensively, including my part time work in the New River Valley. I'll be at the Wolfpack/Deacons game in Raleigh, when you're watching the Hokies/Noles cage battle on this Saturday in Blacksburg and at home in Norfolk when you're at the Hokies/Deacons game on January 16. However, I'll be traveling through central Virginia next week on Thursday or Friday and will be happy to make your acquaintance, perhaps Thursday afternoon or evening, January 14 or Friday afternoon, January 15.

>>  
>> I'll copy the members of the Commerce Park Executive Committee and NRVPCD Regional Planner Christy Straight, as well as Aric, with this e-mail, so they will be aware of this response.

>>  
>> Thanks, Joe

>>  
>> Joseph N. (Joe) Morgan  
>> Executive Director

>>  
>> Virginia's First Regional Industrial Facility Authority 6580 Valley  
>> Center Drive, Suite 124 Radford, VA 24141  
>> 540.639.1524 ext 218 voice mail  
>> 804.441.1646 cell  
>> jmorgan@nrfdc.org - primary e-mail  
>> jnmorgan@megahits.com - secondary e-mail

>>  
>> This communication is confidential and intended for the addressee only. If you are not the intended recipient, please notify the sender immediately and then delete this communication from all data storage devices and destroy all hard copies. Dissemination, distribution, copying and/or other use of the information contained in this communication is strictly prohibited.

>>  
>>  
>> -----Original Message-----  
>> From: Aric H. Bopp [mailto:abopp@nrvalliance.org]  
>> Sent: Monday, January 03, 2011 11:33 AM  
>> To: Angela Y. Lawson; 'Angie Covey'; Aric H. Bopp; Barbara Crawford;  
>> Basil D. Edwards; Becky Coleman; Ben Harris; 'Bill McAdams';  
>> Bouknight-Hamilton, Patricia; Brackins, Eric; Brenda Rigney; Brian T.  
>> Hamilton; 'Carl Mitchell'; Charlie Jewell; Chris McKlarney; 'Chris  
>> McKlarney 2'; 'Christy Straight'; Cory Donovan; 'Dan Campbell'; Dan  
>> L. Motley; 'Dara Glass'; 'Dara Glass B&W'; Dave Ratcliff; David

>> Bennett; David Denny; 'David Shanks'; 'David W. Denny'; David W.  
>> Rundgren; Deborah Flippo; 'Diane Akers'; Jack Avis; Jack Russell;  
>> James Dickenson; 'James G. Breakell'; 'Jamie Graham'; Jed A. Sheehan;  
>> Jeff Cline; Jim Hager; Joe E. Gillespie; 'Joe Meredith'; Joe  
>> Meredith; Joe Morgan; 'Joe Morgan Secondary'; John B. White; John E.  
>> Gardner III; 'John Provo'; Keith Holt; Ken Anderson; Ken Vittum;  
>> Kevin Belcher; Lydeana Martin; 'Lynn Ward'; Marc Verniel; Mark Rowh;  
>> 'Michael T. Freeman'; Mike Branch; 'Mike Tomlinson'; P. E. R. Nadean  
>> Carson; Patterson, Perry R.; Peter M. Huber; Ralph Williams; Richard  
>> Daugherty; Shawn Utt; VT Midas, Lisa K. Garcia; William H. Parker  
>> Subject: Commonwealth Birding land needs

>>  
>> Dear Prospect Team:

>>  
>> So here is an "interesting" one to start the year. I have personally met Demas and he is a good guy with real intentions. I think it would be a great compliment to our region's growing "tourism" initiatives to have something like this here. Please feel free to follow-up directly with Demas if you know of something that might work for him and Commonwealth Birding. Thanks and Happy New Year.

>>  
>> Sincerely,  
>>  
>> Aric H. Bopp  
>> Executive Director  
>> New River Valley Economic Development Alliance  
>> 6226 University Park Drive, Suite 2200 Radford, VA 24141 ph (540)  
>> 267-0007 x205 fax (540) 267-0013 toll free (800) 678-1734 cell (540)  
>> 818-3677 home (540) 552-0531 abopp@nrvalliance.org  
>> www.nrvalliance.org

>>  
>> Watch a Video about the New River Valley  
>>  
>> Virginia's New River Valley... All Together. Better.

>>  
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>>  
>>  
>> -----Original Message-----  
>> From: boudreauxd@gmail.com [mailto:boudreauxd@gmail.com] On Behalf Of  
>> Commonwealth Birding  
>> Sent: Friday, December 10, 2010 3:04 PM  
>> To: Aric H. Bopp  
>> Subject: Commonwealth Birding land needs

>>  
>> Aric,  
>>  
>> Thanks for chatting today. As I mentioned, we're not really in a  
>> position to launch something next fall unless the "stars align," but  
>> we are very interested in making connections with potential

>> landowners (or investors) in the NRV who might share the same vision.

>>

>> As I mentioned, I am planning on coming to Blacksburg January 8th and

>> 15th for FSU and Wake basketball games, so if a prospective landowner

>> were available to meet on one of those Saturdays, that would be ideal.

>>

>> Concerning our land needs:

>>

>> Virginia Law requires that a commercial hunting preserve be on at

>> least 100 contiguous acres and that the boundaries of the preserve be

>> clearly marked as such. Realistically, less acreage is feasible,

>> provided there is enough semi-flat (or moderately hilly) open space to

>> conduct a hunt; the actual hunting operation can take place on much

>> less land. Ideally, of a 100-acre tract, there should be a few open

>> spaces of about 20-30 acres each (This is typical of an average

>> family farm where existing agricultural fields are divided by

>> hedgerows or stands of hardwood.)

>>

>> Our ideal land lease is a typical 'family farm' with an existing

>> house and barn. The small farm lends itself perfectly to being

>> converted to a commercial hunting preserve. The barn will serve to

>> house birds and equipment, and the cabin or house will serve as a

>> "lodge." The lodge will be the location where hunters are welcomed

>> to the property and where they pay for their hunts.

>>

>> The 100 acre requirement is mainly for safety purposes, with the

>> hunting taking place on much smaller parcels within the 100 acre

>> tract. This means the remaining acreage could be still be engaged in

>> a variety of uses, including agriculture production, grazing, tree

>> farming, or hardwood. It is important for potential landowners to be

>> aware that an active farm can easily be converted to a commercial

>> hunting operation without sacrificing the operation of the farm

>> itself.

>>

>> Note, if there's not an existing house/barn, a construction trailer

>> could be rented (or primitive facility erected) to serve as a lodge.

>> If there is an existing house on the property, it does not have to be

>> in amazing shape to serve our purposes. (Adequate sanitary

>> facilities are required by Virginia Code, so if there's not

>> water/septic, we'll have to rent a regularly serviced portable

>> toilet.)

>>

>> Hopefully this serves by way of clarification. Let me know if you

>> have any questions, and hopefully I will see you in January!

>>

>> Thanks again,

>> Demas

>>

>> Demas Boudreaux, Owner

>> Commonwealth Birding

>> [www.CommonwealthBirding.com](http://www.CommonwealthBirding.com)

>> 804-372-7237



**Andy Thompson**  
Outdoors@timesdispatch.com

# Hunting quail the old way

**D**umas Boudreaux must be an old soul. How else to explain his love of traditional Virginia quail hunting?

Boudreaux is only 30, so he can't know what it was like when the bobwhite quail really was king of upland game birds in the Old Dominion, when every hedgerow held a wild covey and gentlemen farmers spent afternoons with their trusty setters or pointers kicking through thickets, coming home with enough birds for a hearty dinner. The nostalgia is enough to make the eyes go sepia-toned. Boudreaux, like many of us too young to know the glory days of quail hunting, has heard older Virginians glorify those times, heard them talk about Mr. Bob White as if he were an old friend. "What you do is you bust up the coveys and

hunt the singles," they say. But few of them have been able to do it for years.

The state's quail population has declined more than 75 percent since 1970. That mirrors a nationwide decline, as farming practices and landscape-wide habitat changes have pushed *Colinus virginianus* to the brink of obsolescence as a game species. Today, just five percent of Virginia hunting license purchasers identify themselves as quail hunters.

For Boudreaux, that old picture — the hunter, his dogs, shotgun raised, bird on the wing — is too powerful to forget. Like many Virginians, the Hampden-Sydney graduate wants to bring it back.

Last week I experienced Boudreaux's contributions to quail restoration, and the restoration of traditional quail hunting in his beloved home state. Along with Charley Gates and Brad Simpson, I went on an afternoon quail hunt with Commonwealth Birding, the quail hunting outfitter that Boudreaux and partner Bradley Hancock, 26, started three years ago.

After meeting at Virginia Tech — Boudreaux a graduate student, Hancock an undergraduate — their conversations inevitably turned toward the things they loved: dogs, guns, hanging out with

## Water, Sky Conditions

### MOON PHASES

First	Full	Last	New
Jan. 12	Jan. 19	Jan. 26	Feb. 2

### WATER CONDITIONS

**James (Westham)**  
4.9ft to 7.4ft. Stronger — 40-20% change  
Forecast 4.5ft to 7.7ft. Stronger — 40-50%  
Ain't Nothin'

**Cape Charles to Chincoteague**  
Today: moderate. High: 23.3. Low: 14.7  
4. Water: 5.5'

**Tonight:** mild. High: 20.2. Low: 14.5  
Tomorrow: moderate. High: 20.1. Low: 14.5

**Hampton Roads to Windmill Point**  
Today: moderate. High: 22.5. Low: 14.5  
In Water: 5.5'

**Tonight:** mild. High: 19.5. Low: 14.5  
Tomorrow: moderate. High: 19.5. Low: 14.5

### TIDES

	A.M.	H/L	P.M.	H/L
<b>James River</b>	4:11-5:3	11:5-11:5	4:11-5:3	11:5-11:5
<b>Roanoke River</b>	4:11-5:3	11:5-11:5	4:11-5:3	11:5-11:5
<b>Chincoteague</b>	4:11-5:3	11:5-11:5	4:11-5:3	11:5-11:5
<b>Appomattox</b>	4:11-5:3	11:5-11:5	4:11-5:3	11:5-11:5
<b>Chesapeake Bay</b>	4:11-5:3	11:5-11:5	4:11-5:3	11:5-11:5

To keep up with the great outdoors, read Andy Thompson's blog at TimesDispatch.com.

friends and that old way of upland hunting. The partners grew up hunting on commercial bird preserves, and both agreed "There's got to be better hunting than this." Said Boudreaux: "We got to thinking, what can we do to start a business that'll give us fulfillment?"

with Boudreaux and Don Reevey, whose German shorthaired pointers would lead us into the field that day. The goal, Boudreaux explained, is to recreate the quail hunting experience of 50 years ago.

"We don't have little food plots, and we don't plant birds in the middle of the field where you're going to get an easy shot, and the dog is guaranteed to stub his toe and flush a bird. We do hedgerow hunting and we do those (drainages), those natural grassy-type areas — where quail live anyway.

We do some management stuff, we disc and we burn, but beyond that, it's really a traditional hunting experience."

We set out with Reevey down a row of mature cedars with barbed wire running along them. The retiree from New Jersey would scold his dogs as they bounded through the barbed wire, hoping to catch the scent of a quail. It didn't take long to see how well trained they were, going rigid with the whiff of a quail but not getting so close as to flush them.

When you bird hunt with great dogs, you realize how much fun it must have been for a farmer to hunt his own property years ago, dog at his side, quail flushing from the field edges. We hunted up and

down the row, hitting most of the birds, missing a couple. When we scared a red-tailed hawk from a cedar above us, we realized why some of the birds were difficult to flush: They figured they'd take their chances with our aim rather than the hawk's. I guess I can't blame them. The hawk hunts for a living.

Later we found a covey on a part of the property that Reevey said birds hadn't been set. Pen-raised birds, they were reverting back to their naturally wild state, and they flew like it. One we never found despite an hour of trying. That's the way it should be. That's hunting.

Commonwealth Birding (commonwealth-birding.com) is one of many groups trying to reclaim the glory days — groups like Quail Unlimited and the Department of Game and Inland Fisheries, with its recently instituted Quail Action Plan. For CB, the goal is a commercial one, but it's also one born out of wistfulness, a nostalgia for a Virginia landscape and hunting ethos that many lament have been lost. I never knew those days, but after an afternoon with Boudreaux's outfit, I can see why so many feel the pull.

athompson at outdoors@timesdispatch.com, (904) 549-6579

**Virginia's First Regional Industrial Facility Authority Excess Dues Distribution Plan Adopted 1-12-2011**

<u>Locality</u>	<u>Additional Commerce Park Shares for Water &amp; Sewer Expansion Reserve</u>	<u>Additional Paid Up Commerce Park Shares Acquired</u>	<u>Dues</u>	<u>New Economic Development Projects</u>	<u>Rebate</u>	<u>Total Excess Dues</u>	<u>Excess Dues to be Issued Members in February 2011</u>
Bland	\$27,273	682			\$12,727	\$40,000	<b>\$12,727</b>
Craig		0			\$40,000	\$40,000	<b>\$40,000</b>
Giles	\$40,000	1,000				\$40,000	<b>\$0</b>
Montgomery		0			\$40,000	\$40,000	<b>\$40,000</b>
Pulaski County	\$40,000	1,000				\$40,000	<b>\$0</b>
Roanoke County		0			\$40,000	\$40,000	<b>\$40,000</b>
Wythe*		0	\$5,000		\$35,000	\$40,000	<b>\$35,000</b>
Radford**	\$27,273	682	Or Dues	\$12,727		\$40,000	<b>\$0</b>
Roanoke City ***	\$27,273	682	\$12,727			\$40,000	<b>\$0</b>
Salem****		0	\$10,000		\$30,000	\$40,000	<b>\$30,000</b>
Christiansburg		0			\$40,000	\$40,000	<b>\$40,000</b>
Dublin	\$40,000	1,000				\$40,000	<b>\$0</b>
Narrows*****		0	\$12,500		\$27,500	\$40,000	<b>\$27,500</b>
Pearisburg	\$27,273	682			\$12,727	\$40,000	<b>\$12,727</b>
Pulaski Town**	\$27,273	682		\$12,727		\$40,000	<b>\$0</b>
<b>Total</b>	<b>\$256,365</b>	<b>6,409</b>	<b>\$40,227</b>	<b>\$25,455</b>	<b>\$277,955</b>	<b>\$600,000</b>	<b>\$277,955</b>

Notes:

- \* Wythe dues for FY 2011
- \*\* \$12,727 held for new economic development projects or future dues by Radford & Pulaski Town each.
- \*\*\* Roanoke City excess dues to be credited to future years' dues
- \*\*\*\* Salem dues for FY 2011 & FY 2012
- \*\*\*\*\* Narrows dues for FY 2012 plus \$7,500 in arrears

# **Memorandum of Understanding between Virginia’s First Regional Industrial Facility Authority and New River Valley Planning District Commission**

## **1. Agreement:**

This Memorandum of Understanding is issued pursuant to the terms and conditions of this agreement the New River Valley Planning District Commission, hereinafter referred to as the “PDC” and the Virginia’s First Regional Industrial Facility Authority, hereinafter referred to as the “Authority” is to be effective **July 1, 2011**.

## **2. Scope of Service**

The PDC agrees to provide the services set forth below to the Authority, and to do so in accordance with all terms and conditions set forth in this agreement.

The PDC agrees to do the following baseline activities in support of the authority’s board:

- Meeting support
- Bookkeeping
- Recordkeeping
- Economic development community: networking assistance
- Marketing materials (brochure; investor materials; publication of history, goals, and achievements)
- Economic development community: presentations assistance
- Potential participation committees
- Strategic planning: research
- Project assistance (grant writing, etc)

The PDC agrees to do the following baseline activities in support of the authority’s Commerce Park Participation Committee:

- Property management: tenant assistance, maintenance, leases (day to day)
- Property management: assistance with oversight, negotiations
- Meeting support
- Bookkeeping
- Recordkeeping
- Economic development community: networking assistance
- Prospects (proposals, site visits) 4 initial responses per year (support for additional responses can be provided through addendum to the MOU)
- Business plan staff support/development role
- Presentation mapping
- Marketing materials (brochure; investor materials; publication of history, goals, and achievements)
- Economic development community: presentations assistance

- Due diligence for site development (additional support can be provided through addendum to the MOU)
  - Broadband fiber to Commerce Park for last mile access
  - Electric transmission line extension route and financing planning
  - Rail access corridor planning
- Project assistance (grant writing, etc)
- Strategic planning: research

### 3. Add-on Services

The scope above is considered a baseline service. The Authority, its Executive Committee, or the Commerce Park Participation Committee may elect to authorize additional services and support from the PDC. In such cases, the Authority and the PDC will negotiate a fee and scope through addendum to this MOU for the specified services – which may include prospect marketing support above 4 initial responses and follow-up beyond initial inquiry, project support for site development, and other services deemed appropriate.

### 4. Period of Performance

The PDC agrees to commence performance of the activities called for herein, in compliance with the terms and conditions of this agreement, on the date set forth above and agrees to complete performance for the fiscal year beginning July 1, 2011 and ending June 30, 2012.

### 5. Cost of Service

The Authority agrees to pay the PDC a fee not to exceed **\$25,000.00** and allocated as follows: \$7,000.00 for Virginia’s First board services and \$18,000.00 for Commerce Park Participation Committee services as identified in section 2. This will constitute full and complete payment for the PDC’s work and activities as set forth herein. Such sums will be paid in the following manner in every case subject to receipt of the PDC’s requisition for the payment. Such requisition shall specify that the PDC has performed the work specified in conformance with the terms and conditions of this agreement, and that the PDC is entitled to receive the amount requisitioned under the terms and conditions of this agreement. Requisitions shall normally be requested monthly.

### 6. Not-to-Exceed Cost

It is expressly understood and agreed by all parties hereto that in no event will the total funding to be paid to the PDC hereunder exceed the maximum sum of **\$25,000.00** unless authorized by addendum to this MOU. It is further understood that the PDC will request payment for only those costs that are incurred by the PDC in the fulfillment of the work responsibilities outlined herein. Specifically, if the PDC is able to fulfill its obligations with actual costs less than **\$25,000.00**, the Authority will retain the difference.



**7. Ownership and Status of Documents**

1. All project documents produced under this Agreement become the property of the Authority upon the completion. The PDC is entitled to permanently retain appropriate copies of all project documents for reference purposes.
2. Any reports, information, data, etc., given to, prepared or assembled by the PDC under this Agreement shall be kept confidential by the PDC until released or approved for release by the Authority.

**8. Amendment and Termination**

This Memorandum of Understanding may be amended or terminated at any time by written agreement between Virginia’s First Regional Industrial Facility Authority and the New River Valley Planning District Commission and shall be subject to renegotiation if such amendment results in a change in the scope of services, compensation, and method of payment.

Accepted for the New River Valley  
Planning District Commission

Accepted for the Virginia’s First Regional  
Industrial Facility Authority

Signature: \_\_\_\_\_

Signature: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

# JOSEPH N. (JOE) MORGAN

Nansemond on the Bay  
100 East Ocean View Avenue, Unit 803  
Norfolk, Virginia 23503

December 30, 2008

Mr. Chris McKlarney, Chairman  
Virginia's First Regional Industrial Facilities Authority  
County Administrator's Office  
County of Giles  
315 North Main Street  
Pearisburg, VA 24134

Chairman McKlarney:

I appreciate the opportunity to serve Virginia's First as it continues to provide regional economic development solutions for the greater Roanoke and New River Valley region. I understand I am being engaged to define and implement an administrative team for the Authority.

I understand the scope of services desired is to establish an administration for the Authority and the current or future Participation Committees, as follows:

- For the Authority:
  - Reporting to member local governments;
  - Contact point for Authority administration and budget preparation;
  - Budget implementation following Authority adoption;
  - Liaison with regional, state and federal governmental and economic development entities; and
  - Strategic planning to confirm the ongoing Authority mission, membership and investment.
- For the Commerce Park Participation Committee:
  - Site development coordination, including:
    - Utility extension in 2009, funded through the U.S. Economic Development Administration and Pulaski County Public Service Authority;
    - Other infrastructure enhancements, including electrical power upgrade and roadway extensions;
    - Environmental hazards mitigation;
    - Surplus property disposition;
    - Overall site maintenance; and
    - Assistance to Commerce Park tenants.
  - Marketing through local, regional and state-wide economic development entities;
  - Budget preparation, submission to Participation Committee for adoption and budget implementation; and

- Strategic planning.
- For other current or future participating committees:
  - Strategic planning for project development;
  - Definition of services to be provided each committee; and
  - Site development coordination, particularly if projects are located within the Commerce Park.

I understand the current concept of the proposed administrative team, includes:

- Being led by me in the position of executive director, reporting directly to the Authority Chairman;
- Including Mr. Brian Carroll as site development coordinator; and
- Coordinating services with the staff of the New River Planning District, which has provided administrative support for the Authority since its creation.

To achieve the scope of services, the following time frame is suggested:

- For Mr. Carroll's services as site development coordinator, an engagement of one year's duration to be renewed as mutually agreed, with the specifics of the 2009 time requirements, job description and compensation to be confirmed by February 15, 2009.
- For my services:
  - an initial engagement from January 1 through the April 2009 meeting of the Authority Board of Directors (now scheduled for April 8<sup>th</sup> 2009); to allow for recommendation and approval of an Authority administrative structure,; and
  - If a long term engagement of an executive director is desired by the Authority and it is mutually agreed I am able to fill that director's role, then extension of my engagement through July 2011, subject to sixty days notice by either myself or the Authority to terminate the engagement.

Based on our discussions to date, I suggest my compensation be as follows:

- \$6,000 through the date of the April 2009 Authority meeting (Now scheduled for April 8<sup>th</sup>);
- Compensation to be based on a minimum of forty hours per month of my time at \$50 per hour for administration of the above listed services as executive director;
- Increase in compensation at \$50 per hour should my actual time served exceed 120 hours through the April meeting of the Authority, which increased time served is required to be authorized in advance by the Authority Chairman;
- Compensation to be paid in monthly installments of \$2,000 each, paid at the Authority Board meeting following the month served, and;
- Compensation beyond April 8<sup>th</sup> 2009, if approved by the Authority, to be on a similar hourly basis; now anticipated to also be about 40 hours per month.

At my option, I may deliver these services through my current employer, Springsted Incorporated. Such an arrangement will be made at no additional expense to the Authority.

In addition to the compensation described above, based on \$50 per hour, reimbursement for expenses is requested based on the following:

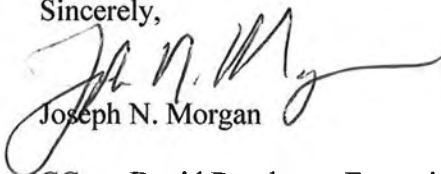
- Mileage for travel on behalf of the Authority from and within the New River Valley at the current IRS allowed reimbursement rate for use of a personal vehicle (I would expect no compensation for personal travel between the New River Valley and my Norfolk, Virginia residence on those occasions when it will be appropriate for me to be present in the Authority service region.);
- A per diem meals expense when traveling away from the New River Valley on Authority business, at the current rate allowed by the Commonwealth of Virginia for state employees;
- The cost of making electronic office equipment available to enhance my service to the Authority, including access to a laptop computer with wireless capability and a cellular phone combined with personal digital assistant (PDA). (Such equipment is needed to handle communications and document preparation. To the extent acceptable by my current employer, there may be no additional immediate expense to the Authority.)
- Lodging when travel is needed on behalf of the Authority outside the New River Valley. (I would not expect to be reimbursed for the expense of lodging in the New River Valley when I am working there on behalf of the Authority.); and
- Office and other miscellaneous expenses on behalf of the Authority. (At no expense to the Authority, I will provide a home office with high speed internet access, scanner, printer, etc. from which to perform those services to the Authority for which my physical presence is not required in the Authority service region. I expect the Authority member localities and Planning District Commissions serving the Authority members to make available temporary office and meeting space for the Authority administrative team as needed at no expense to the Authority, Mr. Carroll or myself.)

I will submit a summary of expenses monthly and expect to be reimbursed for expenses by the Authority meeting of the month following the month in which expenses are incurred.

If these terms are acceptable, please acknowledge in the space provided below, or if you prefer, please have these terms included in an agreement document suitable to the Authority attorney.

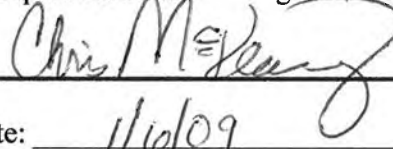
I commend both you and the Authority Board of Directors for your continuing commitment to regional solutions to economic development. Looking forward to working with you, I am,

Sincerely,

  
Joseph N. Morgan

CC: David Rundgren, Executive Director  
New River Valley Planning District

Accepted on behalf of Virginia's First Regional Industrial Facilities Authority by:

  
\_\_\_\_\_

Date: 1/16/09

New River Valley Commerce Park  
Draft Proposed Budget  
July 2011 - June 2012

	FY 2011 Adopted	FY 2011 Adopted Categories	FY 2012 Proposed	FY 2012 Proposed Categories
Contracted Administration:		\$43,360		\$32,400
PDC Personnel	\$22,960		\$18,000	
Contracted Management	\$18,000		\$12,000	
Contracted Site Coordination				
Transportation				
Travel / Per Diem	\$2,400		\$2,400	
Administration Expenses		\$6,535		\$4,052
Office Space	\$3,683		\$0	
Telephone / Internet	\$1,200		\$2,400	
Office Supplies	\$400		\$400	
Postage	\$352		\$352	
Printing	\$400		\$400	
Copies				
Media Adv.	\$500		\$500	
Participation Committee Expenssss	\$1,500	\$1,500	\$1,500	\$1,500
Project Development				
Strategic Site Development and Marketing				
Utility Extension - \$55,000 per year starting FY 2013				
Professional Services		\$4,600		\$4,600
Legal	\$2,000		\$2,000	
Audit Fee	\$1,600		\$1,600	
Engineering				
Other Professional Fees	\$1,000		\$1,000	
Site Manintenance		\$17,900		\$6,800
Miscellaneous	\$3,000		\$3,000	
Equip Rental				
Equip Maint.	\$1,000		\$1,000	
Materials/supplies	\$1,000		\$1,000	
Insurance	\$4,300		\$1,200	
Utilities	\$600		\$600	
Environmental (Well Monitoring, etc.)	\$8,000		\$0	
Equipment Depreciation				
Capital Outlay		\$0		\$0
Contractual Service				
Contractual Service	\$30,000		\$0	
Recruitment				
Total Operational Expenses	\$103,895	\$73,895	\$49,352	\$49,352
Debt Service:		\$356,525		\$356,308
Revenue Bond 40 Yr	\$119,448		\$119,448	
Revenue Bond 40 Yr	\$123,096		\$123,096	
Bank Loan 20 Yr	\$113,981		\$113,764	
	\$356,525		\$356,308	
Total Expenses	\$460,420	\$430,420	\$405,660	\$405,660

	FY 2011 Proposed	FY 2011 Proposed Categories	FY 2012 Proposed	FY 2012 Proposed Categories
Participant Shares				
Bland County	\$5,900		\$5,900	
Craig County	\$5,844		\$5,844	
Giles County	\$55,851		\$55,851	
Montgomery County	\$55,851		\$55,851	
Pulaski County	\$180,172		\$180,172	
Roanoke County	\$29,255		\$29,255	
City of Radford	\$23,258		\$23,258	
City of Roanoke	\$27,500		\$27,500	
Town of Dublin	\$2,968		\$2,968	
Town of Pearisburg	\$5,900		\$5,900	
Town of Pulaski	\$20,001		\$20,001	
Subtotal Shares	\$412,500	\$412,500	\$412,500	\$412,500
Interest (Estimated)	\$5,000	\$5,000	\$5,000	\$5,000
Land and Building Leases	\$ 15,807	\$15,807	\$ 15,807	\$15,807
Total Estimated Income	\$433,307	\$433,307	\$433,307	\$433,307
Transfer from fund balance	\$30,000.00		\$0.00	
Balance -deficit	\$2,887	\$2,887	\$27,647	\$27,647



## *New River Valley Commerce Park Participation Committee*

6580 Valley Center Drive, Suite 124  
Radford, VA 24141  
Phone (540) 639-1524 FAX (540) 831-6093

March 31, 2011

### **Bland County**

\*Lace (Nick) Asbury  
Henry Blessing

### **Craig County**

\*Jay Polen

### **Giles County**

\*Chris McKlarney  
Richard McCoy

### **Montgomery County**

\*Craig Meadows  
Brian T. Hamilton

### **Pulaski County**

\*Peter M. Huber  
Shawn Utt

### **Roanoke County**

Charlotte Moore  
\*Doug Chittum

### **City of Radford**

Tim Cox  
\*Basil Edwards

### **City of Roanoke**

\*Brian Townsend  
Bill Bestpitch

### **Town of Dublin**

William H. Parker  
\*Doug Irvin

### **Town of Pearisburg**

\*Kenneth F. Vittum  
Brad Jones

### **Town of Pulaski**

\*Morgan Welker  
John Hawley

\* denotes primary member  
of the Participation  
Committee

### Executive Committee:

Basil Edwards, Chair  
City of Radford  
Chris McKlarney,  
Vice-Chair  
Giles County  
Shawn Utt,  
Secretary-Treasurer  
Pulaski County  
Jay Polen  
Craig County  
Brian Hamilton  
Montgomery County

Mr. Kevin R. Byrd  
Executive Director  
New River Valley Planning District Commission  
6580 Valley Center Drive, Suite 124  
Radford, VA 24141

Dear Director Byrd:

On behalf of the New River Valley Commerce Park Participation Committee, I request the following projects be considered for this year's update of the Comprehensive Economic Development Strategy (CEDs):

**Brief Description of Project: NRV Commerce Park Electric Transmission Extension** – Extension of 138kVA electric transmission line approximately two miles from the current crossing of Lee Highway, Route 11, near Morgan's Cut in Pulaski County, west along Route 11 and north to the Commerce Park site, south of the New River Valley Airport. The transmission line extension will allow reduced start up time for new and expanding industries locating at the Commerce Park, thus enhancing the competitive advantage of the Commerce Park with other large acreage industrial sites in the southeastern United States. Transmission line extension prior to the location of a new or expanding industry could reduce start up time by two years.

Responsible Agency: Virginia's First Regional Industrial Facility Authority

Estimated Total Cost: \$2,500,000

Sources and Amount of Funding:

Federal: \$1,250,000  
State: \$1,000,000  
Local: \$250,000  
Private: \$0

Estimated Construction Date: 2013

Readiness status: PER completed

**Brief Description of Project: Green Challenge Waste to Energy** - The New River Resources Authority (NRRA) has procured contractors to receive market grade methane gas from the New River Solid Waste Management Area landfill located approximately four miles north of the New River Valley Commerce Park. Transmission of either gas or electricity generated from the gas to the Commerce Park site can enhance both energy cost at the Commerce Park and the price received by the NRRA for methane gas produced.

Responsible Agency: Virginia's First Regional Facility Authority

Estimated Total Cost: \$2,000,000

Sources and Amount of Funding:

Federal: \$1,000,000  
State:  
Local:  
Private: \$1,000,000

Estimated Construction Date: 2012

Readiness status: Desired - The NRRA has completed gas recovery infrastructure and identified contractors to implement gas to marketable energy. Further design is needed to determine the optimum transmission and recovery equipment to make the Commerce Park an economically viable site for this green energy initiative.

These requests are made contingent on ratification by the Participation Committee at its next meeting scheduled on April 13, 2011. Please advise me of any additional information needed on these projects for consideration in the CEDS update.

Thanking you for considering these economic development and green energy projects, I am

Sincerely,

Joseph N. (Joe) Morgan,  
Executive Director  
Virginia's First Regional Industrial Facility Authority



**VACORP**

Virginia Association  
of Counties Group  
Self Insurance  
Risk Pool

**2011-2012  
Renewal Quotation for  
Self Insurance for  
Property & Liability**

Proposal to  
**VA's First Regional  
Industrial Authority**

Presented on  
**March 15, 2011**

Package coverages, terms,  
conditions and exclusions  
are only briefly outlined.  
For complete provisions  
please refer to the  
coverage contract.



Virginia Association of Counties Group Self-Insurance Risk Pool  
**VA's First Regional Industrial Authority**  
**CONTRIBUTION SUMMARY FORM**

	<b>Coverage</b>	<b>Deductible</b>	<b>Contribution</b>
I	<b>Property</b> – “All Risks”; Replacement Cost; No Coinsurance; Blanket	\$1,000	\$709
	<b>Inland Marine</b> – Replacement Cost if Reported, Otherwise Actual Cash Value	\$1,000	Included
	<b>Computers</b>	\$1,000	Included
II	<b>General Liability</b> – \$2,000,000 Combined Single Limit; Occurrence Form; No Annual Aggregate; Non-audited	None	\$163
III	<b>Law Enforcement Liability</b> – N/A	N/A	N/A
IV	<b>Public Officials Liability</b> – \$1,000,000 Limit Each Wrongful Act	\$1,000	\$550
V	<b>Automobile</b> – \$2,000,000 Combined Single Limit <b>Hired and Non Owned Autos Only</b>	None	\$150
VI	<b>Crime</b> – Blanket Faithful Performance; In/Out Robbery; Counterfeit; Forgery; Computer Fraud - N/A	N/A	N/A
VII	<b>Increase Limits</b> for GL and Auto Liability to N/A	None	N/A
VIII	<b>Environmental Liability</b> - \$1,000,000 Limit	\$25,000	Included
IX	<b>Workers' Compensation</b> Coverage A – Statutory Coverage B – \$1,000,000	None	N/A

Total Annual Contribution	\$1,572
<b>Boiler &amp; Machinery</b> – \$1,000 Deductible	\$61
Dividend Rate Credit (subject to SCC approval)	(\$0)
Dual Program Discount, if applicable	(\$0)
<b>GRAND TOTAL CONTRIBUTION</b>	<b>\$1,633</b>

## PROPERTY

### **Buildings & Contents:**

#### **Basis of Premium:**

Total Building Values:	<u>\$ 666,000</u>
Total Contents Values:	<u>\$ 0</u>
Business Income/Extra Expense: (\$100,000 automatic)	<u>\$ 100,000</u>

### **Inland Marine:**

#### **Basis of Premium:**

Blanket Inland Marine Values:	<u>\$ 42,350</u>
Contractors' Equipment:	<u>Included</u>

### **Additional Coverages: (no additional charge)**

- A&E fees for plans, specifications and supervision included upon replacement
- Back-up of Sewers & Drains: \$1,000,000 Limit
- Debris Removal: up to \$20,000,000
- Pollutant Clean-up and Removal: \$500,000 Limit
- Error in Reporting Provision
- Improvements and Betterments to buildings leased by the entity
- Miscellaneous Unnamed Property: \$500,000 Limit
- Newly Acquired Property: \$20,000,000 Limit (under \$500,000 in value covered until renewal at no additional charge; additional charge for new values above \$500,000)
- Property in Transit: up to \$5,000,000
- Off Premises Power Failure: \$2,000,000 Limit
- Signs, fences, light poles, antenna, masts and towers; retaining walls are covered within 1,000 feet of the premises provided their values are included in the schedule
- Building Ordinance/Increased Cost of Construction/Demolition: up to \$20,000,000

### **Additional Coverages: (additional contribution required)**

- Builders' Risk (Optional - must be reported)

### **Perils Covered:**

- "All Risks" except as excluded by the coverage contract. Flood (if outside the 100 year flood plain) and Earthquake are included on a limited basis.

### **Deductible:**

- \$1,000
- \$25,000 for Flood & Earthquake

### **Valuation:**

- Replacement Cost: Building & Contents; Functional Replacement Cost: Inland Marine

### **Other Terms:**

- Blanket Limit
- No Coinsurance: Subject to Reporting 100% of Replacement Cost Values

## **BOILER & MACHINERY**

### **Limits:**

- \$50,000,000 Limit per Breakdown; includes Property Damage, Utility Interruption
- \$1,000,000 Business Income and Extra Expense
- \$500,000 Water Damage
- \$250,000 Hazardous Substance
- \$100,000 Ammonia Contamination
- \$100,000 Spoilage Damage, Data or Media Damage

### **Covered Events:**

Property losses ranging from air conditioning equipment and HVAC systems to electrical equipment, including system motors, compressors, refrigeration equipment, fans, switchboards, coils, pipes and air conditioning vessels

### **Deductible:**

- \$1,000
- 24 Hours Business Income Loss

## **GENERAL LIABILITY**

### **Combined Single Limit**

#### **Basis of Premium:**

Net Operating Expenses: \$26,502

#### **Limits:**

- \$2,000,000 Combined Single Limit for Bodily Injury and Property Damage, each occurrence
- No annual aggregate

#### **Additional Coverages:**

- Contractual Liability for covered contracts
- Personal Injury and Advertising Liability
- Broad Form Property Damage Liability
- Incidental Medical Malpractice for employed EMTs and nurses
- Limited Worldwide Liability
- Owned Watercraft under 26 feet
- Products/Completed Operations
- Volunteers included as covered persons (volunteer fire & rescue are excluded)
- Punitive Damages covered in most cases
- Athletic Participation included
- Employee Benefits Liability

#### **Sub-limits:**

- \$500,000 Fire Damage Legal Liability – Real Property
- \$100,000 Care, Custody and Control of Others' Property

#### **Deductible:**

- None

## **PUBLIC OFFICIALS LIABILITY**

### **Limits:**

- \$1,000,000 each wrongful act
- \$1,000,000 annual aggregate

### **Deductible:**

- \$1,000 per occurrence

### **Policy Form:**

- Occurrence

### **Coverages:**

- County Attorney considered covered persons
- Special Enforcement Officers not under the control of Sheriff considered covered persons
- Employment Practices
- Sexual Harassment
- Defense cost in addition to policy limits

### **Defense Limit of \$100,000 provided for the following excluded coverages:**

- Fraud, dishonesty and criminal acts
- Profit and gain
- Violation of statute
- Failure to maintain insurance
- Breach of fiduciary duty
- Breach of contract, other than failure to pay
- Land Use/Eminent Domain

**AUTOMOBILE LIABILITY AND PHYSICAL DAMAGE**

**Basis of Premium:**

Number of Vehicles:                     0                    

**Liability:**

**Limits:**

- \$2,000,000 Non-owned and Hired Auto liability (excess over any other collectible insurance)

**Physical Damage:**

**Deductibles:**

- \$ 250 Physical Damage to Hired or Borrowed Autos

**Hired and Non Owned Autos Only**

## **ENVIRONMENTAL LIABILITY**

**Limit:** \$1,000,000

**Deductible:** \$25,000

### **Coverage:**

- Third party cleanup for above ground pollution exposures, such as:
  - Water & sewer operations
  - Transfer stations
  - Spraying of pesticides and herbicides
  - Golf courses
  - Above ground storage tanks

### **Exclusions:**

- Underground Storage Tanks
- Landfills
- Hospitals

VACORP could place coverage for these excluded exposures through a commercial carrier, if desired.