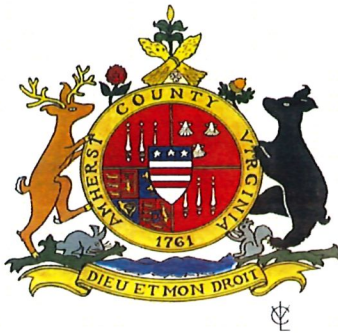


**Board of Supervisors**

L. J. Ayers III, Chair  
District 3  
Kenneth M. Campbell, Vice-Chair  
District 1  
David W. Pugh, Jr., Supervisor  
District 4  
Jennifer R. Moore, Supervisor  
District 5  
Claudia D. Tucker, Supervisor  
District 2



**County Administrator**  
Dean C. Rodgers

**County Attorney**  
Michael W. S. Lockaby

**AMHERST COUNTY BOARD OF SUPERVISORS**

**MINUTES**

**AGENDA**

**April 2, 2019**

Administration Building - 153 Washington Street - Public Meeting Room  
Amherst, Virginia 24521  
Informal Luncheon – 12:00 p.m.  
Meeting Convened – 1:00 p.m.

**I. Call to Order**

**II. Approval of Agenda**

**III. Invocation and Pledge of Allegiance**

**IV. Citizen Comment**

**V. Consent Agenda**

- A. Minutes - March 5, 2019, March 5, 2019 Budget Workshop and March 13, 2019
- B. CSA Fund 2019 Budget Appropriation
- C. Amherst County Sheriff's Office April 2, 2019

**VI. Special Presentation**

**VII. Old Business**

- A. EDA Business Friendliness - Incentive Analysis

**VIII. New Business**

- A. Appropriation Funds - Farmer's Market
- B. VDOT Rural Rustic Six Year Road Plan
- C. New Voluntary Long Term Care Insurance Benefit
- D. Appropriation for Winton Development

**IX. County Administrator's Report**

- A. Projects Status Report

**X. County Attorney's Report**

**XI. Liaison and Committee Reports**

- A. Central Virginia Planning District Commission, March 21, 2019
- B. Lynchburg Regional Transportation Advocacy Group, March 28, 2019

**XII. Departmental Reports**

- A. Treasurer's Report for February, 2019

**XIII. Citizen Comment**

**XIV. Matters from Members of the Board of Supervisors**

**XV. Adjournment**



**MINUTES**

At a Regular Meeting of the Amherst County Board of Supervisors and held at the Amherst County Administration building, Amherst, Virginia, thereof on Tuesday, the 2<sup>nd</sup> day of April, 2019, at 1:00 p.m., the following members were present:

**BOARD OF SUPERVISORS:**

PRESENT:	L. J. Ayers III, Chairman Kenneth M. Campbell, Vice-Chair Claudia D. Tucker, Supervisor	ABSENT: David W. Pugh, Jr., Supervisor Jennifer R. Moore, Supervisor
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STAFF PRESENT: County Administrator Dean C. Rodgers  
Deputy County Administrator David R. Proffitt  
County Attorney Michael W. S. Lockaby  
EA Clerk to Board Regina M. Rice  
Finance Director Stacey Wilkes

OTHERS PRESENT: EDA Director Victoria Hanson  
Mr. Jeff Floyd, AG Committee member  
Mr. Don Austin, VDOT  
Mr. Robert Brown, VDOT

**I. Call to Order**

Chairman Ayers called the meeting to order at 1:00 p.m. Chairman Ayers stated for the record that Mr. Pugh and Ms. Moore were absent due to obligations and travel.

**II. Approval of Agenda**

Chairman Ayers stated that agenda Item VI. Special Presentation was removed from agenda.

By motion of Vice-Chair Campbell and with the following vote, the Board approved the agenda as amended for April 2, 2019.

AYE: Mr. Ayers, Mr. Campbell and Ms. Tucker  
NAY: None  
ABSENT: Mr. Pugh and Ms. Moore  
ABSTAIN: None

**III. Invocation and Pledge of Allegiance**

Chairman Ayers led the Invocation and Pledge of Allegiance.

**IV. Citizen Comment**

There was no public comment.

**V. Consent Agenda**

- A. Minutes - March 5, 2019, March 5, 2019 Budget Workshop and March 13, 2019
- B. CSA Fund 2019 Budget Appropriation
- C. Amherst County Sheriff's Office April 2, 2019

By motion of Supervisor Campbell and with the following vote, the Board approved the Consent Agenda for April 2, 2019.

AYE: Mr. Ayers, Mr. Campbell and Ms. Tucker  
NAY: None  
ABSENT: Mr. Pugh and Ms. Moore  
ABSTAIN: None

**VI. Special Presentation**

**VII. Old Business**

- A. EDA Business Friendliness - Incentive Analysis

Victoria Hanson EDA reported to the Board an analysis of the business friendliness incentives. Ms. Hanson stated the cost to implement the recommendations will come from the EDA's budget as the 24 recommendations are prioritized. Ms. Hanson invited Mr. Neal Barber of Mangum Solutions to provide the Board his presentation. **(See Attachment A)**

Mr. Barber presented information to establish institutions (Enterprise Zones, Community Development Authority, Historic District) that could be used to encourage redevelopment.

By motion of Chairman Ayers and with the following vote, the Board endorsed the EDA prioritized incentives.

AYE: Mr. Ayers, Mr. Campbell and Ms. Tucker  
NAY: None  
ABSENT: Mr. Pugh and Ms. Moore  
ABSTAIN: None

**VIII. New Business**

- A. Appropriation Funds - Farmer's Market

Mr. Jeff Floyd of the Amherst Agricultural Committee presented information to the Board on establishing a farmer's market at the Amherst Visitor's Center.

Mr. Floyd requested start-up funding for gravel, mats to place under the gravel, signage to get the word out, insect control, advertising, table and tents and a storage shed.

Chairman Ayers thanked all who help organize and set up the Farmer's Market.

By motion of Vice-Chair Campbell and with the following vote, the Board approved an appropriation of \$6,900 from the unobligated General Fund balance for the Agricultural Committee to establish a Farmer's Market.

AYE: Mr. Ayers, Mr. Campbell and Ms. Tucker  
NAY: None  
ABSENT: Mr. Pugh and Ms. Moore  
ABSTAIN: None

B. VDOT Rural Rustic Six Year Road Plan

Planning/Zoning Director Jeremy Bryant reported each year VDOT produces a Rural Rustic Six-Year Road Plan for paving county roads. The project list is ready for prioritizing by the Board and the Board may add additional roads to the bottom of the list for future consideration by VDOT. (See Attachment B)

Mr. Bryant explained that a road should have a traffic count of at least 50 vehicles per day to qualify to join the list. He said a public hearing will be held on the Board's prioritization at the April 16, 2019, meeting.

Mr. Don Austin of VDOT explained the Six-Year Road Plan process and advised the Board that VDOT would need have the prioritization by May and a resolution in June 2019.

It was the Board's consensus to keep the list in the same priority as presented.

Mr. Austin advised the Board he will be retiring May 1 and that Mr. Robert Brown of VDOT will be working with Amherst County in the future.

Chairman Ayers thanked Mr. Austin for all the years of service he has provided to Amherst County and expressed his appreciation.

C. New Voluntary Long Term Care Insurance Benefit

County Administrator Rodgers explained that Long Term Care Insurance is another benefit for county employees. This insurance is available through the Commonwealth with group insurance through Genworth and at no cost to the county.

Mr. Rodgers requested the Board's authority to sign the agreement with VRS to allow Genworth to hold meetings to make those benefits available for county employees.

By motion of Supervisor Tucker and with the following vote, the Board authorized County staff to submit the required Virginia Voluntary Group Long Term Care Insurance Program Employer Adoption Agreement to the Virginia Retirement System.

AYE: Mr. Ayers, Mr. Campbell and Ms. Tucker  
NAY: None  
ABSENT: Mr. Pugh and Ms. Moore

ABSTAIN:       None

D.   Appropriation for Winton Development

County Administrator Rodgers asked the Board to appropriate the net proceeds from the sale of Winton in the amount of \$309,499 into the County budget. He explained that as part of the sale agreement the County would pay for items related to the development of the Winton property. He advised that any money left over would be used for the development of the fairground.

Finance Director Wilkes provided to the Board information on six invoices due for payment totaling \$59,025. This amount was for services rendered: \$12,000 water well test, \$25,225 plat survey, \$4,900 dam inspection and \$16,900 outstanding balance on the contract with Hurt & Proffitt.

Supervisor Tucker said she would like to know what invoices come in and when those bills are paid. She asked that Ms. Wilkes to set up a committed fund to pay any future bills.

Supervisor Tucker requested that the balance of the money be earmarked for Winton instead of putting it back into the unobligated general fund.

By motion of Supervisor Tucker and with the following vote, the Board appropriated \$59,025 to pay for expenses of sale of the Winton property and the balance of the sale proceeds be placed in a fund committed for further development at Winton.

AYE:            Mr. Ayers, Mr. Campbell and Ms. Tucker  
NAY:            None  
ABSENT:        Mr. Pugh and Ms. Moore  
ABSTAIN:       None

**IX. County Administrator's Report**

A.   Projects Status Report

County Administrator Rodgers reported the Dodds Store Convenience Center is expected to be open by September 10<sup>th</sup> or sooner. He said that once the center is opened, the three open container sites will be closed at Burley Hollow Road, Long Mountain and Boxwood Farm Road.

**X. County Attorney's Report**

County Attorney Lockaby provided the Board with several updates:

- Opioids - talked with attorneys for the litigation council and noted that the State of Oklahoma just settled with Perdue Pharma for \$275,000 in a structured settlement with a large portion of that money going to nursing, training and substance abuse. He advised the State of Oklahoma will be going to court to settle with Perdue Pharma which is the very first case going to trial in the nation.
- Winton Country Club Corporation is dissolving and will provide any leftover assets back to the county once all debts are settled and assets liquidated.

- FOIA legislation states now that if you improperly certify a closed session and a lawyer was present, he would be fined an extra \$1000. VACO, VML attorneys and local government attorneys have expressed opposition.

Mr. Lockaby thanked Jeremy Bryant, Dean Rodgers and the partners of SCS Broadband for securing a \$127,000 grant from the state.

**XI. Liaison and Committee Reports**

A. Central Virginia Planning District Commission, March 21, 2019

For Board information only.

B. Lynchburg Regional Transportation Advocacy Group, March 28, 2019

For Board information only.

**XII. Departmental Reports**

A. Treasurer's Report for February, 2019

For Board information only.

**XIII. Citizen Comment**

There was no public comment.

**XIV. Matters from Members of the Board of Supervisors**

Supervisor Tucker had no matter to discuss.

Vice-Chair Campbell had no matter to discuss.


Chairman Ayers commented that the front of the building needed grounds-keeping attention.


Mr. Rodgers advised the Public Works ground crews have started working on the back of building and will be addressing the front as well.

**XV. Adjournment**

By motion of Supervisor Tucker and with the following vote, the Board adjourned at 2:22 p.m.

AYE:	Mr. Ayers, Mr. Campbell and Ms. Tucker
NAY:	None
ABSENT	Mr. Pugh and Ms. Moore
ABSTAIN:	None

  
\_\_\_\_\_  
L. J. Ayers III, Chairman  
Amherst County Board of Supervisors

  
\_\_\_\_\_  
Dean C. Rodgers, Clerk

# **AMHERST COUNTY INCENTIVE ANALYSIS**

**MANGUM SOLUTIONS**  
APRIL 2, 1019

## **INCENTIVE ANALYSIS**

### **Purpose:**

- Assess existing incentives
- Create a business friendly environment for existing and new businesses (stability, growth, and expansion)
- Recommend prioritized incentives/grants for existing businesses, start-up businesses, and business attraction

## **INCENTIVE ANALYSIS**

### **Four Focus Areas**

- Madison Heights
- Existing Small Business
- Start-up and Micro Businesses
- Business Attraction

## **INCENTIVES MADISON HEIGHTS**

### **Objectives:**

- Recruit developers to:
  - Redevelop the CVTC tract,
  - Redevelop key properties along the Rt. 29 Business corridor.
- Redevelop the older residential neighborhoods close to CVTC.

## INCENTIVES MADISON HEIGHTS

### Approach:

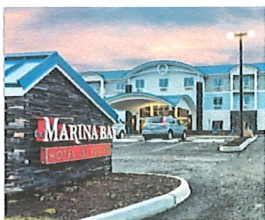
- Accelerate the redevelopment/revitalization planning of the CVTC and adjacent neighborhoods,
- Establish the institutions (Enterprise Zones, CDA, Historic District) that can be used to facilitate redevelopment, and
- Conduct initial predevelopment studies necessary for redevelopment.

## INCENTIVE RECOMMENDATIONS MADISON HEIGHTS

### Incentives

- CVTC Master Plan
  - CVTC Historic District
  - CDA Creation
- Local EZ Designation
  - Rebate W & S Connection Fees
  - Utility Extensions
- State EZ Designation
- Land Assemblage Fund
- Transportation Studies/Improvements
- Environmental Phase I & PER
- Predevelopment Loan/Grant
- Private Investment Pool
- Neighborhood Revitalization

## ENTERPRISE ZONE EXAMPLES



### Accomack County

Bayside Hospitality constructed a \$5.6 M hotel on Chincoteague.

## ENTERPRISE ZONE EXAMPLES



*River District Tower LLC, City of Danville*

### Danville

River District Tower LLC renovated the old Dan River Research Facility (\$5.1 M) to house Spectrum Medical offices.



## ENTERPRISE ZONE EXAMPLES



*AKTA Enterprises Inc., Alleghany County*

### **Alleghany County**

AKTA Enterprises renovated a commercial building into a Hampton Inn (\$3M).

## ENTERPRISE ZONE EXAMPLES



*Korona Candles, Pulaski County*

### **Pulaski County**

Korona Candles invested \$250,000 in an expansion creating 57 new jobs.

## INCENTIVES EXISTING SMALL BUSINESS

### **Objectives:**

- Increase the market(s) for local businesses products/services
- Secure trained and skilled workers needed by local businesses to expand
- Encourage capital investment in small businesses properties

## INCENTIVES EXISTING SMALL BUSINESS

### **Approach:**

- I. Roll out a customized initiative – “pilot” or “high priority” program
  - Limit number of businesses and \$\$
  - Limit duration
  - Town of Amherst participation
  - Evaluate acceptance, utility and impact
  - Structure future small incentives

## **INCENTIVE RECOMMENDATIONS EXISTING SMALL BUSINESS**

### **Incentives**

- **Workforce Training Matching Grant**
- **Property Improvement Grant**
- **Historic Real Estate Tax Abatement**
- **Marketing Matching Grant**
- **Digital Marketing Matching Grant**

## **INCENTIVES START-UP BUSINESSES**

### **Objectives:**

- Develop sound business plans by start-up entrepreneurs
- Create a portal to technical resources for business formation
- Offset some initial costs of launching a business
- Assist start-up businesses find and modify building space
- Encourage local investments in promising start-up business ventures

## **INCENTIVES START-UP BUSINESSES**

### **Approach:**

**Tailored initiative - Customized “pilot” or “high priority” program**

- A range of business development services
- Evaluate acceptance, utility and impact
- Significant staff time
- Technical support from community resources
- Lower priority than other incentives

## **INCENTIVE RECOMMENDATIONS START-UP BUSINESSES**

### **Incentives**

- **Business Plan Competition**
- **Rent Matching Grant**
- **“Build out” Matching Grant**
- **Angel Investor Network**

## **INCENTIVES BUSINESS ATTRACTION**

### **Objectives:**

- Provide a superior shell building as an attraction for new manufacturers.
- Offer a "Virtual Building" pad-ready site, building renderings and pre-screened contractor.
- Subsidize training programs for new skilled workers.

## **INCENTIVES BUSINESS RECRUITMENT**

### **Approach:**

- Do not attempt to match the cash incentives available through the Tobacco Region Opportunity Fund
- Provide a superior product (a building specifically designed for manufacturing)
- Financial support for highly skilled workers

## **INCENTIVE RECOMMENDATIONS BUSINESS RECRUITMENT**

### **Incentives**

- Workforce Training Matching Grant
- Shell Building

## **INCENTIVE ANALYSIS**

**Questions/Comments?**

AMHERST COUNTY  
RURAL RUSTIC PRIORITY LIST - FY20/FY25

4/18/19

B

PRIORITY	ROUTE	NAME	FROM	TO	LENGTH	TC - VPD	PROJECTED FUNDING *
1	691	TINSLEY LANE	ROUTE 650	DEAD END	1.10 Mi.	88	FUNDED \$220,000
2	648	BECK CREEK ROAD	ROUTE 622	ROUTE 613	1.66 Mi.	61	FUNDED \$322,000
3	692	MUDDY BRANCH ROAD	ROUTE 752	DEAD END	1.40 Mi.	53	FY 20 \$280,000
4	636	WARES GAP ROAD	ROUTE 610	1.79 Mi. W RTE 643	1.66 Mi.	82	FY 20/21 \$244,000
5	743	LAVENDER LANE	ROUTE 615	DEAD END	.50 Mi.	70	FY20/21 \$100,000
6	608	CAMPBELL'S MT. RD.	0.60 Mi. S Rte 736	2.35 Mi. S Rte 736	1.70 Mi.	60	FY21 \$350,000
7	650	EAST/WEST PERCH RD	1.85 Mi. E Rte 695	ROUTE 691	2.75 Mi.	60/80	FY22/23 \$500,000
8	606	FOX HALL DRIVE	ROUTE 60	DEAD END	1.40 Mi.	80	FY23/24 \$280,000
9	696	SHADY MOUNTAIN ROAD	ROUTE 715	DEAD END	1.00 Mi.	60	FY24 \$200,000
10	729	CHESTNUT LANE	ROUTE 742	DEAD END	0.60 Mi.	50-100	FY24 \$120,000
11	607	BEVERLY TOWN ROAD	1.9 Mi. W Rte 640	Rte 607 Robinson Gap Rd	1.40 Mi.	90	FY25 \$280,000
12	733	WINDY RIDGE WAY	ROUTE 658	DEAD END	1.30 Mi.	90	FY25 \$260,000
13	636	WARES GAP ROAD	1.79 Mi. W Rte 643	3.59 Mi. W Rte 643	1.80 Mi.	54	Not Funded \$360,000
	613	KENT MOOR FARM ROAD	ROUTE 648	ROUTE 654	1.20 Mi.	80	Not Funded \$240,000
	776	WALNUT SPRINGS ROAD	ROUTE 622	DEAD END	0.50 Mi.	70	Not Funded \$100,000
	616	WEST MONITOR ROAD	ROUTE 617	ROUTE 60	0.94 Mi.	80	Not Funded \$200,000

Estimated cost per mile \$200,000

\* Based FY20/FY25 SSYP projected allocations  
\$2,198,646

