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
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 (NRRA) landfill methane gas at the Commerce Park. The discussion occurred while the NRRA 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

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<td>Bland County</td>
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<td>(x) Eric Workman</td>
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<td>Craig County</td>
<td>(x) Jay Polen</td>
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<td>Giles County</td>
<td>() Chris McKlarney</td>
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<td>(x) Peter Huber</td>
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<td>Roanoke County</td>
<td>(x) Douglas Chittum</td>
<td>() Charlotte Moore</td>
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<td>(x) Tim Cox</td>
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<td>(x) Brian Townsend</td>
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<td>(x) Ken Vittum</td>
<td>() Brad Jones</td>
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<tr>
<td>Town of Pulaski</td>
<td>(x) Morgan Welker</td>
<td>(x) John White</td>
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</table>

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
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).
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 ratio (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 that 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

### Participation Committees

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### Governance

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<td>Officers</td>
<td>Officers selected through June 30, 2012</td>
<td>2010-12 Officers, Basil Edwards, Chair; Chris McKlamey, Vice Chair; and Shawn Utt, Sec. / Treas.</td>
<td>Completed</td>
<td>Straight / Morgan</td>
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<td>Executive Committee</td>
<td>Executive Committee on permanent basis established to include officers and 2 at large members</td>
<td>2010-2012 Executive Committee Officers plus Jay Polen from Craig and Brian Hamilton from Montgomery</td>
<td>Mar-10</td>
<td>Morgan</td>
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<tr>
<td>Executive Director</td>
<td>VA 1st Executive Director to also serve participation committees</td>
<td>Joe Morgan designated as Executive Director</td>
<td>Engaged April 2009 to July 2011</td>
<td>Morgan</td>
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### Membership

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<td></td>
<td>Welcome other member localities to join</td>
<td>Contacts authorized with other local governments</td>
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### Strategic Planning

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<tr>
<td>2007 Business Plan Review &amp; Adoption</td>
<td>Review and adopt with updates as appropriate</td>
<td>Adopted with Executive Committee authorized to propose incentives and all member governments to confirm</td>
<td>Morgan</td>
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<tr>
<td>Site Development Strategic Planning</td>
<td>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</td>
<td>Committee designatged to draft RFP for consultant selection - staff review of currently available data to better determines structure of planning undeway</td>
<td>2011</td>
<td>Morgan</td>
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<td>Assessment of Rail Access Practicality</td>
<td>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</td>
<td>Rail ROW acquisition being studied - Use of RAAP New River Works (Dublin) Site for rail trans-load dependent on securing major customer</td>
<td>2011</td>
<td>Morgan</td>
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<td>Review of Member Return on Investment</td>
<td>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</td>
<td>Business Plan anticipates delayed return on investment in coordination with location incentives</td>
<td>2009-10</td>
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<td>Inventory of large acreage sites in Virginia and the southeast</td>
<td>Develop data base for use in workforce and site strategic planning</td>
<td>Completed for Virginia - Southeast inventory incomplete and deferred to strategic planning study</td>
<td>2011</td>
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<td>Frequency</td>
<td>Initial 2 year cycle of review and re-adoption</td>
<td>Coordinate with Site Development Strategic Planning</td>
<td>2009-11</td>
<td>Morgan</td>
</tr>
</tbody>
</table>
## Participation Committees

### Commerce Park (Continued)

<table>
<thead>
<tr>
<th>Task</th>
<th>Current Status</th>
<th>Timing</th>
<th>Staff Assigned</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Finance</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Budgeting</td>
<td>Assign to Executive Director</td>
<td>Completed 2009</td>
<td>Morgan</td>
</tr>
<tr>
<td>Revenue Sharing</td>
<td>Pulaski County has offered to share real estate taxes</td>
<td>Acceptance included in proposed Amendment #2 to Participation Agreement</td>
<td>April 2010</td>
</tr>
<tr>
<td>Debt Restructuring</td>
<td>Water and sewer infrastructure upgrade financing and interest rate changes warrant refinancing consideration</td>
<td>Consider moving to municipal moral obligation status and/or self financing versus property secured</td>
<td>2011</td>
</tr>
<tr>
<td>Raising Capital</td>
<td>Seek new capital investment, from both public and private sources</td>
<td>Ongoing</td>
<td>2009-11</td>
</tr>
<tr>
<td>Surplus Land Disposal</td>
<td>List Mebane Home area with Woltz &amp; Associates as approved in concept in July 2008 - Consider auction sale when second six months listing expires</td>
<td>Re-listing with Woltz &amp; Associates approved, with New Dublin Church buffer reservation, alternatives for more acreage and future auction - dependent on lender endorsement</td>
<td>2011</td>
</tr>
<tr>
<td>Surplus Land Disposal</td>
<td>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</td>
<td>Hearing held 7-7-07 and Report submitted to CPPC on 8-12-09 - Findings to be considered in site strategic planning</td>
<td>2010</td>
</tr>
<tr>
<td><strong>Investors</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Public Sector</td>
<td>Develop plan for optional additional investment by current or new member localities</td>
<td>For review in 2011 after membership changes confirmed</td>
<td>2010-11</td>
</tr>
<tr>
<td>Private Sector</td>
<td>Develop marketing plan for non-voting shares to finance further site development and infrastructure</td>
<td>For review in 2011 after membership changes confirmed</td>
<td>2010-11</td>
</tr>
<tr>
<td>PARTICIPATION COMMITTEES</td>
<td>TASK</td>
<td>CURRENT STATUS</td>
<td>TIMING</td>
</tr>
<tr>
<td>--------------------------</td>
<td>------</td>
<td>----------------</td>
<td>--------</td>
</tr>
<tr>
<td><strong>MARKETING</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Through Local Economic Developers</td>
<td>Expand networking to PDC's 3 and 5</td>
<td>Underway</td>
<td>Ongoing</td>
</tr>
<tr>
<td>Through Regional Economic Development Entities</td>
<td>Expand networking to Roanoke Regional Partnership (PDC 5) and Virginia's aCorridor (PDC 3)</td>
<td>Underway</td>
<td>Ongoing</td>
</tr>
<tr>
<td>Through VA Economic Developers Association</td>
<td>Maintain frequent contact with VEDP leadership - Network through VEDA</td>
<td>Ongoing</td>
<td>Ongoing</td>
</tr>
<tr>
<td>Through Existing Businesses</td>
<td>Develop schedule of calls on major regional employers on 2 year rotation to insure awareness of Commerce Park assets</td>
<td>Requested member governments to assist through existing industry support programs. Met with Pulaski Encouraging Progress on 10/7/10</td>
<td>2009-11</td>
</tr>
<tr>
<td>VEDP Right Now Sites</td>
<td>Follow up to determine if Commerce Park is feasible for listing as a Megasite, Heavy Industrial Site or Business Industrial Park Site</td>
<td>Updated VEDP Research and Marketing Leaders on 2/5/09 - Commerce Park confirmation as a mega-site needed</td>
<td>2011</td>
</tr>
<tr>
<td>Multiple Site Offerings</td>
<td>Review multiple site layout for compatibility with infrastructure expansion plans and regional site inventory needs as part of strategic planning base information</td>
<td>Lot size availability ranges from 2 to 500+ acres confirmed in Participation Agreement Amendment #2</td>
<td>2010</td>
</tr>
<tr>
<td>Presentation Mapping</td>
<td>Coordinate update with engineering consultants</td>
<td>Updates may be needed to reflect current planning</td>
<td>2011</td>
</tr>
<tr>
<td>Review of recent prospect information presentations</td>
<td>Use past prospect presentations to develop base for workforce and site strategic planning</td>
<td>Completed</td>
<td>March - May 2009</td>
</tr>
<tr>
<td>Targeted Industries Selection</td>
<td>Define targeted industries in coordination with strategic planning</td>
<td>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</td>
<td>2011</td>
</tr>
</tbody>
</table>
### Virginia First Regional Industrial Facility Authority - Program of Work 2009-2011

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

<table>
<thead>
<tr>
<th>PARTICIPATION COMMITTEES</th>
<th>TASK</th>
<th>CURRENT STATUS</th>
<th>TIMING</th>
<th>STAFF ASSIGNED</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SITE MAINTENANCE</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(Continued)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Agricultural / Residential Leases</td>
<td>Renew under current terms due to uncertainty on infrastructure extension, surplus property disposal, Project Neemo siting and multiple site layouts</td>
<td>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</td>
<td>2009-2011 Morgan</td>
<td></td>
</tr>
<tr>
<td>Mowing</td>
<td>Consider coordinating grounds maintenance with NRV Airport and / or local governments</td>
<td>Memorandum of Understanding entered with NRV Airport in return for use of CPPC tractor/mower, plus supplemental help from renters</td>
<td>ongoing Morgan</td>
<td></td>
</tr>
<tr>
<td>Signage</td>
<td>Coordinate complimentary signage as park layout develops</td>
<td>New entranced signage installed in 2008</td>
<td>2010-11 Morgan</td>
<td></td>
</tr>
<tr>
<td>Beautification</td>
<td>Seek cooperation of neighboring properties on eyesore removal / screening, as well as coordination with NRV Airport and / or local governments</td>
<td>NRV Airport and Pulaski County are assisting - neighboring property owners to be contacted</td>
<td>2011 Morgan</td>
<td></td>
</tr>
<tr>
<td>Environmental Hazards Mitigation</td>
<td>Coordinate with water and sewer extensions</td>
<td>Removed July 2009</td>
<td>2009 Straight</td>
<td></td>
</tr>
<tr>
<td>Roadways</td>
<td>Coordinate extensions with all users</td>
<td>Maintenance by VDOT and through agricultural and residential leases</td>
<td>2009-11 Morgan</td>
<td></td>
</tr>
</tbody>
</table>

### SITE DEVELOPMENT

<table>
<thead>
<tr>
<th>TASK</th>
<th>CURRENT STATUS</th>
<th>TIMING</th>
<th>STAFF ASSIGNED</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009-11 Water &amp; Sewer Capacity Expansion</td>
<td>Archeological and endangered species studies underway by NRV PDC</td>
<td>Completed</td>
<td>2009 Straight</td>
</tr>
<tr>
<td>2009-11 Water &amp; Sewer Capacity Expansion</td>
<td>Easement acquisition completed</td>
<td>2009-10 Ratcliff</td>
<td></td>
</tr>
<tr>
<td>2009-11 Water &amp; Sewer Capacity Expansion</td>
<td>Engineering design procurement</td>
<td>Awarded by PCPSA to DAA and Anderson and Associates</td>
<td>2009 Straight</td>
</tr>
<tr>
<td>2009-11 Water &amp; Sewer Capacity Expansion</td>
<td>Virginia First / Pulaski County PSA grant agreement documentation</td>
<td>Awarded in March 2009</td>
<td>2009 Straight</td>
</tr>
<tr>
<td>2009-11 Water &amp; Sewer Capacity Expansion</td>
<td>Pulaski County PSA / City of Radford water capacity agreement</td>
<td>completed</td>
<td>2010 Morgan</td>
</tr>
<tr>
<td>2009-11 Water &amp; Sewer Capacity Expansion</td>
<td>Coordinate Rural Development / Economic Development Administration / Federal Stimulus / Private Financing</td>
<td>Commerce Park to assume customer status pledge of 1/3 debt service as an availability charge</td>
<td>Aug-09 Straight</td>
</tr>
</tbody>
</table>

### SITE DEVELOPMENT (continued)

<table>
<thead>
<tr>
<th>TASK</th>
<th>CURRENT STATUS</th>
<th>TIMING</th>
<th>STAFF ASSIGNED</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electric Service Upgrade / Substation Location</td>
<td>AEP completed transmission and service upgrade study in 2008 - Coordinate options for upgrade with City of Radford Electric Service and seek financing</td>
<td>option review underway - transmission line easement to be sought</td>
<td>2009-11 Morgan</td>
</tr>
<tr>
<td>Access Road(s) Extension</td>
<td>Coordinate funding options with VDOT and private investors</td>
<td>Routing and funding dependent on future tenant needs</td>
<td>2009-11 Morgan</td>
</tr>
<tr>
<td>Broadband Upgrade / Extensions</td>
<td>Coordinate service through Commerce Park</td>
<td>New River Valley Network Wireless Authority awarded Federal stimulus funding - easements may need to be granted across Commerce Park</td>
<td>2011 Morgan</td>
</tr>
<tr>
<td>Boundary Adjustment</td>
<td>Complete swap for site desired by Airport with runway access</td>
<td>Swap site accepted by NRV Airport and approved by CPPC 8-12-2009 with survey and deed preparation completed for final transfer in 2011</td>
<td>2009-11 Morgan</td>
</tr>
<tr>
<td>Protective Covenants</td>
<td>Coordinate updates with strategic planning. Existing covenants may not reflect future development plan</td>
<td>Initiation of Development, Covenants and Communications Committee (DC&amp;CC) authorized 11-19-2009 &amp; first annual meeting held 7-13-10</td>
<td>2009-11 Morgan</td>
</tr>
</tbody>
</table>
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@nrvdc.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 NRVPDC 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 jnmorgan@nvrdc.org - primary e-mail jnmorgan@megahits.com - secondary e-mail

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-----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
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@nrvaliasance.org
www.nrvaliasance.org

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
carry out the business of the preserve. 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 will 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
804-372-7237
Hunting quail the old way

Dumas 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 bob-white quail really was king of the upland game. But he does, in a sense, now. He has spent years hunting with his grandfather and other hunters, and he knows the traditions of the sport.

Boudreaux, like many of us too young to know the glory days of quail hunting, has heard older Virginians gloat about the days when they went hunting with their grandfathers. And he has seen the changes that have come to the sport in recent years, including the use of GPS devices and cell phones to keep track of the birds and their locations.

What do we like? We like the challenge of the hunt, the feeling of accomplishment when we bring a bird to the table. We like the camaraderie of hunting with friends and family. We like the outdoor lifestyle, away from the stresses of daily life.

As a quail hunting outfitter, I see the sport evolving. The use of technology and social media has changed the way we approach the hunt. But the traditions of quail hunting are still very much alive, and I believe they will continue to be enjoyed for generations to come.

---

Water, Sky Conditions

**MOON PHASES**

<table>
<thead>
<tr>
<th>MOON Phases</th>
<th>First</th>
<th>Full</th>
<th>Last</th>
<th>New</th>
</tr>
</thead>
<tbody>
<tr>
<td>First New</td>
<td>19</td>
<td>29</td>
<td>30</td>
<td>1</td>
</tr>
<tr>
<td>Third Full</td>
<td>18</td>
<td>28</td>
<td>29</td>
<td>31</td>
</tr>
<tr>
<td>Waning Moon</td>
<td>18</td>
<td>30</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>Waning Gibbous</td>
<td>18</td>
<td>30</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>Waning Crescent</td>
<td>18</td>
<td>30</td>
<td>1</td>
<td>2</td>
</tr>
</tbody>
</table>

**WATER CONDITIONS**

James River
- Current: 6.5 ft
- Flow: 300 cfs
- Temperature: 75°F
- Oxygen: 8.0 mg/L

**TIDES**

<table>
<thead>
<tr>
<th>Tides</th>
<th>AM</th>
<th>PM</th>
</tr>
</thead>
<tbody>
<tr>
<td>James River</td>
<td>1 HO</td>
<td>1 HO</td>
</tr>
<tr>
<td>York River</td>
<td>1 HO</td>
<td>1 HO</td>
</tr>
</tbody>
</table>

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

There is something special about the way things were done in the past. We miss the days when we didn't have to worry about our phones and email. We miss the days when we could just go out and enjoy the great outdoors.

---

With Boudreaux and Don Reevoo, whose German shorthaired pointers would lead us into the field that day. The goal, Boudreaux explained, is to recreate the quail hunting experience of 60 years ago.

“We don’t have little food pets, 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 hejderow hunting and we do those (drains), 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 Reevoo down a row of mature cedars with barbed wire running along them. The trees 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 whip of a quail but not getting so close as to flush them.

When you hunt birds 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, flushing from the field edges.

We hunted up and down the row, running the birds, missing a couple. When we scared a red-tailed hawk from a tree, we realized why some of the birds were difficult to flush: “I think they’re taking 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 of bob-white quail to the left of the field. They were reviving their natural 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 (commonwealthbirding.com) is one of many groups trying to recapture the glory days — groups like Quail Unlimiter (which I have not been able to find the website for) and the Department of Game and Inland Fisheries (which I also have not been able to find the website for). It’s a day when the traditions of quail hunting are still very much alive, and I believe they will continue to be enjoyed for generations to come.
### Virginia's First Regional Industrial Facility Authority Excess Dues Distribution Plan Adopted 1-12-2011

<table>
<thead>
<tr>
<th>Locality</th>
<th>Additional Commerce Park Shares for Water &amp; Sewer Expansion</th>
<th>Additional Paid Up Commerce Park Shares Acquired</th>
<th>New Economic Development Projects</th>
<th>Rebate</th>
<th>Total Excess Dues</th>
<th>Excess Dues to be Issued Members in February 2011</th>
</tr>
</thead>
<tbody>
<tr>
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**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
Name: __________________________
Title: __________________________
Date: __________________________

Accepted for the Virginia’s First Regional Industrial Facility Authority
Name: __________________________
Title: __________________________
Date: __________________________
Mr. Chris McLarney, Chairman
Virginia’s First Regional Industrial Facilities Authority
County Administrator’s Office
County of Giles
315 North Main Street
Pearisburg, VA 24134

Chairman McLarney:

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 8th 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 8th);
- 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 8th 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:

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March 31, 2011

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):

**NRV Commerce Park Electric Transmission Extension**  
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

**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
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

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

Total Annual Contribution $1,572

Boiler & Machinery – $1,000 Deductible $61

Dividend Rate Credit (subject to SCC approval) ($0)

Dual Program Discount, if applicable ($0)

GRAND TOTAL CONTRIBUTION $1,633
PROPERTY

Buildings & Contents:

Basis of Premium:

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Building Values</td>
<td>$666,000</td>
</tr>
<tr>
<td>Total Contents Values</td>
<td>$0</td>
</tr>
<tr>
<td>Business Income/Extra Expense ($100,000 automatic)</td>
<td>$100,000</td>
</tr>
</tbody>
</table>

Inland Marine:

Basis of Premium:

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Blanket Inland Marine Values</td>
<td>$42,350</td>
</tr>
<tr>
<td>Contractors’ Equipment</td>
<td>Included</td>
</tr>
</tbody>
</table>

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.