

CARROLL COUNTY EMERGENCY SERVICES

FIRE CALLS RESPONSE SUMMARY

CCFR Response*						
Month	Total Calls Dispatched	Structure Fires	Vehicle Fires	Brush Fires	MVC	Other
Jan-22	66	26	4	2	20	14
Feb-22	68	15	6	8	23	16
Mar-22	105	22	6	20	37	20
Apr-22	98	17	9	21	31	20
May-22	66	10	13	5	23	15
Jun-22	79	11	7	14	22	25
Jul-22	67	8	13	3	24	19
Aug-22	0	0	0	0	0	0
Sep-22	0	0	0	0	0	0
Oct-22	0	0	0	0	0	0
Nov-22	0	0	0	0	0	0
Dec-22	0	0	0	0	0	0
2022 TOTAL	549	109	58	73	180	129

*Note:

CCFR is dual-dispatched with the volunteer fire department to provide suppression and operational support with air-pack qualified personnel.

Cana Fire Department							Laurel Fork Fire Department					
Month	Total Calls Dispatched	Structure Fires	Vehicle Fires	Brush Fires	MVC	Other	Total Calls Dispatched	Structure Fires	Vehicle Fires	Brush Fires	MVC	Other
Jan-22	19	4	1	2	7	5	10	6	0	0	2	2
Feb-22	20	4	2	2	9	3	5	2	0	1	1	1
Mar-22	33	5	3	4	13	8	14	5	0	4	2	3
Apr-22	42	5	6	9	12	10	12	2	1	3	5	1
May-22	27	2	7	1	9	8	6	4	0	0	0	2
Jun-22	27	1	4	6	8	8	12	3	1	2	1	5
Jul-22	26	0	9	0	10	7	6	3	0	1	0	2
Aug-22	0	0	0	0	0	0	0	0	0	0	0	0
Sep-22	0	0	0	0	0	0	0	0	0	0	0	0
Oct-22	0	0	0	0	0	0	0	0	0	0	0	0
Nov-22	0	0	0	0	0	0	0	0	0	0	0	0
Dec-22	0	0	0	0	0	0	0	0	0	0	0	0
2022 TOTAL	194	21	32	24	68	49	65	25	2	11	11	16

Hillsville Fire Department						
Month	Total Calls Dispatched	Structure Fires	Vehicle Fires	Brush Fires	MVC	Other
Jan-22	37	16	3	0	11	7
Feb-22	43	9	4	5	13	12
Mar-22	58	12	3	12	22	9
Apr-22	44	10	2	9	14	9
May-22	33	4	6	4	14	5
Jun-22	40	7	2	6	13	12
Jul-22	35	5	4	2	14	10
Aug-22	0	0	0	0	0	0
Sep-22	0	0	0	0	0	0
Oct-22	0	0	0	0	0	0
Nov-22	0	0	0	0	0	0
Dec-22	0	0	0	0	0	0
2022 TOTAL	290	63	24	38	101	64

CARROLL COUNTY EMERGENCY SERVICES

EMS CALLS RESPONSE SUMMARY

County-Wide Summary									
Month	GRAND TOTAL ANSWERED CALLS ALL AGENCIES	CCFR Total Dispatched	CCFR Calls Rolled to Volunteer Departments	CCFR Total Answered	Total of Volunteer Calls Dispatched	Total Volunteer Calls Unable to Respond	Total Answered with CCFR Assist	Total Answered without CCFR Assist	% Missed Calls by all Volunteers Combined
Jan-22	411	334	3	331	140	60	6	74	43%
Feb-22	362	292	1	291	130	59	9	62	45%
Mar-22	418	345	3	342	124	48	12	64	39%
Apr-22	416	314	4	310	156	50	18	88	32%
May-22	341	266	0	266	114	39	10	65	34%
Jun-22	414	317	0	317	157	60	13	84	38%
Jul-22	388	312	1	311	142	65	11	66	46%
Aug-22	0	0	0	0	0	0	0	0	0%
Sep-22	0	0	0	0	0	0	0	0	0%
Oct-22	0	0	0	0	0	0	0	0	0%
Nov-22	0	0	0	0	0	0	0	0	0%
Dec-22	0	0	0	0	0	0	0	0	0%
2022 TOTAL	2750	2180	12	2168	963	381	79	503	0%

Laurel Rescue						
Month	Total Dispatched	Total Answered w/o Assistance	Total Answered w/ CCFR Assistance	Total Not Answered	% Answered Without Assistance	% Calls Answered With and Without Assistance
Jan-22	50	13	3	34	26%	32%
Feb-22	35	4	0	31	11%	11%
Mar-22	38	7	3	28	18%	26%
Apr-22	51	14	10	27	27%	47%
May-22	36	9	7	20	25%	44%
Jun-22	47	12	5	30	26%	36%
Jul-22	49	9	2	38	18%	22%
Aug-22	0	0	0	0	0%	0%
Sep-22	0	0	0	0	0%	0%
Oct-22	0	0	0	0	0%	0%
Nov-22	0	0	0	0	0%	0%
Dec-22	0	0	0	0	0%	0%
2022 TOTAL	306	68	30	208	0%	0%

Laurel Fork Rescue							Pipers Gap Rescue					
Month	Total Dispatched	Total Answered w/o Assistance	Total Answered w/ CCFR Assistance	Total Not Answered	% Answered Without Assistance	% Calls Answered With and Without Assistance	Total Dispatched	Total Answered w/o Assistance	Total Answered w/ CCFR Assistance	Total Not Answered	% Answered Without Assistance	% Calls Answered With and Without Assistance
Jan-22	0	0	0	0	0%	0%	90	61	3	26	68%	71%
Feb-22	0	0	0	0	0%	0%	95	58	9	28	61%	71%
Mar-22	0	0	0	0	0%	0%	86	57	9	20	66%	77%
Apr-22	0	0	0	0	0%	0%	105	74	8	23	70%	78%
May-22	0	0	0	0	0%	0%	78	56	3	19	72%	76%
Jun-22	0	0	0	0	0%	0%	110	72	8	30	65%	73%
Jul-22	0	0	0	0	0%	0%	93	57	9	27	61%	71%
Aug-22	0	0	0	0	0%	0%	0	0	0	0	0%	0%
Sep-22	0	0	0	0	0%	0%	0	0	0	0	0%	0%
Oct-22	0	0	0	0	0%	0%	0	0	0	0	0%	0%
Nov-22	0	0	0	0	0%	0%	0	0	0	0	0%	0%
Dec-22	0	0	0	0	0%	0%	0	0	0	0	0%	0%
2022 TOTAL	0	0	0	0	0%	0%	657	435	49	173	0%	0%

CARROLL COUNTY



CARROLL COUNTY GOVERNMENTAL COMPLEX

TERESA ISOM - DIRECTOR

DEPARTMENT OF SOCIAL SERVICES

August 18, 2022

Carroll County Board of Supervisors
605 Pine Street
Hillsville, VA 24343

Dear Board Members:

I am providing BOS Members with statistics and budget information for July 2022. On August 16, 2022, the Carroll County Department of Social Services Board discussed the information attached during the monthly board meeting.

Please do not hesitate to ask any questions concerning the information provided.

Sincerely,

A handwritten signature in black ink that reads "Teresa Isom".

Teresa Isom

CARROLL COUNTY DEPARTMENT OF SOCIAL SERVICES
LOCAL BOARD MEETING

August 16, 2022
6:00pm

- 1- Call to Order
- 2- Public Comments
- 3- Approval of Minutes of July 28, 2022
- 4- Agency Expenditures for July 2022
- 5- Nomination/Election of New Chairman
- 6- Director's Report
- 7- Closed Session to discuss the Ombudsman Report
- 8- Scheduling of the Next Meeting
- 9- Adjournment

August 2022 Board Report

CPS:

Family Assessments: 14

Investigations: 9

Courtesy/Secondary Requests: 3

New CPS In-home: 6

New FC Prevention: 3

Children Diverted from Foster Care: 9

APS:

APS Reports: 15

Valid APS Reports: 11

Long Term Screening Requests: 21

Screenings Completed: 8

FC:

67 foster care -

13 - Therapeutic foster care placement

15 - Residential Placement

26 - Locally approved foster home

10 - Fostering Futures Program

3 - Trial Home Placement

Adoption Subsidies:

88 - Youth receiving Adoption Subsidy

30 - Foster Care Youth eligible for IV-E funding

27 - Youth w/foster care goal of adoption

Final Disposition(Approved/Full):	12
Investigation Savings:	\$5000.0
Disqualification Savings:	\$0.0
Total Savings:	\$5000.0

ABD:

SNAP - 42

MEDICAID - 27

ENERGY ASSISTANCE: As of July 27, 2022

428 applications for cooling assistance

ADMIN:

Jessica Crotts created a new system using Microsoft Excel to calculate and track employee's time. The previous method had been in place for at least 20 years and included pen, accounting paper and a calculator. The new way is more time efficient and has less room for error. The employees will be emailed their time balance monthly to reconcile with their records, the respective supervisors will be copied on those emails quarterly. The updated workbook will be emailed to the Director monthly as well.

CARROLL COUNTY SOCIAL SERVICES FY 2022

<u>PERIOD</u>	<u>TOTAL LASER EXPENDITURES</u>	<u>FED/STATE REIMBURSEMENTS</u>	<u>LOCAL</u>	<u>CSA ADMIN</u>
21-Jul	520,647.44	471,205.10	49,442.00	1,562.52
21-Aug	382,732.64	361,050.54	21,682.21	520.84
21-Sep	546,591.59	492,478.18	54,113.41	1,562.52
21-Oct	344,645.15	319,573.37	25,071.78	520.84
21-Nov	448,233.06	406,784.23	41,448.83	1,040.68
21-Dec	781,204.61	708,197.47	73,007.14	1562.52
22-Jan	151,529.46	131,360.59	20,168.87	520.84
22-Feb	471,810.73	440,320.61	31,490.12	1040.68
22-Mar	468,849.62	430,498.61	38,351.01	1,040.68
22-Apr	535,370.00	586,234.93	-50,864.93	1,562.52
22-May	441,403.32	382,169.29	59,234.03	520.84
22-Jun	381,251.30	342,501.34	38,749.96	1,040.68
FY 22 TOTALS	5,474,268.92	5,072,374.26 0.926584779	401,894.43 0.073415179	12,496.16
County Budget	5,860,934	5,392,059 0.919999952	468,875 0.080000048	16,187
Difference	386,665	319,684.74	66,981	3,690.84

CARROLL COUNTY SOCIAL SERVICES FY 2023

<u>PERIOD</u>	<u>TOTAL LASER EXPENDITURES</u>	<u>FED/STATE REIMBURSEMENTS</u>	<u>LOCAL</u>	<u>CSA ADMIN</u>
22-Jul	452,798.58			1,040.68
22-Aug				
22-Sep				
22-Oct				
22-Nov				
22-Dec				
22-Jan				
22-Feb				
22-Mar				
22-Apr				
22-May				
22-Jun				
FY23 Totals	452798.58		0 0	0 1040.68
County Budget	6,176,749	5,566,734 0.901240118	610,015 0.098759882	16,187
Difference	5,723,950	5,566,734	610,015	16,187

Carroll County DSS

August 16, 2022 Board Meeting

Payroll: July 2022 - \$199,570.90

Administrative Expenditure: July 2022 - \$24,483.66

Assistance Expenditures: July 2022 - \$209,409.10

Purchase of Service Expenditures: July 2022 - \$19,334.92

MINUTES
CARROLL COUNTY, VIRGINIA
Board of Social Services
July 28, 2022

Lynette Thomas Vice-Chairman of the Board, called the July 28, 2022 meeting to order at 6:00 p.m. in the conference room of the Carroll County Department of Social Services with a quorum present. Board members present were: Ms. Susan Clark, Mr. David Clontz, and Mr. Roger Cooley, Mr. Robbie McCraw. Also present was Mike Bedsaul, CCDSS Legal Counsel, Teresa Isom, Director of Carroll County Department of Social Services and Jessica Crotts, Administrative Services Manager of Carroll County Department of Social Services.

No one was present for public comment.

On a Motion of Ms. Clark, seconded by Mr. Cooley, and unanimous vote, the Board approved as submitted the Board Minutes of the regular meeting on June 21, 2022.

On Motion of Mr. McCraw, seconded by Mr. Bobbitt, and unanimous vote, the Board approved the Administrative and Program expenditures and refunds:

Payroll: June – \$197,505.71; Administrative Expenditures: June – \$20,941.47; Assistance Expenditures: June – \$158,608.00; Purchase of Service Expenditures: May – \$4,196.12.

The first order of business discussed during the Directors Report was informing the board members of two resignations in the Benefit's Unit. One worker is going into business for themselves and the other decided to stay home with newborn. A recruit has been posted

online, twenty-seven applied. Three have been chosen, two have accepted and one is letting us know on Monday. One is an external applicant the other two are internal. Three positions are open for Services Unit. The agency did re-hire former service worker, Jessica Martin.

Ms. Isom informed the board of a visit from the Regional Office in June. This visit was stemmed from the recent Ombudsman report. They agreed there would be mistakes in a three-year case.

2878

Recommended a lot of information and advice. They would like to speak with in-home workers when they are hired.

Ms. Isom notified the board of the email concerning a recent financial review for July 2021 through December 2021. The review found no issues or variances.

Ms. Isom informed the board of three 'Good Job Moose' nominations for the month. Lindsey Hylton was the winner.

On a motion of Mr. Clontz seconded by Ms. Clark, and unanimous vote, the Board went into Closed Session as authorized but the Virginia Code Section 22-3711(A) 1, 4, 7 to discuss the Ombudsman report.

Ms. Thomas made the following motion: I move for Certification that: the closed meeting was conducted in compliance with Virginia Law, and only public business matters exempt from open meeting requirements and identified in the motion to convene the closed meeting were heard, discussed, or considered in the closed meeting.

On a Motion of Mr. McCraw, seconded by Mr. Cooley: and unanimous vote, the Board reconvened back into open meeting.

On a Motion of Mr. McCraw, seconded by Mr. Bobbitt, having no further business, by unanimous consent the meeting adjourned at 7:32 pm.

The next scheduled meeting of the Board will be held on August 16, 2022 at 6pm.

Signed: _____

Lynette Thomas, (Chairperson)

Signed: _____

Teresa Isom (Secretary)

JLC

Typed: August 1, 2022

DSSLCERC

Va Department of Social Services

Certification Date:

Aug 9, 2022

Period: JUL-22

DSS LASER Monthly Expenditure Certification

Due Date : the last day of the month for the prior month

Fips Code 0035

Expenditure Type	Reimbursable	Non-Reimburse	Undistributed	Total Expenditures
Administrative	0.00	0.00	223,070.35	223,070.35
Assistance	0.00	0.00	209,409.10	209,409.10
Purchase of Services	0.00	0.00	20,319.13	20,319.13
Other	0.00	0.00	0.00	0.00
Total:	0.00	0.00	452,798.58	452,798.58

By signing this report, I certify to the best of my knowledge and belief, that the report is true, complete, and accurate. I certify that all expenditures are necessary and reasonable for the performance of Federal and non-Federal awards and are adequately documented supporting expenditures claimed. I acknowledge and accept that all reported expenditures are subject to verification and audit.

Verified By :

Print Name Jessica Crofts

Signature Jessica Crofts

DSS LASER Monthly Expenditure Reconciliation Certification

Expend Type	Sub Ledger	Total Expenditures	Differences
Administrative	<u>223070.35</u>	223,070.35	<u>0</u>
Assistance	<u>209409.10</u>	209,409.10	<u>0</u>
Purchase of Service	<u>20319.13</u>	20,319.13	<u>0</u>
Other	<u>0.00</u>	0.00	<u>0</u>
Total:	452798.58	452,798.58	0.00

By signing this report, I certify the expenditure data, as reflected above and entered into LASER for the stated period, have been satisfactorily reconciled between the systems that generated checks and LASER. All reconciling differences have been identified and the appropriate adjustments have been made. Upon request, explanations and supporting documentation for reconciling items are available for review.

Completed by LDSS Office Manager or Delegate :

Reviewed by LDSS Director or Authorized Designee :

Print Name Jessica Crofts
 Signature Jessica Crofts

Print Name Teresa Lison
 Signature Teresa Lison



August 2022

Finding a way...

Benefits Enrollment Center Begins Media Campaign to Help Battle Inflation

The current inflation rate is 9.1%, while the cost-of-living adjustment that increased in January was only 5.9%. This is simply not enough for many individuals to cover their household costs. Some seniors are even having to decide whether to pay their utility bills or buy food. The good news is that there are six trained Benefits Enrollment Counselors at District Three ready to assist seniors/disabled individuals to apply for public benefits that they either don't think they qualify for, don't know exist, or that they don't know how to apply for.

National Council on Aging's (NCOA) Senior Program Manager for the Center for Benefits Access asked District Three's Director of Aging and Disability Services, Debbie Spencer, to provide media interviews for a variety of networks to increase awareness of the issue of inflation and explain how individuals can seek support from the Benefits Enrollment Center to apply for assistance.

Debbie Spencer participated in an interview for a Baltimore News Station that aired on August 10, 2022. On August 2nd and 9th, Ms. Spencer appeared on the local news channel for WCYB and not only reviewed services provided by District Three Governmental Cooperative but also detailed how to reach out to a Benefits Enrollment Counselor to get assistance to apply for public benefits.

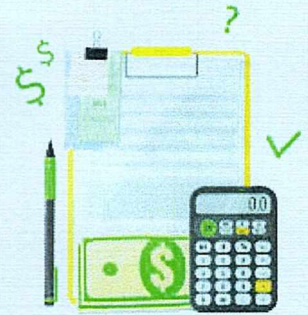
Debbie Spencer worked with CNN correspondent, Gabe Cohen, to air a segment on how inflation rates have sent health care costs soaring. This interview aired in August 2022.

Most recently, a correspondent from the BBC reached out to Ms. Spencer to collaborate on a segment regarding how implementation of the Inflation Reduction Act could provide prescription drug pricing reform. The interview date is scheduled for August 9, 2022 with an air date to be determined.

If you or someone you know needs assistance, or if you are unsure if you qualify for a benefit, please call District Three and ask to speak to a Benefits Enrollment Counselor at 276-783-8157 or 1-800-541-0933.

Board Adopts Plan and Budget for New Year

The public hearing for the area plan and budget was held July 8, 2022 at the District Three office in Marion but no in-person or written comments were received. The Board of Commissioners of District Three Governmental Cooperative has adopted a plan and operating budget for next fiscal year of about \$9.1 million. Aging and Transit services both show an increase in total overall funding for 2023 mostly related to the additional funding due to the COVID-19 pandemic as well as the extension of unlimited carryover into the new year.



American Rescue Plan Act (ARPA) and Expanding the Public Health Workforce funds allocated to the agency can be used until September 30, 2024. The state budget included a significant increase in the amount awarded for the Public Guardianship Program. The program will see an increase in the budget for FY23 and the Department for Aging and Rehabilitative Services (DARS) is looking to add additional unrestricted Guardianship slots to District Three's caseload.

Senior Group Representatives Annual Meeting Set for August 12

The annual meeting of senior group representatives will be held at 10 a.m. on August 12 at the District Three office at 4453 Lee Highway in Marion. The agenda will include updates on the agency's plan and budget for the upcoming fiscal year, a general orientation on agency services, and the election of officers for the new cycle. Meetings of the Advisory Council on Aging Services and the Board of Commissioners are open to the public.

Senior Cool Care Program Receives Additional Funding

The Senior Cool Care Program at District Three worked to ensure that seniors in need of cooling assistance were able to receive air conditioners and fans. A total of 53 air conditioners and 26 fans were delivered or distributed, subsequently serving a total of 79 individuals this season.



Dominion Energy sponsors the Cool Care program each year and is celebrating their 40th year of participating in the EnergyShare program. Dominion Energy heard there was additional need for cooling units and responded by allocating additional funding for the 2022 season. District Three has requested a portion of the funding to help seniors in our area on the waiting list for cooling units and would like to thank Dominion Energy for their financial support and efforts to keep seniors cool during the summer season.

Deadline Approaches to Apply for Farm Fresh Coupons



To date, a total of 3,720 senior citizens have enrolled in the Senior Farmers Market Nutrition Program and have been sent coupon booklets valued at \$45 each to use at local participating vendors. District Three was allotted 3,800 coupon booklets this year and is still accepting applications. The last day to submit an application and receive coupons is September 30.

Friendship Cafés Resume Excursions

Meal bid solicitations for Congregate hot meals have been mailed to potential bidders. Bids are due to the District Three office in Marion, Virginia by noon on August 19, 2022. Nutrition Site Control and Site Manager's Contracts for fiscal year 2023 will be mailed to sub-contractors on August 5, 2022.

District Three staff is keeping a close watch on COVID-19 cases in each area and will implement a mask mandate with guidance from the CDC if transmission rates increase across the service area. Congregate sites have begun Excursions for the first time since 2019 and is working with Mountain Lynx Transit to arrange transportation for these trips.

Alzheimer's/Dementia Caregiver Support Group Meetings Continue for 2022

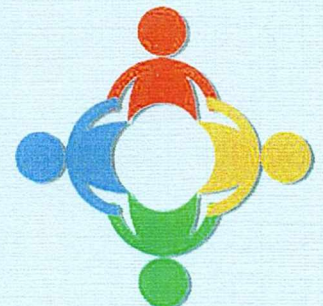
Caregiver Support Groups meet in the following areas:

Washington Co. 1st Thursday of each month at 10:00 AM at Commonwealth Senior Living in Abingdon (formerly West Haven). 860 Wolf Creek Trail, NW, Abingdon, VA

Washington Co. 3rd Monday of each month at 6:00 PM at Commonwealth Senior Living in Abingdon. 860 Wolf Creek Trail, NW, Abingdon, VA

Wythe Co. 3rd Thursday of each month at 5:00 PM at Wytheville Baptist Church 205 Church Street, Wytheville, VA

Smyth Co. 4th Thursday of each month at 6:00 PM at District Three Senior Services Building, 4453 Lee Highway, Marion, VA



For additional information please call Sissy Frye at 276-783-8157 or toll free at 1-800-541-0933.

Home Delivered Meals Seeking Bids for Next Year

Meal bid solicitations for Home Delivered frozen and shelf stable meals have gone out to potential bidders. Bids are due to the District Three Governmental Cooperative office in Marion, Virginia by noon on August 19, 2022. The annual training for the Home Delivered Meals staff will be held on Monday, September 12 at the Marion central office location. The Home Delivered Meals drivers will also be participating in a driver safety training administered by the agency's transit division.

Advocating for Rights and Quality Care

An Ombudsman advocates for individuals receiving long-term care services in nursing homes, assisted living facilities, or home and community settings in order to provide quality of life and quality care. The Ombudsman assists in many ways including complaint investigation, problem resolution, information and assistance about issues related to long term care, as well as understanding and exercising individual rights. Ombudsman services are person-centered, confidential, provided free of charge, and focused on solutions. For more information on the Ombudsman program, contact the Local Long-Term Care Ombudsman, Karen Doss, at 276-783-8157 or via email at kdoss@district-three.org.



Care Managers Continue to Experience a High Volume of Referrals

The Care Management Program is sometimes called the “hub” of services at District Three. Care Managers have been receiving referrals and conducting home visits. Each Care Manager completes an assessment to determine what services are needed for the client.

Care Managers also send referrals to other programs/agencies on behalf of the client. This helps to ensure that clients have access to needed services in the community.

Emergency service cases have increased significantly and include a variety of needs. In order to apply for Emergency service assistance, an individual needs to be age 60 or older. Care Managers are also experiencing a large volume of requests for Home Delivered Meals, Chore Services, and Senior Medical Transportation.

Care Managers are available to answer any questions or make a referral to other community agencies to assist with a senior’s need. If you have any questions about any services, please contact a Care Manager in either the Marion office at 276-783-8157 or the Galax office at 276-236-5228. Or you may visit our website at www.district-three.org.

Mountain Lynx Transit

Mountain Lynx Transit had its annual Site Safety Review with Eric Kimpfler from the Virginia Transit Liability Pool (VTLP) last month. Our Safety Program Performance score increased by 15% and the overall score for system safety and training increased by 2%.

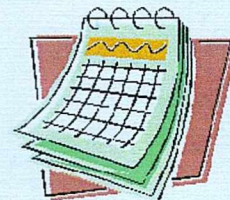
Mountain Lynx Transit also received its quarterly Risk Profile Report from VTLP and was applauded for a dramatic decrease in Loss Rate, Loss Frequency and Loss Severity over the previous quarter.



PERSONNEL NOTES

Employees joining the agency: *Steven Turner*, Transit Driver; *Patrick Lower*, Transit Driver; *Jonathan Russell*, Transit Driver

Employees leaving the agency: *Kimberly Collins*, Guardianship Care Manager



District Three Events Calendar:

August 12 Meeting of Senior Group Representatives, Central Office, 10 a.m.
August 19 Public Bid Opening, Central Office, Noon
September 5 Holiday – Offices and Public Transit closed
September 14 Safety Committee Meeting, Central Office, 10 a.m.
September 15 Board of Commissioners, Central Office, 7 p.m.
September 15 Twin County Senior Day, Felts Park, Galax 11 a.m. – 1:00 p.m.
October 5 Long Term Care Committee, 10:30 a.m.
October 10 Holiday – Offices and Public Transit closed

District Three Governmental Cooperative, operating as District Three Senior Services and District Three Public Transit, receives funding from the U S Administration on Community Living, the Federal Transit Administration, and other federal sources; the Virginia Department for Aging and Rehabilitative Services, the Department of Rail and Public Transportation, and other state sources; the six counties, two cities and three major towns in Virginia's third planning district, as well as contributions and other community sources. In compliance with appropriate state and federal statutes, the agency does not discriminate in admission to programs or activities, or in employment opportunities. If you feel you have been discriminated against, you have a right to file a complaint with the agency by calling (276) 783-8157.

BLUERIDGECROSSROADS

economic development authority

Carroll – Grayson – Galax Regional Industrial Facilities Authority

Carroll-Grayson-Galax Regional Industrial Facilities Authority

Regular Meeting Agenda

Monday, August 29, 2022

Time: 3:00 PM

Location: Crossroads Institute

1. Call to Order
2. Consent Agenda and Treasurer's Report
 - a. Minutes from the July 25th meeting
 - b. Treasurer's Report
3. SBDC Report
 - a. CY 2022 Budget Update
 - b. CY 2023 Budget
4. Wildwood Commerce Park
5. BRCEDA Report
6. Announcements
7. Closed Session - Code of Virginia § 2.2-3711(A)(5) Discussion concerning a prospective business or industry or the expansion of an existing business or industry where no previous announcement has been made of the business' or industry's interest in locating or expanding its facilities in the community.
8. Adjourn

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

BLUERIDGE CROSSROADS

economic development authority

Carroll – Galax – Grayson VIRGINIA

Carroll-Grayson-Galax Regional Industrial Facilities Authority
July 25, 2022 Minutes

Roll Call

- Mike Watson- Carroll County present
- Rex Hill- Carroll County present
- Judy Taylor-Gallimore-City of Galax absent
- Mike Larrowe- City of Galax present
- Bill Shepley - Grayson County present – 3:10
- Kenneth Belton- Grayson County present
- Jody Early- Carroll alternate absent
- Sharon Ritchie- Galax alternate absent
- Mike Hash- Grayson alternate present
- Others present-
 - Ginny Plant- Administrative Assistant
 - Nichole Hair- BRCEDA Director
 - Mandy Archer- SBDC Director

Call to Order

Mr. Belton called the meeting to order at 3:02 pm.

Consent Agenda and Treasures Report

Mr. Larrowe made the motion to approve the consent agenda and treasurers report as presented.
Mr. Hash seconded the motion, which carried unanimously.

SBDC Report

Ms. Archer informed the board that the SBDC contract is in progress. VTC just announced a grant program for micro small businesses. VEZ reports have been submitted. We have applied for the TCCF planning grant through Galax City. Nine people attended the Entrepreneur Express. We are currently in the middle of a series on starting a meat processing facility.

Wildwood Commerce Park

Ms. Hair reported that the AEP transmission line is still ongoing.

Director's Report

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

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BLUERIDGECROSSROADS

economic development authority

Carroll – Galax – Grayson VIRGINIA

Ms. Hair reported that the strategic planning firms have been asked to submit additional information. We are still working to get the LOC transferred.

Announcements

Everyone is invited to attend a ribbon cutting this Friday at noon for Hope Medical Clinic.

Our next meeting will be held Monday, August 29 so staff can attend tourism summit.

Closed Session

At 3:22 p.m., Mr. Hill moved to that the Blue Ridge Crossroads Economic Development Authority Board go into closed session for the discussion concerning a prospective business or industry or the expansion of an existing business or industry where no previous announcement has been made of the business' or industry's interest in locating or expanding its facilities in the community. Mr. Larrowe seconded the motion.

End Closed Session and Reconvene Regular meeting

Motion was made by Mr. Larrowe and seconded by Mr. Hill that the BRCEDA Board end the Closed Session and return to its regular meeting. The BRCEDA Board ended the Closed Session and returned to its regular committee meeting at 3:27 p.m.

Adoption of Resolution of Certification of Closed Session

WHEREAS, the Blue Ridge Crossroads Economic Development Authority Board has convened a closed meeting on this date pursuant to an affirmative BRCEDA Agenda recorded vote and in accordance with the provisions of the Virginia Freedom of Information Act; and

WHEREAS, Section 2.2-3712 of the Code of Virginia requires a certification by the Blue Ridge Crossroads Economic Development Authority Board that such closed meeting was conducted in conformity with Virginia law.

NOW, THEREFORE, BE IT RESOLVED, that the Blue Ridge Crossroads Economic Development Authority Board hereby certifies that, to the best of each member's knowledge: (1) only public business matters lawfully exempted from open meeting requirements by Virginia law were discussed in the closed meeting which this certification resolution applies; and (2) only such public business matters as were identified in the motion convening the closed meeting were heard, discussed, or considered by the Blue Ridge Crossroads Economic Development Authority Board. The motion was adopted by a Roll Call vote as follows:

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economic development authority

Carroll – Galax – Grayson VIRGINIA

Member & Vote

Michael Watson – aye

Rex Hill – aye

Mike Larrowe – aye

Bill Shepley – aye

Kenneth Belton – aye

Jody Early – absent

Sharon Ritchie – absent

Mike Hash – aye

Action

No action taken.

Mr. Watson made a motion to adjourn the meeting at 3:28 p.m. and seconded by Mr. Larrowe.

Respectfully Submitted - by Ginny Plant on behalf of Michael Watson, Secretary

Kenneth Belton - Chairman

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BLUE RIDGE CROSSROADS EDA
BALANCE SHEET
JULY 31, 2022

ASSETS

CURRENT ASSETS		
REGULAR CHECKING ACCOUNT	\$ 329,903.33	
MONEY MARKET - GNB	328,424.03	
DESIGNATED FUNDS-MARKETING	23,961.79	
ACCOUNTS RECEIVABLE	39,450.00	
LAND INVENTORY	<u>13,290,000.04</u>	
TOTAL CURRENT ASSETS		14,011,739.19
PROPERTY AND EQUIPMENT		
EQUIPMENT	33,178.75	
OFFICE EQUIPMENT	1,553.15	
ACCUMULATED DEPRECIATION	<u>(24,824.02)</u>	
TOTAL PROPERTY AND EQUIPMENT		9,907.88
OTHER ASSETS		
TOTAL OTHER ASSETS		<u>0.00</u>
TOTAL ASSETS	\$	<u><u>14,021,647.07</u></u>

LIABILITIES AND CAPITAL

CURRENT LIABILITIES		
ACCOUNTS PAYABLE	\$ 2,690.15	
DUE TO/FROM SBDC	8,337.79	
INTEREST PAYABLE	<u>16,679.60</u>	
TOTAL CURRENT LIABILITIES		27,707.54
LONG-TERM LIABILITIES		
NOTES PAYABLE - MRPDC	133,753.64	
NOTES PAYABLE	<u>4,508,000.00</u>	
TOTAL LONG-TERM LIABILITIES		<u>4,641,753.64</u>
TOTAL LIABILITIES		4,669,461.18
CAPITAL		
FUND BALANCE	9,260,893.75	
NET INCOME	<u>91,292.14</u>	
TOTAL CAPITAL		<u>9,352,185.89</u>
TOTAL LIABILITIES & CAPITAL	\$	<u><u>14,021,647.07</u></u>

UNAUDITED - FOR MANAGEMENT PURPOSES ONLY

**BLUE RIDGE CROSSROADS EDA
INCOME STATEMENT
FOR THE ONE MONTH ENDING JULY 31, 2022**

	Current Month		Year to Date	
REVENUES				
OTHER GRANTS	\$ 5,000.00	4.05	\$ 5,000.00	4.05
CITY OF GALAX	39,450.00	31.98	39,450.00	31.98
COUNTY OF GRAYSON	39,450.00	31.98	39,450.00	31.98
COUNTY OF CARROLL	39,450.00	31.98	39,450.00	31.98
INTEREST INCOME	25.19	0.02	25.19	0.02
	<hr/>		<hr/>	
TOTAL REVENUES	123,375.19	100.00	123,375.19	100.00
	<hr/>		<hr/>	
COST OF SALES				
TOTAL COST OF SALES	0.00	0.00	0.00	0.00
	<hr/>		<hr/>	
GROSS PROFIT	123,375.19	100.00	123,375.19	100.00
	<hr/>		<hr/>	
EXPENSES				
CONSULTING & CONTRACT SERVI	20,000.00	16.21	20,000.00	16.21
ACCOUNTING FEES	240.00	0.19	240.00	0.19
POSTAGE & FREIGHT EXPENSE	33.20	0.03	33.20	0.03
TELECOMMUNICATIONS	69.63	0.06	69.63	0.06
OFFICE SUPPLIES	83.55	0.07	83.55	0.07
OFFICE RENTAL	750.00	0.61	750.00	0.61
REPAIRS & MAINT	2,350.00	1.90	2,350.00	1.90
INTEREST EXPENSE	8,339.80	6.76	8,339.80	6.76
DEPRECIATION EXPENSE	210.82	0.17	210.82	0.17
TAX WITHELD ON INVESTMENTS	6.05	0.00	6.05	0.00
	<hr/>		<hr/>	
TOTAL EXPENSES	32,083.05	26.00	32,083.05	26.00
	<hr/>		<hr/>	
NET INCOME	\$ 91,292.14	74.00	\$ 91,292.14	74.00
	<hr/> <hr/>		<hr/> <hr/>	

FOR MANAGEMENT PURPOSES ONLY

BLUE RIDGE CROSSROADS EDA
General Ledger Trial Balance
As of Jul 31, 2022

Filter Criteria includes: Report order is by ID. Report is printed in Detail Format.

Account ID	Account Description	Debit Amt	Credit Amt
1010	REGULAR CHECKING AC	329,903.33	
1020	MONEY MARKET - GNB	328,424.03	
1025	DESIGNATED FUNDS-MA	23,981.79	
1100	ACCOUNTS RECEIVABLE	39,450.00	
1200	LAND INVENTORY	13,290,000.0	
1500	EQUIPMENT	33,178.75	
1530	OFFICE EQUIPMENT	1,553.15	
1700	ACCUMULATED DEPRECI		24,824.02
2000	ACCOUNTS PAYABLE		2,690.15
2101	DUE TO/FROM SBDC		8,337.79
2110	NOTES PAYABLE - MRPD		133,753.64
2700	NOTES PAYABLE		4,508,000.00
2800	INTEREST PAYABLE		18,679.60
3900	FUND BALANCE		9,260,893.75
4000	OTHER GRANTS		5,000.00
4050	CITY OF GALAX		39,450.00
4055	COUNTY OF GRAYSON		39,450.00
4060	COUNTY OF CARROLL		39,450.00
4800	INTEREST INCOME		25.19
6030	CONSULTING & CONTRA	20,000.00	
6037	ACCOUNTING FEES	240.00	
6070	POSTAGE & FREIGHT EX	33.20	
6071	TELECOMMUNICATIONS	69.63	
6072	OFFICE SUPPLIES	83.55	
6073	OFFICE RENTAL	750.00	
6120	REPAIRS & MAINT	2,350.00	
6800	INTEREST EXPENSE	8,339.80	
6800	DEPRECIATION EXPENS	210.82	
8000	TAX WITHELD ON INVES	8.05	
	Total:	14,078,554.1	14,078,554.1

BLUE RIDGE CROSSROADS EDA
Account Reconciliation
As of Jul 31, 2022
1010 - REGULAR CHECKING ACCOUNT
Bank Statement Date: July 31, 2022

Filter Criteria includes: Report is printed in Detail Format.

Beginning GL Balance		229,875.32
Add: Cash Receipts		123,537.79
Less: Cash Disbursements		(23,509.78)
Add (Less) Other		<u> </u>
Ending GL Balance		<u>329,903.33</u>
Ending Bank Balance		329,972.98
Add back deposits in transit		<u> </u>
Total deposits in transit		
(Less) outstanding checks		<u> </u>
Jul 25, 2022 2527		(89.63)
Total outstanding checks		(89.63)
Add (Less) Other		<u> </u>
Total other		
Unreconciled difference		<u> </u> 0.00
Ending GL Balance		<u><u>329,903.33</u></u>

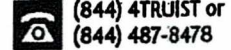


999-99-99 02867 0 C 001 30 50 004
BLUE RIDGE CROSSROADS ECONOMIC DEV AGCY
1117 E STUART DR STE 178
GALAX VA 24333-2666

Your consolidated statement

For 07/29/2022

Contact us



(844) 4TRUIST or
(844) 487-8478

Changes are being made effective July 18, 2022 to the Commercial Bank Services Agreement ("CBSA") that governs your account, including changes to the Mutual Arbitration Agreement. Continued use of your account after the effective date constitutes your acceptance of the changes. The most-current version of the CBSA can be obtained at any Truist branch or online at www.truist.com. All future transactions on your account will be governed by the amended CBSA. If you have any questions about this change, contact your local Truist branch, your relationship manager, or call 844-4TRUIST (844-487-8478).

Summary of your accounts

ACCOUNT NAME	ACCOUNT NUMBER	BALANCE(S)	DETAILS ON
BASIC PUBLIC FUND CHECKING		329,972.96	page 1
BASIC PUBLIC FUND CHECKING		28,018.65	page 2
BASIC PUBLIC FUND CHECKING		7,543.69	page 2
Total checking and money market savings accounts		\$365,535.30	

Checking and money market savings accounts

■ BASIC PUBLIC FUND CHECKING

Account summary

Your previous balance as of 06/30/2022	\$278,552.89
Checks	- 72,117.72
Other withdrawals, debits and service charges	- 0.00
Deposits, credits and interest	+ 123,537.79
Your new balance as of 07/29/2022	= \$329,972.96

Checks

DATE	CHECK #	AMOUNT(S)	DATE	CHECK #	AMOUNT(S)	DATE	CHECK #	AMOUNT(S)
07/15	2517	35,983.34	07/08	2521	54.23	07/21	2525	1,600.00
07/13	2518	390.00	07/11	2522	2,600.00	07/18	2526	833.55
07/11	2519	500.00	07/22	2523	240.00	07/26	*2528	20,000.00
07/11	2520	9,150.00	07/21	2524	750.00	07/29	2529	16.60

* Indicates a skip in sequential check numbers above this item

Total checks = \$72,117.72

Deposits, credits and interest

DATE	DESCRIPTION	AMOUNT(S)
07/01	DEPOSIT	36,300.00
07/15	DEPOSIT	39,450.00
07/18	DEPOSIT	39,450.00

continued

■ BASIC PUBLIC FUND CHECKING C (continued)

DATE	DESCRIPTION	AMOUNT(\$)
07/21	VENDORPAYM COVA Carroll-Grayson-Galax CUSTOMER ID 81870248	8,337.79
Total deposits, credits and interest		= \$123,537.79

■ BASIC PUBLIC FUND CHECKING C

Account summary

Your previous balance as of 06/30/2022	\$9,698.43
Checks	- 54,054.78
Other withdrawals, debits and service charges	- 0.00
Deposits, credits and interest	+ 72,375.00
Your new balance as of 07/29/2022	= \$28,018.65

Checks

DATE	CHECK #	AMOUNT(\$)	DATE	CHECK #	AMOUNT(\$)	DATE	CHECK #	AMOUNT(\$)
07/28	1828	12,086.93	07/18	1863	67.28	07/28	1869	12,220.82
07/28	*1849	18,527.70	07/22	1864	853.75	07/18	1870	56.65
07/28	*1855	6,054.23	07/22	1865	200.00	07/28	*1873	100.00
07/13	*1861	300.00	07/26	1866	2,025.00	07/29	*1876	1,141.57
07/08	1862	54.23	07/21	*1868	366.62			
Total checks								= \$54,054.78

* Indicates a skip in sequential check numbers above this item

Deposits, credits and interest

DATE	DESCRIPTION	AMOUNT(\$)
07/01	DEPOSIT	1,500.00
07/22	DEPOSIT	70,875.00
Total deposits, credits and interest		= \$72,375.00

■ BASIC PUBLIC FUND CHECKING C

Account summary

Your previous balance as of 06/30/2022	\$7,543.69
Checks	- 0.00
Other withdrawals, debits and service charges	- 0.00
Deposits, credits and interest	+ 0.00
Your new balance as of 07/29/2022	= \$7,543.69

BLUE RIDGE CROSSROADS EDA
Account Reconciliation
As of Jul 31, 2022
1020 - MONEY MARKET - GNB
Bank Statement Date: July 31, 2022

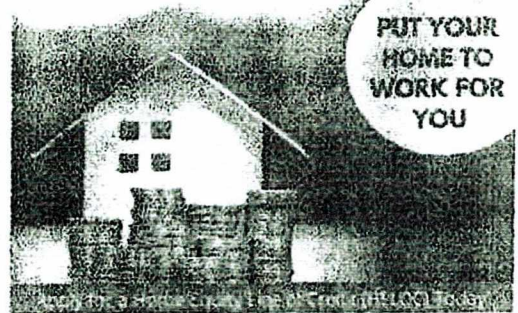
Filter Criteria Includes: Report is printed in Detail Format.

Beginning GL Balance	328,404.89
Add: Cash Receipts	
Less: Cash Disbursements	
Add (Less) Other	<u>19.14</u>
Ending GL Balance	<u>328,424.03</u>
Ending Bank Balance	328,424.03
Add back deposits in transit	<u> </u>
Total deposits in transit	
(Less) outstanding checks	<u> </u>
Total outstanding checks	
Add (Less) Other	<u> </u>
Total other	
Unreconciled difference	<u>0.00</u>
Ending GL Balance	<u>328,424.03</u>

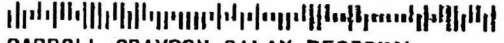


Skyline
 National Bank
 PO Box 186
 Independence, Virginia 24348

Account Number XXXXXXXXXXXX1161
 Statement Date 07/08/2022
 Enclosures 0
 Page 1 of 1



*AUTO**SCH 5-DIGIT 24105 P:1215 / T:4 / S:



CARROLL GRAYSON GALAX REGIONAL
 DBA BLUE RIDGE CROSSROADS EDA
 1117 E STUART DR
 GALAX VA 24333-2656



MMDA BUSINESS ACCOUNT XXXXXXXXXXXX1161

DESCRIPTION	DEBITS	CREDITS	DATE	BALANCE
BALANCE LAST STATEMENT			06/10/22	328,404.89
INTEREST		25.19	07/08/22	328,430.08
FEDERAL WITHHOLDING	6.05		07/08/22	328,424.03
BALANCE THIS STATEMENT			07/08/22	328,424.03
TOTAL CREDITS (1)		25.19		
TOTAL DEBITS (1)	6.05			

INTEREST			
AVERAGE LEDGER BALANCE:	328,404.89	INTEREST EARNED:	25.19
INTEREST PAID THIS PERIOD:	25.19	DAYS IN PERIOD:	28
INTEREST PAID 2022:	188.91	ANNUAL PERCENTAGE YIELD EARNED:	.10%
FEDERAL WITHHOLDING 2022:	45.34		

ITEMIZATION OF OVERDRAFT AND RETURNED ITEM FEES		
	TOTAL FOR THIS PERIOD	TOTAL YEAR TO DATE
TOTAL OVERDRAFT FEES:	\$.00	\$.00
TOTAL RETURNED ITEM FEES:	\$.00	\$.00

It's more than just a name...

S K Y L I N E

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NOTICE: SEE REVERSE SIDE FOR IMPORTANT INFORMATION

BLUE RIDGE CROSSROADS EDA
Account Reconciliation
As of Jul 31, 2022
1025 - DESIGNATED FUNDS-MARKETING
Bank Statement Date: July 31, 2022

Filter Criteria Includes: Report is printed in Detail Format.

Beginning GL Balance	18,961.79
Add: Cash Receipts	5,000.00
Less: Cash Disbursements	
Add (Less) Other	<u> </u>
Ending GL Balance	<u>23,961.79</u>
Ending Bank Balance	<u>23,961.79</u>
Add back deposits in transit	<u> </u>
Total deposits in transit	
(Less) outstanding checks	<u> </u>
Total outstanding checks	
Add (Less) Other	<u> </u>
Total other	
Unreconciled difference	<u>0.00</u>
Ending GL Balance	<u><u>23,961.79</u></u>

National Bank
 P O Box 80002
 Blacksburg, VA 24062-8002

Statement Ending 07/29/2022

CARROLL GRAYSON GALAX RIFA
 Account Number

Page 1 of 2

RETURN SERVICE REQUESTED

>000499 2898031 0001 93499 10Z 9

01080224
 MAR 19
 CARROLL GRAYSON GALAX RIFA
 DBA BRCEDA
 1117 E STUART DR
 GALAX VA 24333-2668



Connect With Us

- Mailing Address: P O Box 90002
Blacksburg, VA 24062-9002
- Toll Free: 1-800-562-4123
- Lost/Stolen Cards: 1-800-951-6235
- Website Address: www.nbbank.com
- Email Address: busines@nbbank.com

Summary of Accounts

Account Type	Account Number	Ending Balance
CLASSIC - PUBLIC FUN	2276014	\$23,981.79

CLASSIC - PUBLIC FUN

Account Summary

Date	Description	Amount
07/01/2022	Beginning Balance	\$18,981.79
	1 Credit(s) This Period	\$5,000.00
	0 Debit(s) This Period	\$0.00
07/29/2022	Ending Balance	\$23,981.79

Other Credits

Date	Description	Amount
07/25/2022	DEPOSIT	\$5,000.00
		1 item(s) totaling \$5,000.00

Daily Balances

Date	Amount
07/26/2022	\$23,981.79

Overdraft and Returned Item Fees

	Total for this period	Total year-to-date
Total Overdraft Fees	\$0.00	\$0.00
Total Returned Item Fees	\$0.00	\$0.00



**CROSSROADS SBDC
BALANCE SHEET
JULY 31, 2022**

ASSETS

CURRENT ASSETS		
REGULAR CHECKING ACCOUNT	\$	27,623.57
CHECKING ACCOUNT SPECIAL		7,543.69
DUE FROM BRCEDA		<u>8,337.79</u>
TOTAL CURRENT ASSETS		43,505.05
PROPERTY AND EQUIPMENT		
FURNITURE & FIXTURES		4,642.43
OFFICE EQUIPMENT		14,198.71
ACCUMULATED DEPRECIATION		<u>(15,866.69)</u>
TOTAL PROPERTY AND EQUIPMENT		2,974.45
OTHER ASSETS		
DEF OUTFLOWS PENSION		33,303.00
DEFERRED OUTFLOW-OPEB		<u>1,385.00</u>
TOTAL OTHER ASSETS		<u>34,688.00</u>
TOTAL ASSETS	\$	<u><u>81,167.50</u></u>

LIABILITIES AND CAPITAL

CURRENT LIABILITIES		
ACCOUNTS PAYABLE - TRADE	\$	13,605.01
DEFERRED INFLOWS PENSION		769.00
DEFERRED INFLOW-OPEB		818.00
ACCRUED LEAVE		<u>8,573.00</u>
TOTAL CURRENT LIABILITIES		23,765.01
LONG-TERM LIABILITIES		
NET PENSION LIABILITY		95,447.00
NET OPEB LIABILITY		<u>6,614.00</u>
TOTAL LONG-TERM LIABILITIES		<u>102,061.00</u>
TOTAL LIABILITIES		125,826.01
CAPITAL		
FUND BALANCE		(109,381.10)
NET INCOME		<u>64,722.59</u>
TOTAL CAPITAL		<u>(44,658.51)</u>
TOTAL LIABILITIES & CAPITAL	\$	<u><u>81,167.50</u></u>

UNAUDITED - FOR MANAGEMENT PURPOSES ONLY

**CROSSROADS SBDC
INCOME STATEMENT
FOR THE ONE MONTH ENDING JULY 31, 2022**

	Current Month		Year to Date	
REVENUES				
SOLID WASTE AUTH SUPPORT	\$ 70,875.00	87.81	\$ 70,875.00	87.81
GOVA GRANTS	8,337.79	10.33	8,337.79	10.33
OTHER INCOME	1,500.00	1.86	1,500.00	1.86
	<u>80,712.79</u>	<u>100.00</u>	<u>80,712.79</u>	<u>100.00</u>
TOTAL REVENUES				
	<u>80,712.79</u>	<u>100.00</u>	<u>80,712.79</u>	<u>100.00</u>
COST OF SALES				
	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
TOTAL COST OF SALES				
	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
GROSS PROFIT	<u>80,712.79</u>	<u>100.00</u>	<u>80,712.79</u>	<u>100.00</u>
EXPENSES				
SALARIES & WAGES	6,759.84	8.38	6,759.84	8.38
PAYROLL TAXES	486.40	0.60	486.40	0.60
EMPLOYEE RETIREMENT	1,037.64	1.29	1,037.64	1.29
HEALTH INSURANCE	1,344.52	1.67	1,344.52	1.67
WORKERS COMPENSATION	17.69	0.02	17.69	0.02
VRS INSURANCE	90.58	0.11	90.58	0.11
UNEMPLOYMENT TAXES	15.06	0.02	15.06	0.02
GO VA GRANT EXPENSES	2,491.02	3.09	2,491.02	3.09
CARESACT EXPENSES	2,918.08	3.62	2,918.08	3.62
ADVERTISING/MARKETING	244.50	0.30	244.50	0.30
DUES AND PROFESSIONAL MEMBE	100.00	0.12	100.00	0.12
COMPUTER SOFTWARE/ MAINTEN	31.00	0.04	31.00	0.04
WEBSITE MAINTENANCE	70.51	0.09	70.51	0.09
TELECOMMUNICATIONS	127.13	0.16	127.13	0.16
OFFICE SUPPLIES	51.43	0.06	51.43	0.06
SPECIAL EVENTS	154.38	0.19	154.38	0.19
DEPRECIATION EXPENSE	50.42	0.06	50.42	0.06
	<u>15,990.20</u>	<u>19.81</u>	<u>15,990.20</u>	<u>19.81</u>
TOTAL EXPENSES				
	<u>15,990.20</u>	<u>19.81</u>	<u>15,990.20</u>	<u>19.81</u>
NET INCOME	<u>\$ 64,722.59</u>	<u>80.19</u>	<u>\$ 64,722.59</u>	<u>80.19</u>

FOR MANAGEMENT PURPOSES ONLY

CROSSROADS SBDC
General Ledger Trial Balance
As of Jul 31, 2022

Filter Criteria includes: Report order is by ID. Report is printed in Detail Format.

Account ID	Account Description	Debit Amt	Credit Amt
1010	REGULAR CHECKING AC	27,623.57	
1020	CHECKING ACCOUNT SP	7,543.69	
1100	DUE FROM BRCEDA	8,337.79	
1525	FURNITURE & FIXTURES	4,642.43	
1530	OFFICE EQUIPMENT	14,198.71	
1700	ACCUMULATED DEPRECI		15,866.69
1801	DEF OUTFLOWS PENSIO	33,303.00	
1803	DEFERRED OUTFLOW-O	1,385.00	
2000	ACCOUNTS PAYABLE - T		13,605.01
2801	DEFERRED INFLOWS PE		769.00
28011	DEFERRED INFLOW-OPE		818.00
2802	ACCRUED LEAVE		8,573.00
2810	NET PENSION LIABILITY		95,447.00
2811	NET OPEB LIABILITY		6,614.00
3900	FUND BALANCE	109,381.10	
4070	SOLID WASTE AUTH SUP		70,875.00
4430	GOVA Grants		8,337.79
4500	OTHER INCOME		1,500.00
6000	SALARIES & WAGES	6,759.84	
6001	PAYROLL TAXES	486.40	
6002	EMPLOYEE RETIREMENT	1,037.64	
6003	HEALTH INSURANCE	1,344.52	
6004	WORKERS COMPENSATI	17.69	
6005	VRS INSURANCE	90.58	
6007	UNEMPLOYMENT TAXES	15.06	
6038	GO VA Grant Expenses	2,491.02	
6039	CARESACT Expenses	2,918.08	
6040	ADVERTISING/MARKETIN	244.50	
6041	DUES AND PROFESSION	100.00	
6065	COMPUTER SOFTWARE/	31.00	
6067	WEBSITE MAINTENANCE	70.51	
6071	TELECOMMUNICATIONS	127.13	
6072	OFFICE SUPPLIES	51.43	
6160	SPECIAL EVENTS	154.38	
6800	DEPRECIATION EXPENS	50.42	
	Total:	222,405.49	222,405.49

CROSSROADS SBDC
Account Reconciliation
As of Jul 31, 2022
1010 - REGULAR CHECKING ACCOUNT
Bank Statement Date: July 31, 2022

Filter Criteria includes: Report is printed in Detail Format.

Beginning GL Balance					(27,374.66)
Add: Cash Receipts					72,375.00
Less: Cash Disbursements					(17,376.77)
Add (Less) Other					<u> </u>
Ending GL Balance					<u>27,623.57</u>
Ending Bank Balance					28,018.65
Add back deposits in transit					<u> </u>
Total deposits in transit					
(Less) outstanding checks					
	Mar 13, 2020	1497		(50.00)	<i>-voided in Aug. 2022</i>
	Jul 13, 2022	1867		(144.32)	
	Jul 13, 2022	1871		(30.50)	
	Jul 13, 2022	1872		(31.00)	
	Jul 25, 2022	1874		(69.63)	
	Jul 25, 2022	1875		(69.63)	
				<u> </u>	
Total outstanding checks					(395.08)
Add (Less) Other					<u> </u>
Total other					
Unreconciled difference					<u>0.00</u>
Ending GL Balance					<u><u>27,623.57</u></u>

CROSSROADS SBDC
Account Reconciliation
As of Jul 31, 2022
1020 - CHECKING ACCOUNT SPECIAL
Bank Statement Date: July 31, 2022

Filter Criteria includes: Report is printed in Detail Format.

Beginning GL Balance	7,543.69
Add: Cash Receipts	
Less: Cash Disbursements	
Add (Less) Other	<u> </u>
Ending GL Balance	<u>7,543.69</u>
Ending Bank Balance	
Add back deposits in transit	<u> </u>
Total deposits in transit	
(Less) outstanding checks	<u> </u>
Total outstanding checks	
Add (Less) Other	<u> </u>
Total other	
Unreconciled difference	<u>7,543.69</u>
Ending GL Balance	<u><u>7,543.69</u></u>



999-99-99 02867 0 C 001 30 50 004
BLUE RIDGE CROSSROADS ECONOMIC DEV AGCY
1117 E STUART DR STE 178
GALAX VA 24333-2666

Your consolidated statement

For 07/29/2022

Contact us



Truist.com



(844) 4TRUIST or
(844) 487-8478

Changes are being made effective July 18, 2022 to the Commercial Bank Services Agreement ("CBSA") that governs your account, including changes to the Mutual Arbitration Agreement. Continued use of your account after the effective date constitutes your acceptance of the changes. The most-current version of the CBSA can be obtained at any Truist branch or online at www.truist.com. All future transactions on your account will be governed by the amended CBSA. If you have any questions about this change, contact your local Truist branch, your relationship manager, or call 844-4TRUIST (844-487-8478).

Summary of your accounts

ACCOUNT NAME	ACCOUNT NUMBER	BALANCE(\$)	DETAILS ON
BASIC PUBLIC FUND CHECKING		329,972.96	page 1
BASIC PUBLIC FUND CHECKING		28,018.65	page 2
BASIC PUBLIC FUND CHECKING		7,543.69	page 2
Total checking and money market savings accounts		\$365,535.30	

Checking and money market savings accounts

■ BASIC PUBLIC FUND CHECKING 00

Account summary

Your previous balance as of 06/30/2022	\$278,552.89
Checks	- 72,117.72
Other withdrawals, debits and service charges	- 0.00
Deposits, credits and interest	+ 123,537.79
Your new balance as of 07/29/2022	= \$329,972.96

Checks

DATE	CHECK #	AMOUNT(\$)	DATE	CHECK #	AMOUNT(\$)	DATE	CHECK #	AMOUNT(\$)
07/15	2517	35,983.34	07/08	2521	54.23	07/21	2525	1,600.00
07/13	2518	390.00	07/11	2522	2,600.00	07/18	2526	833.55
07/11	2519	500.00	07/22	2523	240.00	07/26	*2528	20,000.00
07/11	2520	9,150.00	07/21	2524	750.00	07/29	2529	16.60
							Total checks	= \$72,117.72

* Indicates a skip in sequential check numbers above this item

Deposits, credits and interest

DATE	DESCRIPTION	AMOUNT(\$)
07/01	DEPOSIT	36,300.00
07/15	DEPOSIT	39,450.00
07/18	DEPOSIT	39,450.00

continued

■ BASIC PUBLIC FUND CHECKING 0000253649259 (continued)

DATE	DESCRIPTION	AMOUNT(\$)
07/21	VENDORPAYM COVA Carroll-Grayson-Galax CUSTOMER ID 81870248	8,337.79
Total deposits, credits and interest		= \$123,537.79

■ BASIC PUBLIC FUND CHECKING 0000253649259

Account summary

Your previous balance as of 06/30/2022	\$9,698.43
Checks	- 54,054.78
Other withdrawals, debits and service charges	- 0.00
Deposits, credits and interest	+ 72,375.00
Your new balance as of 07/29/2022	= \$28,018.65

Checks

DATE	CHECK #	AMOUNT(\$)	DATE	CHECK #	AMOUNT(\$)	DATE	CHECK #	AMOUNT(\$)
07/28	1828	12,086.93	07/18	1863	67.28	07/28	1869	12,220.82
07/28	*1849	18,527.70	07/22	1864	853.75	07/18	1870	56.65
07/28	*1855	6,054.23	07/22	1865	200.00	07/28	*1873	100.00
07/13	*1861	300.00	07/26	1866	2,025.00	07/29	*1876	1,141.57
07/08	1862	54.23	07/21	*1868	366.62			
Total checks								= \$54,054.78

* Indicates a skip in sequential check numbers above this item

Deposits, credits and interest

DATE	DESCRIPTION	AMOUNT(\$)
07/01	DEPOSIT	1,500.00
07/22	DEPOSIT	70,875.00
Total deposits, credits and interest		= \$72,375.00

■ BASIC PUBLIC FUND CHECKING 00

Account summary

Your previous balance as of 06/30/2022	\$7,543.69
Checks	- 0.00
Other withdrawals, debits and service charges	- 0.00
Deposits, credits and interest	+ 0.00
Your new balance as of 07/29/2022	= \$7,543.69

BRCEDA Monthly Report: 8/24/22

1) Virginia SBDC Funding Updates:

CORE Grant 2022 – Contract was signed! Budget update to present. **ACTION ITEM:** Request to amend the budget to include the 5% wage increase provided to Carroll County employees beginning July 1st, 2022. Total impact to the budget is approximately \$2,615.

CORE Grant 2023 – Attached is the 2023 proposed budget and funding level. You have already approved the Cash Match of \$70,875 from the localities via Solid Waste Authority and \$1,500 from Skyline National Bank. The SBA funding level for our center in 2023 is \$75,216. **ACTION ITEM:** Approve the CY 2023 budget as presented.

GO Virginia – Continue to work with contractors and our PT person to spend the funding. Funds to be spent by 12/31/2022

CARES ACT – Continue to work with our contractors to spend the funding and assist businesses. Using funds mostly for consulting in website, accounting, and legal. Funds to be spent by 9/30/22.

Funds from both the GO Virginia and CARES Act grant are being used towards the September 14th regional conference and a special program concentrating on mental health for entrepreneurs. We will share information about the other event as it is finalized.

CLIENT INTERACTION SUMMARY: 8/23/2022

COUNSELING		YTD 2022	Goal	Percentage of Goal
	Counseled Clients	114	83	137%
	Long Term Clients	18	21	85%
IMPACT*				
	Business Starts	6	18	33%
	Capital Formation	\$199,500	\$ 3,100,000	6%
	Jobs Created	7		
	Jobs Retained	1		
	New Clients	49		

*Impact is not collected on a semi-annual basis. The survey for collection was disseminated in July and responses are still being received and recorded.

2) Business Capital Funding Updates:

- a. Virginia Tourism Corporation announced a Microbusiness marketing Leverage Program Grant that opened August 4th. Business with less than 20 FT employees can apply for marketing funds directly from VTC. The applications are due September 20th. We are providing support to local tourism directors to help businesses apply. We are notifying businesses through email marketing. Flyer attached for information.

3) Projects/ Highlights / Significant Accomplishments:

- a. Virginia Enterprise Zone Amendment – Carroll County is working on an amendment request. Galax and Grayson will be asked to support this request but that can be done administratively.
- b. Launched the Grayson County Business Support Initiative. Applications due August 26th.
- c. On hold - In process of working with Terri Gillespie and Twin County Community Foundation on training in budgeting for non-profits.
- d. New content added on Supply Chain to the Resource Page:
<https://twincountychamber.com/business-resource-page/>
- e. Provide support and guidance to Project Light. Attended the check presentation on August 22nd at God's Storehouse and Soup Kitchen.
- f. Partnered with GENEDGE to host a Business Resiliency Roundtable on August 4th in Carroll County. Attended by approximately 8 people.
- g. Provide guidance and leadership in the Virginia SBDC strategic planning process as a team lead.
- h. Opening a Meat Processing Facility was a 3-part series in July held virtually with a total of 47 attendees.
- i. Joined the Twin County Chamber of Commerce's Regional Connection Committee. Attended first meeting on July 19th. Next meeting is September 6th.
- j. Assisted and attended these ribbon cuttings:
 - i. Hope Medical Clinic – July 29th
 - ii. Body and Mindfully Healthy – July 19th
 - iii. Web Solutions – July 13th

4) Local training for Clients:

- a. Continue to promote partner and online workshops. (Virginia SBDC, PTAC, etc)
 - i. <https://clients.virginiasbdc.org/events.aspx>
- b. Funding for Early-Stage Life Science & Biotech first - September 13th – Abingdon, VA
- c. Cultivating Entrepreneurship in SWVA - September 14th – Abingdon, VA
- d. Mindfulness and Mental Health Support for the Entrepreneurs with Rachel Lynn Carter – September 29th – Galax and a shorter version virtually in late October
- e. Entrepreneur Express in Wytheville - October 6th

Blue Ridge Crossroads SBDC 2022 Budget

Line Item	Budget CY 2022	Spent thru 8/11/2022	Estimated Expenses thru 8/15 - 12/31 including 5% COLA beginning 7/1/22	Estimated Total Spent	Over/Under
Salaries*	\$ 81,120.00	\$ 37,178.50	\$ 45,797.94	\$ 82,976.44	\$ (1,856.44)
Fringe*	\$ 30,650.00	\$ 15,369.34	\$ 12,531.70	\$ 27,901.04	\$ 2,748.96
Travel	\$ 8,380.00	\$ 771.60	\$ 3,250.00	\$ 4,021.60	\$ 4,358.40
Equipment				\$ -	\$ -
Supplies	\$ 1,367.00	\$ 436.62	\$ 500.00	\$ 936.62	\$ 430.38
Contractual				\$ -	\$ -
Accounting Services	\$ 3,500.00	\$ 1,860.00	\$ 1,860.00	\$ 3,720.00	\$ (220.00)
Computer Repairs & Maintenance (IT)	\$ 2,575.00	\$ 1,984.50	\$ 698.00	\$ 2,682.50	\$ (107.50)
Cybersecurity Insurance	\$ 800.00		\$ 1,000.00	\$ 1,000.00	\$ (200.00)
Other Contract Labor	\$ -	\$ 1,776.49		\$ 1,776.49	\$ (1,776.49)
Consultants				\$ -	\$ -
Accounting	\$ 2,125.00				
Legal	\$ 1,500.00				
Other	\$ 3,250.00	\$ 822.50			
Other				\$ -	\$ -
Rent	\$ 4,000.00		\$ 4,000.00	\$ 4,000.00	\$ -
Copying	\$ 750.00	\$ 155.15	\$ 150.00	\$ 305.15	\$ 444.85
Postage	\$ 100.00	\$ 18.20	\$ 10.00	\$ 28.20	\$ 71.80
Printing/Publications	\$ 100.00	\$ 8.42	\$ 18.20	\$ 26.62	\$ 73.38
Dues/Subscriptions	\$ 300.00	\$ 100.00	\$ 200.00	\$ 300.00	\$ -
Telephones	\$ 1,565.00	\$ 852.31	\$ 847.50	\$ 1,699.81	\$ (134.81)
Computer Software	\$ 1,950.00	\$ 912.28	\$ 900.00	\$ 1,812.28	\$ 137.72
Website	\$ 300.00	\$ 165.80	\$ 465.00	\$ 630.80	\$ (330.80)
Marketing	\$ 1,000.00	\$ 334.49	\$ 500.00	\$ 834.49	\$ 165.51
In Kind Meeting Space/Facility Usage	\$ 3,582.00	\$ 2,687.50	\$ 894.50	\$ 3,582.00	\$ -
				\$ -	\$ -
				\$ -	\$ -
Miscellaneous		\$ -		\$ -	\$ -
				\$ -	\$ -
TOTAL	\$ 148,914.00	\$ 65,433.70	\$ 73,622.84	\$ 139,056.54	\$ 9,857.46

BLUE RIDGE CROSSROADS SBDC - CALENDAR YEAR 2023

PRESENTED 8/29/2022

DESCRIPTION	SBA CY22	LOCAL CASH CY22	LOCAL IN-KIND CY22	TOTAL	SBA CY23	LOCAL CASH CY23	LOCAL IN-KIND CY23	TOTAL
A. PERSONNEL								
Key Personnel Costs (include all paid personnel)				\$ -				\$ -
Mandy Archer, Director	\$ 49,955			\$ 49,955	\$ 52,451			\$ 52,451
Ginny Plant, Administrative Assistant		\$ 31,165		\$ 31,165		\$ 32,722		\$ 32,722
PT Staff. 12 weeks @ 30 hours/ week @ \$20/hr				\$ -				\$ -
Hourly Wage, 250 hrs @ 8.00 /hr				\$ -				\$ -
Student Wage, hrs @ . /hr				\$ -				\$ -
	\$ 49,955	\$ 31,165	\$ -	\$ 81,120	\$ 52,451	\$ 32,722	\$ -	\$ 85,173
B. FRINGE BENEFITS								
Faculty - %	\$ 17,090			\$ 17,090	\$ 20,180			\$ 20,180
Admin Faculty - %		\$ 13,560		\$ 13,560		\$ 15,415		\$ 15,415
Classified - %				\$ -				\$ -
Wage - % rate				\$ -				\$ -
Total Fringe Benefits	\$ 17,090	\$ 13,560	\$ -	\$ 30,650	\$ 20,180	\$ 15,415	\$ -	\$ 35,595
C. TRAVEL								
In-state: 2000 miles @ .625 /mi.		\$ 1,400		\$ 1,400		\$ 1,250		\$ 1,250
In- state: 2 Director Meetings (Lodging, Meals, etc)		\$ 1,254		\$ 1,254		\$ 1,280		\$ 1,280
In- state: 1 PD for 3 staff members (Lodging, Meals)		\$ 1,791		\$ 1,791		\$ 660		\$ 660
In-State: Parking or other \$15*8 days				\$ -		\$ 105		\$ 105
Registration Fees for Continuing Education		\$ 750		\$ 750		\$ 300		\$ 300
Out-of-state: (ASBDC Annual Meeting)				\$ -				\$ -
Airfare or Mileage: .		\$ 1,000		\$ 1,000		\$ 750		\$ 750
Lodging: 5 nights @ 200 /nt.		\$ 1,000		\$ 1,000		\$ 1,000		\$ 1,000
Meals: 4 days @ 65 /day		\$ 260		\$ 260		\$ 260		\$ 260
Parking or other 5 days @ 25 per day		\$ 125		\$ 125		\$ 125		\$ 125
Registration		\$ 800		\$ 800		\$ 800		\$ 800
Total Travel	\$ -	\$ 8,380	\$ -	\$ 8,380	\$ -	\$ 6,530	\$ -	\$ 6,530
D. EQUIPMENT								
(Specify each item)				\$ -				\$ -
Total Equipment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
E. SUPPLIES								
General office, operational, and computer supplies	\$ 537	830		\$ 1,367		618		\$ 618
Total Supplies	\$ 537	\$ 830	\$ -	\$ 1,367	\$ -	\$ 618	\$ -	\$ 618
F. CONTRACTUAL								
Accounting Services		\$ 3,500		\$ 3,500		\$ 3,500		\$ 3,500
Computer Repairs & Maintenance/ IT Contract		\$ 2,575		\$ 2,575		\$ 2,575		\$ 2,575
Cybersecurity Insurance		\$ 800		\$ 800		\$ 1,000		\$ 1,000
Other Services				\$ -		\$ 350		\$ 350
Total Contractual	\$ -	\$ 6,875	\$ -	\$ 6,875	\$ -	\$ 7,425	\$ -	\$ 7,425

G. CONSULTANTS									
Accounting Contract Services (Client)	\$ 2,125			\$ -		\$ 1,085			\$ 1,085
Legal Accounting Contract Services (Client)	\$ 1,500			\$ -		\$ 750			\$ 750
Chappell Business Strategies	\$ 3,250			\$ 3,250		\$ 750			\$ 750
Total Consultants	\$ 6,875	\$ -	\$ -	\$ 6,875		\$ 2,585	\$ -	\$ -	\$ 2,585
H. OTHER									
Rent (2 offices - 264 sq ft)		\$ 4,000		\$ 4,000		\$ 4,000			\$ 4,000
Copying		\$ 750		\$ 750		\$ 750			\$ 750
Postage		\$ 100		\$ 100		\$ 100			\$ 100
Printing/Publications		\$ 100		\$ 100		\$ 100			\$ 100
Dues/Subscriptions		\$ 300		\$ 300		\$ 300			\$ 300
Telephones		\$ 1,565		\$ 1,565		\$ 1,565			\$ 1,565
Computer Software		\$ 1,950		\$ 1,950		\$ 1,950			\$ 1,950
Website		\$ 300		\$ 300		\$ 400			\$ 400
Marketing		\$ 1,000		\$ 1,000		\$ 500			\$ 500
				\$ -					\$ -
Facility Usage Fees Small Conference Room, Café, Large Conference Room			\$ 3,582				\$ 2,841		
				\$ -					\$ -
				\$ -					\$ -
Total Other	\$ -	\$ 10,065	\$ 3,582	\$ 13,647		\$ -	\$ 9,665	\$ 2,841	\$ 12,506
TOTAL DIRECT COSTS	\$ 74,457	\$ 70,875	\$ 3,582	\$ 148,914		\$ 75,216	\$ 72,375	\$ 2,841	\$ 150,432
REVENUE	\$ 74,457	\$ 70,875	\$ 3,582	\$ 148,914		\$ 75,216	\$ 72,375	\$ 2,841	\$ 150,432
TOTAL BUDGET	\$ 74,457	\$ 70,875	\$ 3,582	\$ 148,914		\$ 75,216	\$ 72,375	\$ 2,841	\$ 150,432



Applications
are DUE
September
20th

VTC Microbusiness Marketing Leverage Grant Program

[FAQ AVAILABLE HERE](#)

About

This is a reimbursable grant.

Focus is to assist small tourism related businesses and bolster non-peak seasonal visitation.

Must have 20 or less FT employees.

Max award is \$5,000

Requires a 1:1 In Kind Match

- Earned through public releases
- Owned through social media channels
- Paid media

Before you Apply



CONFIRM YOUR BUSINESS IS LISTED WITH VIRGINIA TOURISM

If you do not have a listing, one can be made. Allow up to a week.

[CLICK HERE TO GET STARTED](#)



IDENTIFY 3 PARTNERS

They do not have to be contributors, but should be notified



MARKETING PLAN

Will need to target at least 25% of the funds to out of state



IDEAL APPLICATIONS

New events during off-season
Attracting visitors during off-season
Incorporates Virginia is for Lovers Brand

Contact the SBDC for Information

276-601-7727

marcher@brceda.org

BLUERIDGECROSSROADS

economic development authority

Carroll – Grayson – Galax Regional Industrial Facilities Authority

Date: August 24, 2022
To: BRCEDA Board of Directors
From: Nichole Hair
Re: Director's report

Wildwood Commerce Park

- a. AEP Transmission Line – continue to coordinate with AEP. AEP is moving forward and obtaining easements. AEP will work with BRCEDA to acquire an easement for the station on the Wildwood property.
- b. Strategic Planning – change in scope of work. More intensive dive with locality EDA/IDAs. Firms have submitted updated proposals. Our staff is asking for a few revisions. Grayson County and Carroll County EDAs have agreed to participate.
- c. Letter of Credit – VDOT to release original letter of credit to Skyline.
- d. Site 1 – VBRSP – application for the Virginia Business Ready Site Program is due 9/12/22. Site 1 is able to apply. Total project is estimated at \$18M. Request for funding will be \$12M. \$6M will be needed in match.

Projects/Prospects

- a. Continue to work with Project Produce.

While this report is currently short in nature, I am sure it will continue to grow. Please let me know of any questions. Thank you.

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

1117 East Stuart Drive . Galax, Virginia 24333
Tel: 276.236.0391 www.brceda.org