

**PRINCE EDWARD COUNTY
INDUSTRIAL DEVELOPMENT AUTHORITY
MEETING MINUTES**

**Board of Supervisors Room – 3rd Floor, Prince Edward County
8:00 am, July 25, 2025**

The Prince Edward County Industrial Development Authority strongly encourages citizen participation in public meetings through in-person participation, written comments, and/or remote participation by calling: **1-844-890-7777, Access Code: 390313** (if busy, please call again). Should citizens have questions or need additional information, please contact the Industrial Development Authority Clerk’s Office at 434-392-1482.

MEMBERS PRESENT IN PERSON: Edgar Jones
Mike Montgomery, Vice-Chairman
Brad Watson, Chairman
Quincy Handy
Joyce Yeatts

MEMBERS PRESENT BY PHONE: None

ABSENT: Robert Atkinson, Tim Tharpe

ALSO PRESENT: Chelsey White, Director of Economic Development & Tourism/Clerk to the Industrial Development Authority; Terri Atkins Wilson, IDA Attorney; Doug Stanley, County Administrator; Cheryl Stimpson, Director of Finance; Rhett Weiss, Chairman & CEO of DEALTEK, Ltd.; Molly Kinahan, Tourism Coordinator

Introductions

At 8:07 a.m., there being a quorum present, Mr. Watson welcomed everyone and called the July 25, 2025, IDA Meeting to order.

Nominations for the Election of Officers

There was a discussion about nominations. Ms. Yeatts made a motion to nominate Mr. Watson as Chairperson and Mr. Montgomery as Vice-Chairperson. She also nominated Ms. White as Secretary-Treasurer (Clerk). Mr. Montgomery seconded both motions. The vote was as follows:

Aye:	Nay: (none)	Abstain: (none)
Edgar Jones		
Mike Montgomery		
Brad Watson		
Quincy Handy		
Joyce Yeatts		

Approval of Minutes:

Mr. Watson called for a motion to approve the June minutes. Mr. Montgomery made a motion and Mr. Jones seconded the motion. The vote was as follows:

Aye:	Nay: (none)	Abstain: (none)
Edgar Jones		
Mike Montgomery		
Brad Watson		
Quincy Handy		
Joyce Yeatts		

Approval of Treasurer’s Report

Ms. White presented the treasurer's report with the following information:

June 21 – July 24, 2025

Deposits since the last report (June 20, 2025)	
BOS Incentive Grant Reimbursement	\$7,787.03
Paris Ceramics – 286 K Equipment Loan Payment	\$5,267.49
June Interest Payment	\$1,216.27

Paris Ceramics – 286 K Equipment Loan Payment	\$5,267.49
Deposit TOTAL	\$19,538.28
Disbursements since the last report (June 20, 2025)	
Brightspeed	\$49.22
RKG Associates	\$9,620.00
Dominion Energy VA - Electric - 230 Kelly Lane	\$307.89
DEALTEK, Ltd. Consulting Services and Reimbursements	\$6,000.00
Sherwin-Williams Paint for HIT Park House Basement	\$65.89
Lowe’s Paintbrushes for HIT Park House Basement	\$18.49
Disbursement TOTAL	\$16,061.49
June 2025 Benchmark Statement Balance	\$1,486,683.16
Available Balance as of July 24, 2025	\$1,475,889.16

MONTHLY REVENUE

286K Equipment Loan | \$286,000 | \$5,267.49 monthly payment | \$61,861.62 balance
286K Equipment Loan | \$286,000 | \$5,267.49 monthly payment | \$56,800.34 balance

IDA Incentive Grant Payout Summary for TY24				
Company	Grant Type	Most Recent Payment Date	Amount Paid Out for TY24	Years Remaining in Agreement
Sandy River Distillery	100% Tax reinvestment	5/5/2025	\$2,787.03	3
Sandy River Distillery	Tourism	5/5/2025	\$5,000.00	3
*Hotel Weyanoke	100 % Tax reinvestment	2/16/2023	\$0.00	± 0 (sold by the company in 2024)
*Hotel Express / Holiday Inn	80-20% Tax reinvestment	1/26/2024	\$0.00	4 0 (sold by the company)

*Grant payout was not requested.

Ms. Yeatts made a motion to approve the treasurer’s report with the amendment to the typo in the revenue, and Mr. Handy seconded the motion. The vote was as follows:
Aye: Nay: (none) Abstain: (none)

Edgar Jones
Mike Montgomery
Brad Watson
Quincy Handy
Joyce Yeatts

New Business

HIT Park Consulting and Marketing Update

Mr. Weiss presented the following report for information purposes:

Re: HIT Park Activity Report for PECIDA Board Meeting 25 July 2025
The following is a high-level summary of economic development, marketing, and related consulting activities for Heartland Innovative Technology Park (HIT Park) since the last Activity Report, conducted under the Contract for Consulting Services between DEALTEK and the IDA dated 1 May 2023, as modified by the Modification to Contract for Consulting Services between the parties dated 25 April 2025 and effective 1 May 2025:

- Engaged in communications with AVAIO regarding its progress with Dominion Energy and AVAIO’s request to modify the contracts to address Dominion Energy’s new grid application review process.
 - As mentioned in DELATEK’s last Activity Report, Dominion has implemented a new application review process. This process includes an application batch approach, the effect of which may add a six-year delay in Dominion Energy’s reviewing AVAIO’s application and delay the HIT Park’s energization accordingly.

- b. Dominion Energy's new process in turn likely will delay when AVAIO will want to close on the Purchase and Sale Agreement and to break ground by up to an additional six years, into early 2033, or it will lead in the near term to AVAIO terminating the PSA if the parties cannot arrive at mutually acceptable modifications to address this new timeline and its associated ramifications.
 - c. I have met with the IDA's project team, and communicated with Doug Stanley 1:1 several times, to strategize and to develop possible solutions. Also, AVAIO and I often have communicated about alternatives. We have exchanged proposals and counterproposals. Some elements have gained traction with the parties. Some have not. This is a fluid situation. Nonetheless, the parties are trying to negotiate a mutually acceptable solution.
 - d. I will update the Board on the negotiation's latest status at the upcoming Board Meeting.
2. On Friday 18 July, Doug and I met with James Beazley, Dominion Energy's State Director, Government Affairs & Economic Development, to discuss the situation. He committed to help arrange a subsequent meeting with additional Dominion Energy personnel who are close to the situation. This meeting hopefully will occur in two or three weeks.
3. Participated in bi-weekly project meetings among AVAIO, County staff, and Timmons Group.
4. Reviewed emails and status spreadsheets regarding PEC's infrastructure funding grant applications. Reviewed SEID grant program information.
5. Related Activities:
 - a. Addressed various HIT Park-related requests.
 - b. Reviewed information on other data center sites and locations, trends, developments, publicized projects (pending or completed), and their contexts.

Mr. Weiss discussed issues with Dominion Energy following changes to their processing of large load requests. He explained that the process is now handled on a first-come, first-served basis. Mr. Weiss stated that Dominion indicated that the company will not be able to process the backlog of requests for several years. He further stated that, as a result, AVAIO asked how the IDA wishes to proceed with the contract. Mr. Weiss noted that Dealek, Mr. Stanley, and a Dominion representative met to discuss options for progression on this project.

HIT Park Investment Update

Ms. White presented the following summary for information purposes:

- The HIT Park investment report is attached. It reflects activity since the report given at the June meeting. A total of \$6,441.49 was expended on utility and marketing expenses. The break-even investment amount for this site is \$379,454.71.
- Two final grant reimbursement requests were also submitted, wrapping up these projects. These payments have not been received yet:
 - TRRC HIT Park Grant 2022 - *\$88,100 reimbursement #4 request submitted.
 - VEDP HIT Park Grant TY22 - *\$93,000 reimbursement #3 request submitted.
- With the assistance of the CRC, staff submitted a Southeast Crescent Regional Commission (SEID) final grant application on July 17th. The request was for a \$500,000 grant for transportation infrastructure, including right-of-way acquisition and utility relocation costs. A \$100,000 match is required.
- The Brightspeed account for the HIT Park house landline has since been cancelled.

Paris Ceramics New Equipment Loan

Ms. White stated that Paris Ceramics has submitted a request for a new equipment loan to purchase a Donatoni J3 machine (waterjet saw) for \$296,584 with a 5-year term. She furthered that this equipment would enable the company to hire two additional employees. Mr. Stanley noted that the borrower has a strong repayment history; one previous loan has been fully repaid, and the remaining loan, with a balance of approximately \$56,000, is scheduled to be paid off within the next year.

The Board discussed that although the last loan was issued at a 4% interest rate, the same rate may be too low considering the current market, but agreed that Paris Ceramics has proven to be a reliable borrower and is committed to the local area. Members concurred that while the company is a good loan candidate, the loan terms should be adjusted. Ms. Yeatts recommended that Ms. White call the bank to inquire as to what the current equipment loan rates are, to which Ms. White agreed. Ms. Yeatts also advised that the IDA file financing statements on the equipment and connect them to the real estate so that a lien can be placed on the equipment attached to the property if the company is sold. Following the discussion, Ms. Yeatts made a motion to offer Paris Ceramics a loan for \$296,548.70 with a five-year term at a 6% interest rate, and to authorize Mr. Stanley and Ms. White the flexibility to negotiate the rate with a 5.5% minimum interest rate based on researching the current equipment loan rates with Benchmark, and to file a financing statement on the equipment and connect it to the real estate. Mr. Montgomery seconded the motion.

Aye:	Nay: (none)	Abstain: (none)
Edgar Jones		
Mike Montgomery		
Brad Watson		
Quincy Handy		
Joyce Yeatts		

HIT Park House Geothermal AC System Repair

Ms. White stated that the geothermal AC system at the HIT Park house needs to be repaired. She explained that the repair is necessary for the AC to keep cooling the house and to stop the pump module from leaking. Ms. White furthered that the estimate that Mr. Cook received from Putney Mechanical, the company that originally installed it, is \$4,100. Mr. Montgomery moved that the Industrial Development Authority of Prince Edward County approve the \$4,100 estimate from the Putney Mechanical Company, Inc. to repair the geothermal AC system at the HIT Park house, and authorize the Chairman and staff to sign all necessary documents required, and Mr. Jones seconded the motion.

Aye:	Nay: (none)	Abstain: (none)
Edgar Jones		
Mike Montgomery		
Brad Watson		
Quincy Handy		
Joyce Yeatts		

Other Business

Enterprise Zone Update

Ms. White reported that she submitted the Enterprise Zone Report, which keeps the County in good standing with DHCD.

Comparative Market Analysis Update

She also stated that she has been working with Ms. Ess from Ross Appraisals to obtain an updated timeline for the comparative market analysis of the lots served by the new Prince Edward Business Park industrial access road. Ms. White stated that Ms. Ess informed her that no update would be available until August due to other ongoing projects.

Closed Session

Mr. Watson called for a motion to enter a closed session. Mr. Montgomery made a motion, seconded by Mr. Handy, to convene in closed session for discussion or consideration of the acquisition of real property for a public purpose, or of the disposition of publicly held real property, where discussion in an open meeting would adversely affect the bargaining position or negotiating strategy of the public body, and consultation with legal counsel and briefing by staff members or consultants pertaining to actual or probable litigation pursuant to the exemptions provided for in Section 2.2-3711(A)(3) of the Code of Virginia. The motion carried:

Aye:	Nay: (none)	Abstain: (none)
Edgar Jones		
Mike Montgomery		
Brad Watson		
Quincy Handy		
Joyce Yeatts		

The IDA entered Closed Session at 8:44 a.m.

The Board returned to the regular session by a motion from Ms. Yeatts, seconded by Mr. Handy, and adopted as follows:

Aye:	Nay: (none)	Abstain: (none)
Edgar Jones		
Mike Montgomery		
Brad Watson		
Quincy Handy		
Joyce Yeatts		

The following certification of the closed meeting was adopted in accordance with the Virginia Freedom of Information Act:

WHEREAS, the Board of the Prince Edward County Industrial Development Authority convened a closed meeting on this date pursuant to an affirmative recorded vote and in accordance with the provisions of the Virginia Freedom of Information Act; and

WHEREAS, Section 2.2-3711(A)(3) of the Code of Virginia requires certification by the Board that such closed meeting was conducted in conformity with Virginia law;

NOW, THEREFORE BE IT RESOLVED that the Board of the Prince Edward County Industrial Development Authority hereby certifies that to the best of each member's knowledge, (i) only public business matters lawfully exempted from open meeting requirements by Virginia law were discussed in the closed meeting to which this certification resolution applies, and (ii) only such business matters as were identified in the motion convening the closed meeting were heard, discussed, or considered by the Board of the IDA. The motion was made to certify the closed session by Mr. Montgomery, and Ms. Yeatts seconded. The motion was approved by the following vote:

Aye:	Nay: (none)	Abstain: (none)
Edgar Jones		
Mike Montgomery		
Brad Watson		
Quincy Handy		
Joyce Yeatts		

Mr. Watson asked if there were any departures from clauses one and two was asked to speak. There was no departure.

Aye:	Nay: (none)	Abstain: (none)
Edgar Jones		
Mike Montgomery		
Brad Watson		
Quincy Handy		
Joyce Yeatts		

Closed Session ended at 9:35 a.m.

Adjournment

With no other business to discuss, Mr. Handy made a motion to adjourn the meeting, and Mr. Montgomery seconded. The motion was approved by the following vote:

Aye:	Nay: (none)	Abstain: (none)
Brad Watson		
Joyce Yeatts		
Edgar Jones		
Quincy Handy		
Tim Tharpe		

The meeting was adjourned at 9:36 am.