

AMHERST INDUSTRIAL DEVELOPMENT AUTHORITY

Monday October 5, 2020

AGENDA

5:15 PM

1. Call to Order & Determination of Quorum - Town Hall at 174 S. Main Street
2. Approval of Minutes, *September 8, 2020 Meeting*
3. Final Review of Marketing Materials for Brockman Park – *In February the IDA designated funds for the development of new marketing materials for Brockman Park. George Sandridge presented the materials that he had developed at the September 8th IDA meeting. Based on feedback that he received Mr. Sandridge revised the materials and the final versions are attached.*
4. Approval of Amherst LYH Site Readiness Grant by the GO Virginia Board – *On September 22nd the GO Virginia Board approved a grant, in the amount of \$366,572, for the improvement of commercial/industrial sites in the County and Town of Amherst. The work to be funded by the grant includes the development of a master grading plan for 14 lots, totaling 244 acres, in Brockman Park. Attached are the announcement of the grant award and an overview of the grant.*
5. Discussion and approval of CARES Act COVID-19 Small Business Grants – *As of the time of agenda preparation the Town had received six applications for grants. Some of the applications were incomplete, however, additional information may be received in time for the IDA's consideration. Application materials are attached for your review and will be discussed in detail during the meeting.*
6. Other Business
7. Adjournment

**Town of Amherst
Industrial Development Authority**

A regular meeting of the Town of Amherst Industrial Development Authority was called to order by Chairman Jacob Bailey on September 8, 2020, at 5:15 PM in the Council Chambers of the Town Hall at 174 S. Main Street. It was noted that a quorum was present as follows:

P	Richard Wydner	P	Sharon W. Turner
P	Jacob Bailey	P	Kim Stein
A	Gary Jennings	P	Clifford Hart
P	C. Manly Rucker, III		

Interim Town Manager Kimball Payne, Town Manager Sara E. Carter, in her capacity as Secretary to the Authority, Clerk of Council Vicki Hunt, and Office Manager/Treasurer Tracie Morgan were present.

Mr. Rucker made a motion which was seconded by Mr. Wydner to approve the minutes of the May 4, 2020, meeting. There being no discussion, the motion carried 6-0 with Mrs. Turner and Messrs. Bailey, Wydner, Rucker, Stein and Hart voting "Aye". Mr. Jennings was absent.

Presentation on Brockman Business and Industrial Park

George Sandridge, Intern from Liberty University, was present to give a presentation and answer questions on new marketing materials for Brockman Park that he developed and plans for their use. After discussion, the Authority members determined that the materials needed minor changes. After conferring and receiving further directions from Mr. Payne and Town Manager Carter, Mr. Sandridge will update the materials to present to the Authority.

COVID-19 Small Business Grant Program for the Town of Amherst

Interim Town Manager Payne gave a report on a proposed structure for the application for, approval of, and distribution of grants from a COVID-19 Small Business Grant Program for the Town of Amherst designating \$120,000.00 of the CARES Act funds the Town is receiving to small businesses impacted by COVID-19. After discussion, the Authority determined that the forms presented by staff were sufficient and that it would be available to meet when applications are received.

There being no further business, the meeting adjourned at 5:52 PM.

Jacob Bailey, Chairman

ATTEST: _____
Secretary

Who we are

The Town of Amherst is located in east-central Amherst County at the base of the Blue Ridge Mountains. The Town, the county seat of Amherst County, is located at the junction of U.S. Route 29 and U.S. Route 60. The Town lies 15 miles north of Lynchburg, the nearest city; 50 miles south of Charlottesville; 100 miles west of Richmond, Virginia's state capital; 165 miles southwest of Washington, D.C.; and 200 miles west of Norfolk and the ports of Hampton Roads.

Contact Us

If you have any questions or would like to discuss potential business opportunities in Brockman Park, please do not hesitate to contact us!

174 S. Main Street
Amherst, VA 24521

Phone: 434-946-7885

Email: townhall@amherstva.gov

Web: www.amherstva.gov



L. Barnes Brockman, Sr. Business & Industrial Park



TOWN OF AMHERST, VIRGINIA

*RESPECTING THE PAST ~ ATTENDING THE PRESENT ~
CONCENTRATING ON THE FUTURE*

Overview of the Park

The L. Barnes Brockman, Sr. Business and Industrial Park on U.S. Route 60 East consists of over 140 usable acres divided into 16 commercial and industrial sites. Streets, water lines, sewer lines, electricity, and fiber optic telecommunication cables have been installed to serve the sites. Thirteen sites ranging in size from 2 to 50 acres remain available for occupancy.

The range of potential commercial and light industrial uses allowed in the park is extremely broad as defined by the Town of Amherst zoning ordinance. The Park is located in a Technology Zone, which offers a reimbursement of up to 4% of the initial new taxable investment generated by a qualified business. Eligible reimbursements are real estate, machinery and equipment, business personal property, or gross receipts taxes for a period of up to 10 years.

The Park currently is home to three businesses: Fairmont Crossing, a 120-bed extended care facility owned by Centra Health; Black Box Network Services, a manufacturer and installer of telephone switching equipment; and Horizon Behavioral Health, a mental services agency.

Our Community

In addition to boasting a spacious business park, the Town of Amherst also boasts the quiet charm of a small rural town. Come enjoy our wide selection of restaurants, ranging from fast food to family owned. There is something for everyone!

Located at the base of the Blue Ridge Mountains in Amherst County, leisure and adventure activities in the form of hiking, biking, and camping are at your fingertips. An entrance to the 469-mile Blue Ridge Parkway is located only 22 miles northwest of Town, while an entrance to the Appalachian Trail is located only 30 miles west of Town. Enjoy the scenic views of the nearby Blue Ridge Mountains, especially in autumn!

Amherst also offers plenty of recreational activities inside and outside town limits! Relax alongside the 190-acre Mill Creek Lake, kayak in the James River at Monacan Park, or enjoy a picnic at Coolwell Park & Community Center. The Town offers biking and hiking trails throughout the area, so adventure always awaits! There is always a way to enjoy the outdoors here in Amherst!

Park Statistics

LOCATION

Town of Amherst on U.S. Route 29 & 60. One mile north of Lynchburg's Route 29 bypass. I-64, I-81, and the University of Virginia are less than 1-hour from the park. Approximately 2.5 hours south of Washington D.C.

DOCUMENTATION

- Digital aerial photographs
- Digital, two-foot topography
- Boundary survey
- Title report
- Environmental site assessment
- Deed restrictions

HIGHWAYS

- U.S. Route 60 (frontage)
- U.S. Route 29 (adjacent)
- Interstate 81 (30 miles west)
- Interstate 64 (45 miles north & 30 miles west)

Park Statistics (cont'd)

SIZE

225 acres preliminarily subdivided into 16 sites of 2.2 to 50 acres.

ZONING

Business Park District (allows combination of commercial and industrial uses)

UTILITIES

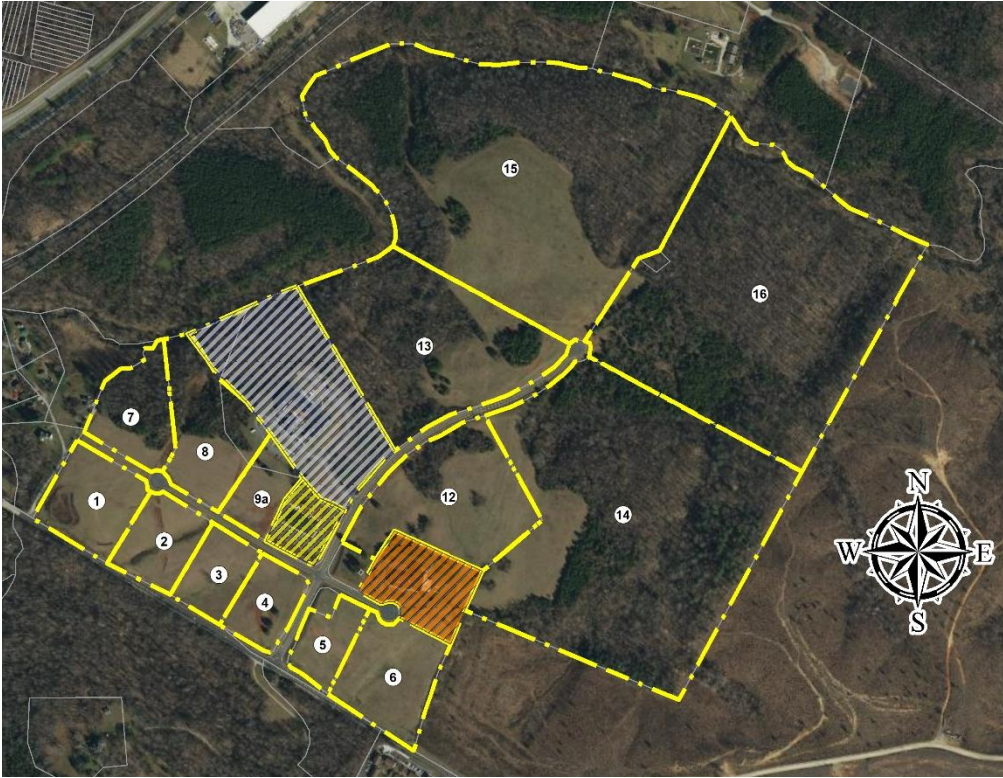
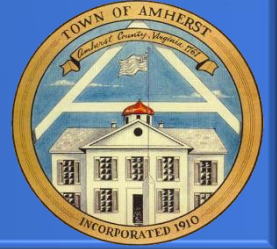
- 12" water line (Town of Amherst)
- 18" sewer line (Town of Amherst)
- 12-kV, 3-phase electric power (APCO)
- 12 Verizon dark fiber cables installed and connected
- Served by two 120-kV primary distribution substations

AIR SERVICE

- Lynchburg Regional Airport (21 miles south)
- Charlottesville-Albemarle Airport (56 miles north)



L. Barnes Brockman, Sr. Business & Industrial Park



Offering sites for both large and small enterprises, this spacious park is served by fiber optic lines, public streets, public utilities, and is located near a major North-South highway (U.S. Route 29).

LOCATION

Town of Amherst, VA on U.S. Route 29 & 60. One mile north of Lynchburg's Route 29 bypass. 2 ½ hours south of the Washington D.C. metro area.

DOCUMENTATION

- Digital aerial photographs
- Digital, two-foot topography
- Boundary survey
- Title report
- Environmental site assessment
- Deed restrictions

HIGHWAYS

- U.S. Route 60 (frontage)
- U.S. Route 29 (adjacent)
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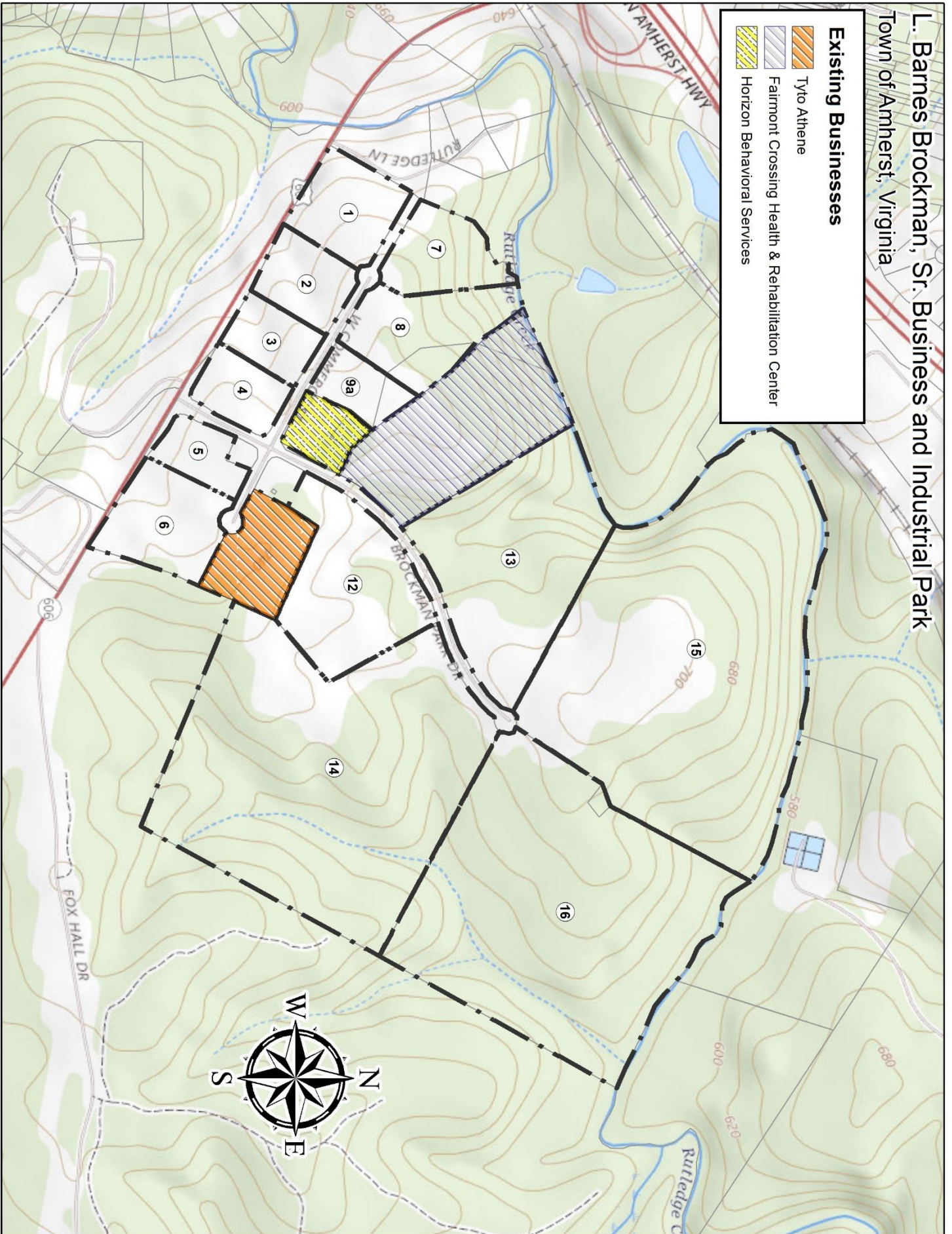
AIR SERVICE

- Lynchburg Regional Airport (21 miles south)

L. Barnes Brockman, Sr. Business and Industrial Park
 Town of Amherst, Virginia

Existing Businesses

-  Tyto Athene
-  Fairmont Crossing Health & Rehabilitation Center
-  Horizon Behavioral Services





L. Barnes Brockman, Sr. Business & Industrial Park

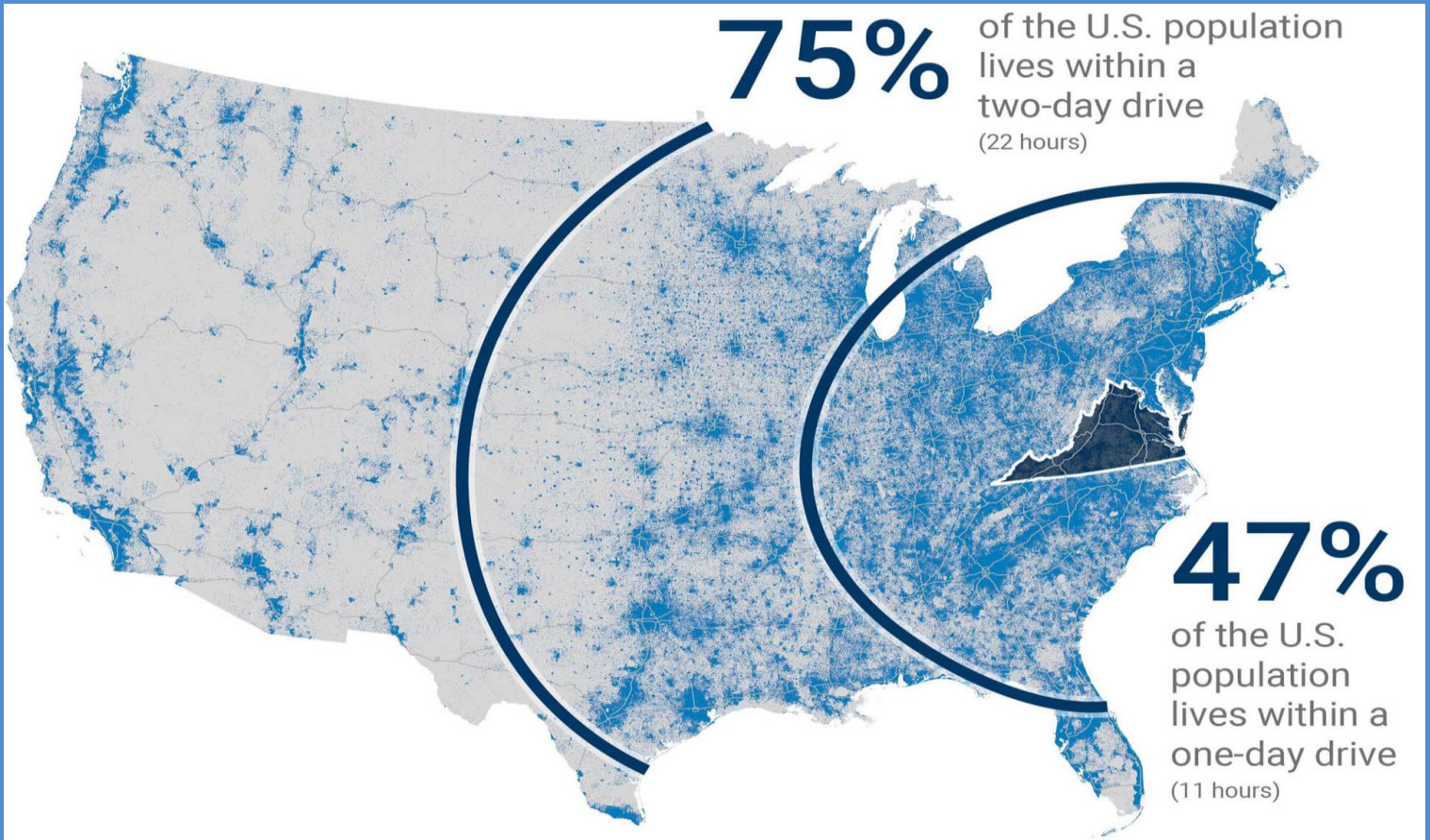
Amherst, Virginia



Situated alongside U.S. Routes 29 and 60, the Brockman Business & Industrial Park is in the heart of the economically viable Central VA region. The Park's existing infrastructure, ease of access to key markets both inside and outside the Commonwealth, and proximity to a top-notch workforce makes Amherst the ideal spot for any business.



2 ½ hours or less to six interstate highways and 3 ½ hours or less to 16 commercial airports throughout the Commonwealth



The Park

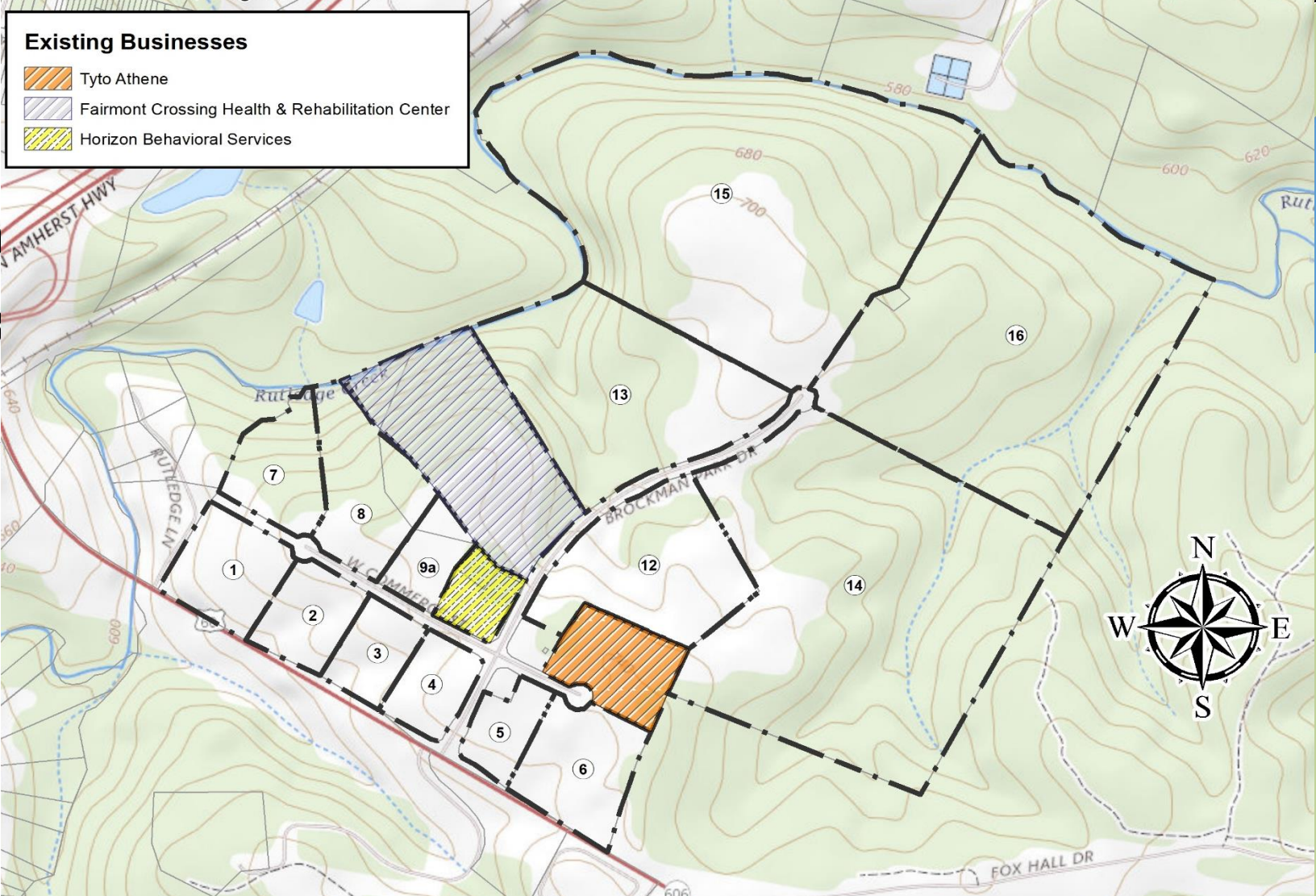
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Why Amherst?

Companies looking to expand or relocate into the Town of Amherst will find a welcoming environment that only a small town can offer! Take advantage of our low tax and utility rates, growing population, and easy access to large markets across Virginia and the United States.

L. Barnes Brockman, Sr. Business and Industrial Park
Town of Amherst, Virginia





Affordable. Abundant. Amazing.

Brockman Park has put in the work to make the property as move-in ready as possible. It's already home to an extensive utility infrastructure that means your business can be up and running quickly. Its on-site transportation connections -- including highway access, and a nearby rail line -- promise quick and easy access to market.

Electricity:

Appalachian Power Company (APCO)

Natural gas:

Columbia Gas of Virginia

Water:

Town of Amherst

Excess available capacity of up to 1 million gpd

Wastewater:

Town of Amherst

Excess available capacity of up to 600,000 gpd

Broadband:

Verizon, Comcast

Roads:

U.S. Routes 29 and 60

Interstates 81 and 64 within 30 miles

Railroad:

Norfolk Southern Railways

Site Readiness include:

Electric, water and wastewater ready for immediate connection

Preexisting streets and streetlights



Amherst...a small town with big dreams
and big potential!



Contact Us:

Town of Amherst
(434)-946-7885
www.amherstva.gov

Sara Carter, Town Manager
(434)-946-7885
sara.carter@amherstva.gov

Dwayne Tuggle, Mayor
(434)-946-7885
dwayne.tuggle@amherstva.gov





GO Virginia Region 2

FOR IMMEDIATE RELEASE
Date: September 22, 2020

Contact: John Provo
Telephone: (540) 231 4004
E-mail: jprovo@vt.edu

RICHMOND—The GO Virginia Board announced its approval of three new Region 2 projects aimed at growing the regional economy. The GO Virginia Board approved a total of \$906,872 in state funds, leveraging \$429,600 in non-state sources to assist with the economic diversification in the region. Region 2 consists of the cities of Covington, Lynchburg, Radford, Roanoke, and Salem; and the counties of Allegheny, Amherst, Appomattox, Bedford, Botetourt, Campbell, Craig, Floyd, Franklin, Giles, Montgomery, Pulaski, and Roanoke.

Board Approved Projects:

Experiential Learning in Tech Employment (ELITE) Internship Program (Roanoke-Blacksburg Technology Council)

The Roanoke-Blacksburg Technology Council will work with NextUp Solutions to strengthen the pipeline of talent to meet the Emerging Technologies and IT industry cluster's needs. The program will assist college students in the IT and software development fields by providing funding for 57 semester-long or summer paid internships in Professional Internship Organizations (PIOs). Students will gain experience in their respective fields under the expertise of mentors, as well as learn professional development skills.

Amherst LYH Region Site Readiness (Lynchburg Regional Alliance)

The Lynchburg Regional Business Alliance will collaborate with municipalities in Region 2 including Amherst County and the town of Amherst to support the advancement of 15 publicly-owned sites to Tiers 3, 4, and 5. With the goal of attracting industry to the Lynchburg region, this project will continue moving industrial property through the site readiness phase to prepare the sites for companies considering locating to the Lynchburg region.

New River Valley Business Continuity Team (New River Health District)

The project will develop a Business Continuity Team that will provide access to the technical resources needed for business owners to operate in the COVID-19 environment, instilling confidence in consumers and employees. The Business Continuity Team will work with the New River Health District-Virginia Department of Health to provide 24/7 technical assistance from a multidisciplinary team, public and employee messaging and education, facility cleaning, certification of best practices, and coordination of on-site testing, if deemed appropriate.

GO Virginia is a statewide initiative designed to encourage Virginia's economic growth through the creation of high-wage jobs. Virginia Tech's Office of Economic Development serves as Region 2's support organization. For more information, please contact John Provo, jprovo@vt.edu.

Per Capita Application

Amherst LYH Site Readiness

Region: 2

Participating Localities: Counties of Amherst, Appomattox, Bedford, and Campbell; the City of Lynchburg; and the Town of Amherst.

Investment Strategy: Sites/Infrastructure

Type of Project: Implementation

Applicant(s): Lynchburg Regional Business Alliance (LRBA)

Project Goal(s): To advance a portfolio of 6 existing commercial/industrial sites along the site readiness scale to at least Tier 3 on the Virginia Business Readiness Scale (VBRSP).

Project Description: This is a follow up request from the \$81,300 Go Virginia due diligence study that conducted site readiness for 12 publicly owned industrial sites. Of the 12 sites ranked, LRBA and its membership localities chose to advance 6 of these sites. This current phase of the project will allow LBRA to continue through the site improvement phase with the 6 prioritized sites, of which GO Virginia is being asked to fund 2 of these sites; one in Amherst County and one in the Town of Amherst. The consultant team will complete due diligence and grading to advance 151 acres to Tier 4 and 76 acres to Tier 5. Go Virginia funds will pay for the consultant to complete the due diligence studies and surveys.

Type of Funds	Totals
GO Virginia Request	\$ 366,572
Matching Funds	\$ 176,900
Local Match	\$ 176,900
Total Project Budget	\$ 543,472

Outcomes:

- 151 acres moved along VBRSP's Tier 4 scale
- 76 acres moved along VBRSP's Tier 5 scale

Amherst LYH Site Readiness

Workgroup Discussion:

There was consensus all the localities within the Lynchburg region have been closely engaged in the process of identifying and prioritizing the most impactful sites. Workgroup feedback included:

- The Regional Economic Development (RED) Team consisting of local economic developers has been working in close collaboration for the last 3 years to identify, characterize, and advanced regionally significant sites
- Increasing regionally significant pad-ready sites is a priority identified in Region 2's Growth & Diversification Plan
- Both sites are publicly owned
- ROI is expected to positive within 5 years

Staff Recommendations:

DHCD staff recommends this application for approval.

Requirements	
\$2:1 Match Requirement	YES
Traded Sector	YES
High-wage Job Creation Potential	YES
3 Year ROI	NO
5 Year ROI	YES
Alignment with G&D Plan	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES



Town of Amherst Industrial Development Authority

CARES Act COVID-19 Small Business Grant Application

Business Name:	Actual Surveyors, PLLC	Date:	9/28/20
DBA if applicable:			
Contact Person:	Micah T. Crowder	Phone:	4344731193
Federal Tax ID# (EIN) or SSN:	27-0613723		
Business Start Date in Amherst:	12-20-2018		
Number of Full Time Equivalent Positions as of Feb. 1, 2020:	2		
Current Number Full Time Equivalent Positions at date of grant application:	1		
Is the business woman and/or minority-owned? (Please specify):	Yes 50% partnership with spouse		
Physical Address:	114 Lexington Turnpike - Ste. 101		
Owner's Address:	929 Poor House Farm Road		
Lease or Own:	own	Home or Brick & Mortar:	mobile
Mailing address:	P.O. Box 424 - Amherst, VA 24521		
Website:	www.actualsurveyors.com	Business Email:	tcrowder@actualsurveyors.com
Applicant Email:	tcrowder@actualsurveyors.com		

Brief description of your business.

Land Surveying Company.

Please describe in detail how your business has been affected by the impact of COVID-19 and Executive Orders.

Our business has been affected by access to government facilities that closed due to covid causing delays in projects completion times. Also some billings have been affected due to one or more clients being un-employed or under employed. Some potential projects have been canceled or delayed due to reversals in financial conditions directly or indirectly related to Covid.

How Will The Grant Funds Be Used (Be specific):

To cover operating losses and losses in income as stated in the P&L to date related to hard expenses of keeping an office in the Town of Amherst. We are requesting a grant in the diference between 2019 and 2020 lost revenues of \$9100.00.



Town of Amherst Industrial Development Authority

CARES Act COVID-19 Small Business Grant Application

Business Name: Date:

DBA if applicable:

Contact Person: Phone:

Federal Tax ID# (EIN) or SSN:

Business Start Date in Amherst:

Number of Full Time Equivalent Positions as of Feb. 1, 2020:

Current Number Full Time Equivalent Positions at date of grant application:

Is the business woman and/or minority-owned? (Please specify):

Physical Address:

Owner's Address:

Lease or Own: Home or Brick & Mortar:

Mailing address:

Website: Business Email:

Applicant Email:

Brief description of your business.

Fitness center with full line up of cardiovascular exercise machines, plate loaded weight machines, and free weight area along with personal training services and small group exercise classes. We have been in business since 2009, initially started by an investor from the Charlottesville area and locally owned since 2012

Please describe in detail how your business has been affected by the impact of COVID-19 and Executive Orders.

Our gym business was ordered to be closed on 3/23/2020 by the Governors executive order #53 and remained closed totally until 5/15/20 when gyms were allowed to reopen for outdoor activities. Our gym did not have facilities for outdoor activities except for one-on-one personal training, which was restarted in a very limited way for customers who had prepaid for PT services prior to the 3/23 closure. For perspective, our gross income for May 2019 was over \$25,000 and for May 2020 was just over \$2,200, an almost 92% decrease in revenue, with still ongoing expenses. By subsequent Governors Executive order, we were allowed to open indoors in a limited fashion on June 5, 2020 with social distancing of at least 10 feet. Since reopening, we have had lost 62 memberships since March 2020. Our costs associated with disinfecting have markedly increased since reopening, as we now buy wipes instead of members using foam and paper towels to wipe machines and other surfaces. +

How Will The Grant Funds Be Used (Be specific):

1. Reimburse for three months of rent \$3000 = \$9,000
 2. Reimburse for three months Appalachian Power bills= \$2,296.52
 3. Reimburse for three months town utility bills= \$238.89
 4. Reimburse for three months of Comcast utility bills= \$1,197.91
 5. Reimburse for three months of huge increase in costs of disinfecting to restart business- \$734.35
- Total of \$13,467.67 in grant eligible expenses



Town of Amherst Industrial Development Authority

CARES Act COVID-19 Small Business Grant Application

Business Name: Amherst Dry Cleaners, Inc.	Date: 09/25/2020
DBA if applicable:	
Contact Person: Julie Mays	Phone: (434) 946-5303
Federal Tax ID# (EIN) or SSN: 54-1307014	
Business Start Date in Amherst: September 1, 1997	
Number of Full Time Equivalent Positions as of Feb. 1, 2020: 7	
Current Number Full Time Equivalent Positions at date of grant application: 7	
Is the business woman and/or minority-owned? (Please specify): NO	
Physical Address: 455 South Main Street, Amherst, VA 24521	
Owner's Address: 1158 Lowesville Rd., Amherst VA 24521	
Lease or Own: Lease	Home or Brick & Mortar:
Mailing address: 455 South Main Street, Amherst VA 24521	
Website: amherstdrycleaners.com	Business Email: amherstdrycleaners@yahoo.com
Applicant Email: amherstdrycleaners@yahoo.com	

Brief description of your business.

We provide dry cleaning and laundry services. We clean, press, and preserve wedding gowns on site. Also, we contract for Service Master and ServPro to clean anything textile related for people that have fire or water damage.

Please describe in detail how your business has been affected by the impact of COVID-19 and Executive Orders.

Due to the Governor's stay at home manadate -beginning in March 2020 our business dropped off significantly. We are still struggling to get back on pace where we were before the pandemic.

How Will The Grant Funds Be Used (Be specific):

We would like to use any grant money we can receive to advertise that our business is open regular hours and that we also offer contact free "pick up and delivery services".



Town of Amherst Industrial Development Authority

CARES Act COVID-19 Small Business Grant Application

Business Name: Razor Line Barbershop Date: 7/25/2020
 DBA if applicable: _____
 Contact Person: Antonio L Thomas Phone: 434 238 0797
 Federal Tax ID# (EIN) or SSN: 224-29-6773
 Business Start Date in Amherst: 2000
 Number of Full Time Equivalent Positions as of Feb. 1, 2020: 1
 Current Number Full Time Equivalent Positions at date of grant application: 1
 Is the business woman and/or minority-owned? (Please specify): Black Male
 Physical Address: 202 Ambler Plz Amherst V.A, 24521
 Owner's Address: 801 Cedar Gate Rd Monroe V.A 24574
 Lease or Own: Lease Home or Brick & Mortar: _____
 Mailing address: _____
 Website: _____ Business Email: WinkyT 1979@gmail.com
 Applicant Email: WinkyT 1979@gmail.com

Brief description of your business.

Local town Barber serving amherst for over twenty year of service

Please describe in detail how your business has been affected by the impact of COVID-19 and Executive Orders.

Due to executive order had to shut down completely for three months, with on income or assistance

How Will The Grant Funds Be Used (Be specific):

Repayment of rent mortgage, light bill and to better assist my customer and to keep a safer work area. To provide for my family



Town of Amherst Industrial Development Authority

CARES Act COVID-19 Small Business Grant Application

Business Name: Dirt works loader service, LLC Date: 09-29-2020
 DBA if applicable: _____
 Contact Person: THOMAS A. BAIN Phone: 434-841-3928
 Federal Tax ID# (EIN) or SSN: 83-0700477
 Business Start Date in Amherst: 05-29-2018
 Number of Full Time Equivalent Positions as of Feb. 1, 2020: 1
 Current Number Full Time Equivalent Positions at date of grant application: 1
 Is the business woman and/or minority-owned? (Please specify): NO
 Physical Address: 245 SUNSET DR. AMHERST, VA. 24521
 Owner's Address: 245 SUNSET DR. AMHERST, VA. 24521
 Lease or Own: OWN Home or Brick & Mortar: HOME
 Mailing address: 245 SUNSET DR. AMHERST, VA. 24521
 Website: _____ Business Email: baintab @ AOL.COM
 Applicant Email: baintab @ AOL.COM

Brief description of your business.

EXCAVATING, LAND CLEARING, DRIVEWAYS, PIPE & DRAINAGE WORK & CONCRETE.

Please describe in detail how your business has been affected by the impact of COVID-19 and Executive Orders.

SEVERAL OF THE CUSTOMERS I WAS SUPPOSED TO MEET WITH DECIDED TO PUT WORK OFF DUE TO PANDEMIC. ALSO A LOT OF SPECIALTY DRAINAGE ITEMS HAVE BEEN ON BACKORDER CAUSING DELAYS. THE FIRST 3 MONTHS I ESTIMATE A LOSS OF 4K/MO. IN REVENUE

How Will The Grant Funds Be Used (Be specific):

TO CATCH UP MAINTENANCE ON EQUIP. THAT HASN'T BEEN DONE DUE TO BEING SLOW & W/OUT FUNDS. OFFICE RENT & PAYMENTS ON EQUIP HAVE ONLY BEEN MINIMUM AMOUNTS. SOME OF THIS MONEY COULD HELP CATCH THOSE UP ALSO.



Town of Amherst Industrial Development Authority

CARES Act COVID-19 Small Business Grant Application

Business Name: Robin Rowland Date: 9-24-20
 DBA if applicable: Designs by Robin
 Contact Person: Robin Rowland Phone: 841-6015
 Federal Tax ID# (EIN) or SSN: 228 02 5347
 Business Start Date in Amherst: 2-4-96
 Number of Full Time Equivalent Positions as of Feb. 1, 2020: 1
 Current Number Full Time Equivalent Positions at date of grant application: 1
 Is the business woman and/or minority-owned? (Please specify): WOMAN
 Physical Address: 198 S. MAIN ST Ste 100 Amherst, Va
 Owner's Address: 1817 Richmond Hwy. Amherst, Va
 Lease or Own: Rent Home or Brick & Mortar: B & M
 Mailing address: 1817 Richmond Hwy Amherst Va 24521
 Website: NONE Business Email: none
 Applicant Email: NONE

Brief description of your business.

HAIR Stylist

Please describe in detail how your business has been affected by the impact of COVID-19 and Executive Orders.

NO CUSTOMERS FROM MARCH UNTIL MAY

How Will The Grant Funds Be Used (Be specific):

TO PAY FOR RENT, UTILITIES AND PHONE. CLEANING SERVICE