

VEDP TOUR OF CROSSROADS AND WILDWOOD

NOVEMBER 27, 2018

AGENDA

1. Welcome and Introductions – C. M. Mitchell, BRCEDA Chairperson, Galax Mayor
2. Breakfast
3. Tour of Crossroads Institute:  
Linda Richardson, Facilities Manager  
Perry Hughes, WCC Director of Workforce Development
4. Industry Representatives:  
Doug Bassett, President, Vaughan-Bassett Furniture  
Brantley Ivey, Owner, Grayson Natural Farms  
Brian Horn, Manager, Vanguard
5. Wildwood Slides – Dan Campbell, Interim Regional Director, BRCEDA
6. Comments on Carroll and Grayson Counties, and city of Galax:  
Steve Truitt, Carroll County Administrator  
Bill Shepley, Grayson County Administrator  
Keith Barker, Galax City Manager
7. Wrap-up – C. M. Mitchell
8. Visit Wildwood Commerce Park in route to Wytheville

*used to eat*  
*Charles W. Brantley*  
*Brantley*  
*Boat for*  
*Pyson*  
*corner*  
*Random facts about Carroll County*

*Location → Logistics*  
*- transportation*  
*- utilities*  
*- connect*

**The Blue Ridge Crossroads Region is Virginia's "Entrepreneurial Region."**

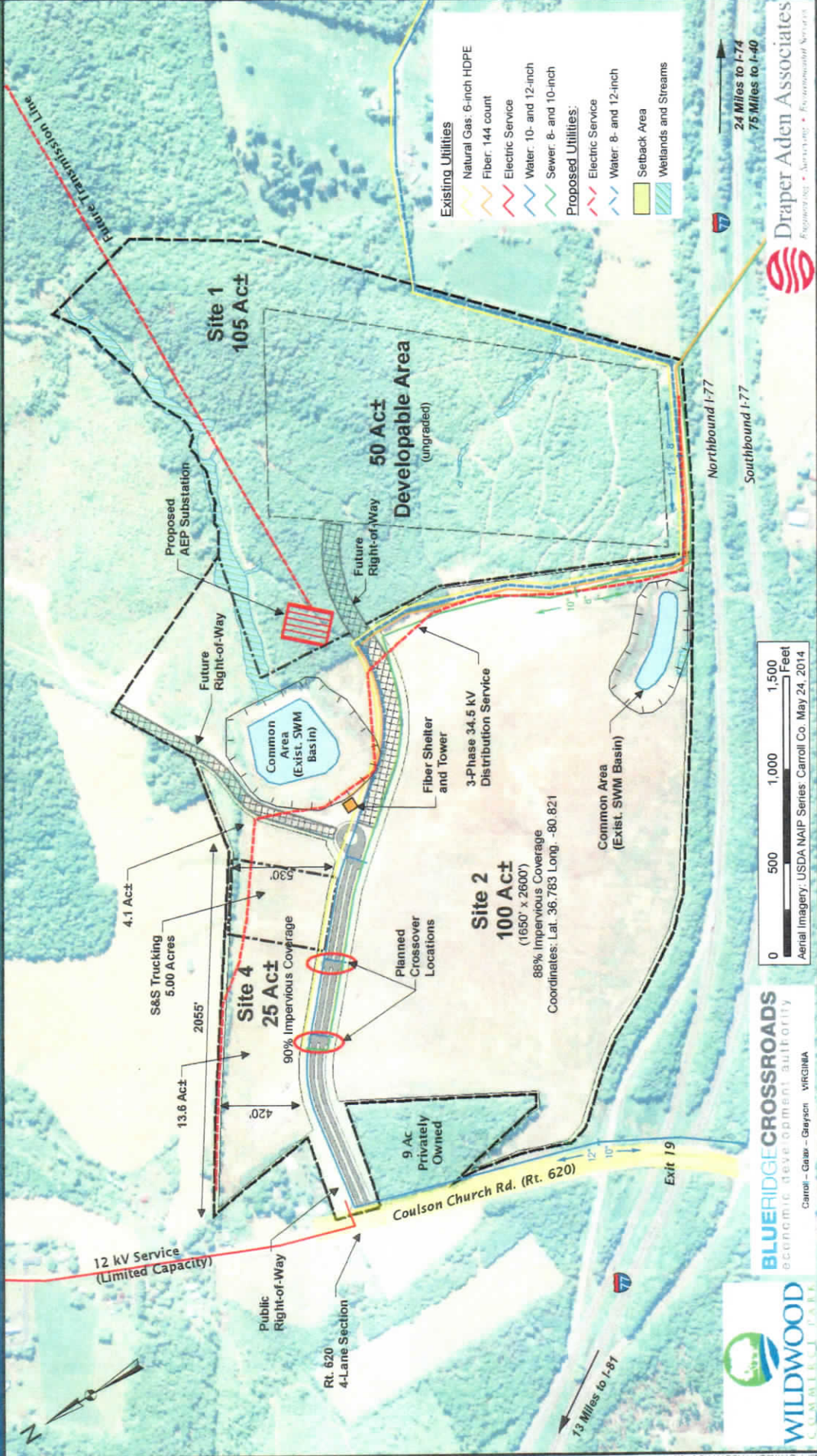
1117 East Stuart Drive Galax, Virginia 24333

*Fastly culture → work force*  
*- supporting*  
*our cases*  
*data*

*- Networked Sellers!*  
*... will work*

**SITE PLAN WITH UTILITIES (JULY 2018)**  
**WILDWOOD COMMERCE PARK**  
 CARROLL COUNTY, VIRGINIA

Contact: Dan Campbell, Interim Director  
 Blue Ridge Crossroads Economic Development Authority  
 1117 East Stuart Drive - Galax, Virginia 24333  
 +1-276-601-7727 office  
 www.wildwoodva.com



**BLUERIDGECROSSROADS**  
 economic development authority  
 Carroll - Galax - Grayson VIRGINIA

**WILDWOOD**  
 C. CARROLL COUNTY, VIRGINIA

**Draper Aden Associates**  
 Engineering • Surveying • Environmental Services

# BLUERIDGECROSSROADS

economic development authority

Carroll – Galax – Grayson VIRGINIA

**Carroll-Grayson-Galax Regional Industrial Facilities Authority**  
**Regular Meeting Agenda**  
**Monday, November 26, 2018**  
**Time: 3:30 PM**  
**Location: Crossroads Institute**

1. Call to Order
2. Consent Agenda:
  - a. Minutes from the October 22<sup>nd</sup> Meeting
  - b. Treasurer's Report
3. Wildwood Commerce Park
  - a. DEQ Transmittal to S & S Transporters & North Stormwater Retention Pond Meeting with DEQ
  - b. Maintenance Plan for Stormwater Management Facilities
  - c. Submission of DEQ's "Stormwater Management Facility Maintenance Agreement" + \$2500 log per  
+ \$1600 subpond
  - d. Consideration of Bid for Removal of Woody Growth and Brush
  - e. Submission of "Certification" Letter to DEQ (that we will perform maintenance so that S & S stormwater application can proceed)
  - f. S & S Transporters Site Plan and Schedule
  - g. Other
4. SBDC Report
5. Director's Report
  - a. VA Econ. Dev. Partnership Visit – Nov. 27<sup>th</sup>
  - b. Sewer Project Closeout
  - c. Other
- 6.. Announcements
7. Closed Session – if necessary
8. Adjourn

***The Blue Ridge Crossroads Region is Virginia's "Entrepreneurial Region."***

1117 East Stuart Drive Galax, Virginia 24333  
Tel: 276.236.0391 [www.brceda.org](http://www.brceda.org)

*Next meeting  
12/17*

# BLUERIDGECROSSROADS

economic development authority

Carroll – Galax – Grayson VIRGINIA

Carroll-Grayson-Galax Regional Industrial Facilities Authority  
October 22, 2018 Minutes

## Roll Call

- Steve Truitt- Carroll County present
- Rex Hill- Carroll County present
- Keith Barker- City of Galax present
- C.M. Mitchell- City of Galax present
- Bill Shepley - Grayson County absent
- Kenneth Belton- Grayson County present
- Robbie McCraw- Carroll alternate absent
- Bill Davis- Galax alternate absent
- Mike Hash- Grayson alternate present
- Others present-
  - Dan Campbell- BRCEDA Interim Director
  - Mandy Archer- SBDC Director
  - Ginny Plant- Administrative Assistant

## Call to Order

Mr. Mitchell called the meeting to order at 3:35 PM.

## Consent Agenda

Mr. Barker made the motion to approve the consent agenda, including the Minutes and Treasurer's Report, as presented. Mr. Hash seconded the motion, which carried unanimously.

## Wildwood Commerce Park

Mr. Campbell stated that it does not look like we are going to be using all of Tobacco Commission Grant #3009. He also noted that due to the dollar-for-dollar match requirement it would be difficult to switch any unused TIC funding to the natural gas improvement project.

The stormwater retention pond was recently inspected with all parties present, including myself, our engineer, DLB and its subcontractor, Back to Nature. This review represents the final on-site inspection prior to release of retainage. Our engineer stated that the retention pond is operating as designed and functioning properly. Prior to project closeout Back to Nature, the landscaping subcontractor, will certify in writing that the plants were installed as designed and DLB and Back to Nature will revisit the site in the spring to confirm that the plants have survived, and, if not, replant in accordance to the contractor's warranty. Mr. Campbell again noted that there will be ongoing maintenance for the stormwater facilities on BRCEDA's part.

***The Blue Ridge Crossroads Region is Virginia's "Entrepreneurial Region."***



# BLUERIDGECROSSROADS

economic development authority

Carroll – Galax – Grayson VIRGINIA

Mr. Campbell stated that the sewer improvement project still has not be completely closed out. There are still a few minor construction items, as well as testing and documentation issues, that need to be completed or submitted by DLB and its suppliers.

Mr. Campbell stated that a Site Plan for S & S Transporters' project will need to be submitted and that a local architect has been working on it for the company. Technically, according to the Wildwood Restrictive Covenants, the deadline would be 6 months from June 8<sup>th</sup>, or December 8<sup>th</sup>. We should have the Site Plan by the November board meeting.

Mr. Belton asked when the next hay cutting is going to take place. AEP is ready to put poles up and doesn't want to trample the grass. Ms. Plant will call Mr. Worrell and see where he is with his crop and let Mr. Belton know.

## SBDC Report

Ms. Archer informed the board that the general monthly report is in the packet. The Virginia network has set goals for 2019 which you will see in the packet. You will see that Mountain Empire SBDC, Southwest Virginia SBDC, Virginia Highlands SBDC and our SBDC centers have all been combined for reporting purposes only with the SBA. This will help us meet reporting goal numbers. Everything else will remain individual. The CBL started with 19 participants and we are now down to 16. We are averaging 21 participants attending. Graceful Goose will have a ribbon cutting on November 14. We would like for all of you to attend. Ms. Archer met with the new director of People Inc. They had a good meeting and discussed the issues we feel like we have been facing with them recently. The new director understands our needs and grievances. People Inc has been referring clients to us for assistance. We met with Beth Dixon who plans to participate in Small Business Saturday and will continue to try to get others to participate. We have begun advertising for the credit bus which is a joint partnership with BB&T.

## Directors Report

Mr. Campbell informed the board that the sub-committee has interviewed the engineering firms and recommends having three (3) firms on retainer: The Lane Group, Draper Aden Associates and Hurt & Proffitt. When engineering services are needed, BRCEDA can issue a work order describing the scope of work and sending it to the firms requesting their cost and availability to complete the project. The firm offering to complete the tasks on time and at the best price can be offered a work order for the project. It was noted that the contracts received from the firms may need to be modified slightly in couple of areas, primarily dealing with ownership of work product and the indemnification language.

***The Blue Ridge Crossroads Region is Virginia's "Entrepreneurial Region."***

# **BLUERIDGECROSSROADS**

economic development authority

Carroll – Galax – Grayson VIRGINIA

Mr. Hash made a motion to accept the sub-committee's recommendation regarding the engineering firms as presented. Mr. Hill seconded the motion, which carried unanimously.

Mr. Campbell informed the board that a Virginia Business Ready Sites Program application has been drafted. The VA Economic Development Partnership has \$1M in the program. BRCEDA applied for funding from this program previously but did not get the award.

We are requesting funding for construction of the natural gas interconnect for Wildwood. The application requests \$441,000; with other funding from the Tobacco Commission of \$491,000 and \$50,000 in local funds.

Mr. Campbell noted that based upon discussions with John Loftus at VEDP, depending upon the other applications received, they could make a partial award of funding for the natural gas project. If that is the case, we would have to come up with additional funds to undertake the project. BRCEDA does have \$40K accrued from last year's budget that is intended to be used on the natural gas interconnect.

Mr. Hill made a motion to accept Mr. Campbell's recommendation to apply for the Virginia Business Ready Sites Program as presented. Mr. Truitt seconded the motion, which carried unanimously.

With no further business, the meeting adjourned.

Respectfully Submitted- Keith E. Barker, Secretary

---

C. M. Mitchell - Chairman

***The Blue Ridge Crossroads Region is Virginia's "Entrepreneurial Region."***

1117 East Stuart Drive . Galax, Virginia 24333  
Tel: 276.236.0391 [www.brceda.org](http://www.brceda.org)

### **Community Involvement**

Presentations given since January 1, 2018 to 158 people

- Twin County Chamber of Commerce
- River North/Bland Correctional Continuing Education Teachers
- Carroll County High School Students (two days)
- Galax Middle School – 7<sup>th</sup> graders

### **Partner Updates**

- Crossroads Institute Higher Education Center was awarded a grant from the Twin County Community Foundation to purchase a laptop cart. The SBDC is a partner in this grant providing \$5,000 in cash-match support for the program. Special recognition to Nicole Edwards at the Higher Education Center for preparing and submitting the grant. She will be managing the lab and helping SBDC in scheduling classes.

### **BRCEDA**

- None

### **Boards & Committees**

Galax City Career and Technical Education Advisory Board – No update

New River/Mount Rogers Workforce Investment Board / Business Solutions Unit – See events – Leadership Roundtable

Financial Stability Coalition – No update

MySWVA Opportunity – No update

***The Blue Ridge Crossroads Region is Virginia's "Entrepreneurial Region."***



***Crossroads Business Roundtable—Developing Leaders From Within***  
**Tuesday, December 11 | 10am - 1pm**  
**Crossroads Institute, Galax, VA**

Registration is FREE but space is limited. Lunch is Provided  
Register at: <https://blueridgecrossroadsbusinessroundtable.eventbrite.com>

The Crossroads Business Roundtable: Leadership Development is designed for area employees to learn about the skills needed to transition into supervisor positions and for new supervisors to develop their skills. The focus of the event will be an open, facilitated conversation around:

- Proactive Communication
- Speaking and Coaching
- Improving Teamwork
- Confrontation
- Discipline
- Conflict Management

This will be an opportunity to talk about daily challenges and learn strategies to successfully supervise any team. Information from this event will be used to help identify additional training needs to continue the development of leadership skills and facilitate regional growth. Participants will also learn more about available resources to assist each business's needs.

**Who Should Attend:**

- New Supervisors
- Employees interested in advancing to supervisor positions
- HR and Training Professionals
- Managers

The event will be facilitated by GENEDGE Regional Growth Manager, Sam Wolford.

The event is hosted and sponsored by the New River/Mount Rogers Workforce Development Board, People, Inc., GENEDGE, Virginia Employment Commission and the Southwest Virginia Alliance for Manufacturing and SVAM Center of Excellence - Heart Project.