

# **Economic Development Authority**

## **January 22, 2018 Minutes**

**Page County Government Center  
Board of Supervisors Room  
103 S. Court Street, Luray, VA 22835  
5:30PM**

**Members Present:** Leslie Currle, Chair  
Craig Lancto, Vice Chair  
Jay Dedman  
Mark Dofflemyer  
Greg Foltz  
Joshua Knight

**Members Absent:** Ligon Webb, Romeo Pugliese

**Others Present:** Liz Lewis Page County ED

### **Call to Order:**

Chairwoman Currle called the meeting to order at 5:34PM

### **Approval of Agenda:**

Agenda approved with a motion by Greg Foltz and seconded by Josh Knight. Motion carried.

### **Approval of Minutes:**

Minutes from the previous meeting was presented and approved as presented with a motion by Mark Dofflemyer and seconded by Greg Foltz. Motion carried.

**Treasurer's Report:** Mark Dofflemyer provided account balances in Blue Ridge Bank including the transfer of two CDs from F&M Bank to Pioneer Bank for an improved rate of interest. Aprox. \$270,000 in total. Ms. Lewis asked the source of the funding for The Economic Development Authority. Mr. Lancto said that some of the money comes from the Board of Supervisors, and Ms. Lewis added that she thought some of it was originally from the USDA, but that she would investigate the sources of funding. Stipends and meeting attendance discussed. Ms Lewis asked why board stipends are paid out of her budget. Mr. Dofflemyer said that the stipends were included in the board budget, and Ms. Lewis said that she would investigate the funding for stipends as well. QuickBooks and treasurer responsibility discussion- Who takes care of this? Is it necessary?

**Old Business:** Mr. Lancto said that the Business Roundtable breakfast at the Page County Tech Center has been scheduled for April 17 at the Tech Center. We are inviting employers

from the county and nearby areas to come together to relate their needs, and the Tech Center will explain what courses they provide, in an effort to look for matches and possible areas into which the Tech Center needs to expand.

**New Business:**

EDA tax identity – govt.

In a discussion of the land held by the EDA, the Clover Project, roughly 58 acres near the Tech Center in Stanley. Mr. Lancto asked what had happened with the consultant, Joe Hines, who was supposed to be brought in to assess what would be needed to elevate the property from Tier 3 to Tier 4, to make it more attractive to buyers. Ms Lewis will follow up on Joe Hines. Ms. Currie to send Ms. Lewis the contact email.

Ms. Lewis said that insurance for the EDA board has come due, and she noted that many of us have not been included on that insurance. She will make the necessary adjustments.

Ms. Currie notified the board of Ligon Webb's resignation. The board held its annual election of officers with the following result:

Craig Lancto, Chairman - Motion Josh Knight for Craig Lancto as Chairperson, Greg Foltz second

Leslie Currie, Vice Chair - Motion Mark Dofflemyer for Craig Lancto as Chairperson, Josh Knight second

Mark Dofflemyer, Treasurer -Motion Leslie Currie for Mark Dofflemyer as Chairperson, Greg Foltz second

Board discussed a \$30,000 loan request from Bob and Tammy Falter for their business at 55 Main Street. The board decided that there was not sufficient information to make a decision on the loan, at this time, and further that the Board needs to establish more definite guidelines for such small business loans.

At least, the Board agreed, loan requests should include a profit loss statement, business plan, and appropriate collateral. Ms Lewis asked what could or should qualify for an EDA loan, what kinds of loans are appropriate for the EDA and how much should be in that loan fund? The board questioned what kinds of loan should be appropriate to EDA, rather than traditional lending sources. Ms Lewis said that she will research loan programs and present recommendations at the February meeting.

The board voted unanimously to continue membership in the Chamber of Commerce. Mr. Lancto motioned, Mr Foltz seconded, roll call vote.

Ms. Lewis mentioned in the Meeting of the Minds scheduled for January 31, 2018. She expressed her hope that this event will help us to discern the needs of county businesses, what county leaders believe should be our priorities, and how we are going to move forward. Ms Lewis added that the question is essentially who we are and to whom we want to market.

The board also approved funding request of \$474 from Ron Vickers/Technology Education, TSA chapter. This grant would cover a second battery for their Phantom drone. As their first project with the drone the group intends to make a Greenway video for the Town of Luray and the Greenway Foundation. They also need video-editing software, and a quality microphone for recording sound. The group will donate time to use the school drone to promote Page County tourism and economic development. Mr. Vickers said the students will be able to take aerial photos and make short videos for local business/slash government needs, working with the Economic Development staff to make that happen.

Mark Dofflemyer motioned, Greg Foltz seconded funding granted with roll call vote, making the decision the board unanimously agreed that funding for the drone make sense both from the point of view of its being an economical way to meet our needs in providing aerial views of properties in the county, but it also is an important educational project for Page County students.

Development of land projects- make development happen in Page County. Ms. Lewis noted that the EDA land in Stanley is ideal for developing a senior living community/campus. Mr. Lancto added that with the nursing programs at the nearby Tech Center there would be potential for mutual benefit. Ms. Lewis is requesting \$2,000-\$3,000 for concept drawings. The board approved moving forward with determining the cost of developing projected plans. The board agreed that we need to actively market specific development projects rather than passively awaiting businesses to discover us and decide that this is where they want to base their businesses. We need to develop ideas for what we want, and invite businesses to come in to meet those needs for a win-win situation.

“We need concepts,” said Ms Lewis, “not selling land as land or buildings as buildings, but land as sites and buildings as businesses.”

Ms Lewis also stated the need to redraw Enterprise Zones. She believes that there are about a thousand more acres that can be added to Enterprise Zones in the county. She noted that development would only work along routes 211 and 340, and that businesses to be engaged in the Enterprise Zone would need to add at least five employees.

Keep EDA email accounts FOIA reasons.

Ms Currie noted that the Business Retention and Expansion program will be on hold until after the Meeting of the Minds.

**Public Comments:**

Mike Uram- infrastructure plans for development. Need to update our infrastructure.

**Member Comments:**

No Comments

**Adjourn:** The meeting adjourned at 6:45pm with a motion by Leslie Currie and seconded by Craig Lancto.

---

Liz Lewis, Clerk