

Commonwealth Regional Council

Rebate & Regional Economic Development

Tracy Gee

From: mfooster virginiasheartland.org <mfooster@virginiasheartland.org>
Sent: Wednesday, January 12, 2022 10:23 AM
To: Dan Witt; Doug Stanley; Jennifer M. Crews; Karl Carter; Taylor Harvie; Ted Costin; Tracy Gee
Subject: CRC Dues Refund
Attachments: CRC Dues Refund Memo January 2022.docx

Good Morning,

Please find attached a memorandum reporting that the CRC will once again be providing a membership refund to member localities which totals \$4,953.46. As you are aware our Membership Policy was amended last year to include CRC Audited Cash Fund Balance in excess of \$600,000 overage amount will be equally divided and to returned to member localities. As our audited June 30, 2021 balance was \$634,674.22, the cash fund balance exceeding \$600,000 was \$34,674.22.

I will be reaching out to each of you to be placed on your Board of Supervisors Agenda's In either February or March to present the membership refund.

Melody Foster
Executive Director
Commonwealth Regional Council
P.O. Box P
One Mill Street, Suite 202
Farmville, Virginia 23901
(434) 392-6104 office
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Concept Paper**Considerations for Launching a
Regional Development Organization**

**Prepared for the Commonwealth Regional Council by
Bryan David and Liz Povar_GO Virginia Region 3**

1.11.22

BACKGROUND:

Regional Development Organizations (RDOs) are an integral part of the Virginia economic development system. In the Virginia economic development system, RDOs play a variety of roles. Most visibly for business attraction, they serve as the only conduit between the Virginia Economic Development Partnership and individual localities, enabling each of the Commonwealth's regions to assemble its assets comprehensively, creating a stronger market position. In addition to business attraction, some RDOs elsewhere in the state lead or significantly support business retention/expansion, site development and provide professional economic development staffing support for local governments. The areas of responsibility for each RDO in Virginia vary, depending on the region's local governments' economic development assets and needs.

Typically created by a consensus agreement of local governments who share qualitative and quantitative labor market characteristics, there are currently eighteen (18) "formal" RDO organizations. Fifteen (15) are staffed with full-time or near-full-time professional economic developers. The three (3) without staffing are the Northern Virginia Economic Development Alliance (currently recruiting), the Economic Coalition of the Northern Shenandoah Valley, and the Middle Peninsula Alliance. Of the eighteen (18) RDOs, two (2) are housed by in-region public universities (Shenandoah Valley Partnership/James Madison University and Fredericksburg Regional Alliance/Mary Washington University).

The vast majority of the RDOs in Virginia are managed through public/private partnership models, including financial support and board leadership from the public and private sectors. Each RDO determines its stand-alone operating budget and the level of annual investment made by each public sector partner. Some RDOs use a per capita rate based on the most recent census counts; others use a single membership fee rate. Investment structures for private sector membership also vary, depending on the business base and the organization's functions. In healthy RDOs, grants may be used to supplement operations but generally are not viewed as a practical or

sustainable financial model to meet annual operating expenses. Grants are typically used to fund one-time projects which advance the RDO's strategic plan and programming activities.

Most of the localities in the Commonwealth Regional Council (CRC) footprint were formerly members of Virginia's Growth Alliance (VGA). Through attrition, the VGA's membership count was reduced. As of December 2021, the VGA has six (6) members: the Counties of Brunswick, Charlotte, Greensville, Lunenburg, and Mecklenburg, and the City of Emporia. VGA has contracted for its staff management with David Denny, LLC, and it is revising its strategic and marketing plan.

The remaining five (5) localities in the CRC footprint (Counties of Amelia, Buckingham, Cumberland, Nottoway, and Prince Edward) are currently considered as "independent" localities in terms of regional economic development. As a result, this area of Southern Virginia does not actively participate or benefit from strategic conversations and decisions related to economic development, particularly those led by the Virginia Economic Development Partnership and GO Virginia Region 3.

OPPORTUNITY:

Taking steps to launch a refocused RDO for the CRC footprint has several immediate advantages:

- Access to potential funding from GO Virginia Region 3 to support the strategic planning and launch of the newly constituted RDO;
- Active participation in the convened RDO virtual meetings that are hosted by VEDP (thus providing visibility for the RDO among VEDP's team along with other State economic development partners; and,
- Development of a potential strategic partnership with Longwood University, perhaps leveraging its existing resources more effectively within the CRC footprint.

The *independent* counties in the CRC footprint share economic development assets which could be used by launching a CRC-centric RDO. These shared assets include a collaborative higher education system (Longwood University, Hampden-Sydney College, and Southside Virginia Community College); good transportation infrastructure (US 460 and US 360); proximity to the

greater Richmond and Charlottesville regions and markets; a strong culture of small business development; and, a shared labor pool.

The region also shares some barriers to growth: lack of a robust inventory of prepared and market competitive industrial sites, commercial and small business sites; limited water and sewer infrastructure; and intermittent local government commitment to local and regional economic development, particularly in terms of sustained professional staffing dedicated to the economic development function. By developing an RDO with an overall strategy that identifies key goals and objectives, the region can take advantage of its assets and more systematically address some of its barriers.

OPERATIONAL CONSIDERATIONS:

In considering how to launch a CRC-based RDO, the staff of GO Virginia Region 3 has conducted limited research into other RDOs in Virginia and makes the following recommendations for consideration:

- **Programmatic Functions of the RDO** should include the following and which should be prioritized by consensus discussion from the outset:
 - **Business Attraction**
 - Traditionally, a sizable portion of the operating budget is required to develop, implement, and coordinate a multi-jurisdictional marketing program.
 - A complete and comprehensive assessment of the competitive assets of the region, primarily including prepared real estate, workforce/laborshed profile, public utilities, transportation, telecommunications, performance incentives, and the like.
 - Business attraction is the most competitive of all economic development strategies.
- **Business Retention/Expansion**
 - Traditionally a local government economic development priority, but no formal and coordinated regional Business Retention Program currently exists.

- Business Retention/Expansion is the most efficient and effective strategy for economic development. Historically, seventy percent (70%+) of new job growth comes from existing businesses.
- **Business Formation and Small Business Development**
 - Business formation is generally a labor-intensive task that takes years to produce results.
 - The strength of the assets of this region in support of business formation is impressive and should be leveraged, particularly the SEED Innovation Hub in Farmville.
- **Site Development**
 - A *must* to be competitive in business attraction.
 - A strategy that requires significant and ongoing budget commitment from localities, with a limited guarantee of results in the short term.
 - Regional business-ready sites should be an over-arching goal of the RDO.
- **Technical Support** for local economic developers/local governments
 - RDO could offer staffing services that provide all or extend the capacity of local economic development functions.
 - Negotiate such services locality by locality basis and ensure transparency of these services to all RDO members.
 - Consider the impact on staffing and budget and the need for supplemental funding beyond the local government's annual contribution to the RDO.

HOST ORGANIZATION:

- Develop formal affiliation with Longwood University, which could serve as the strategic partner organization for the RDO.
- Utilize “lessons learned” from the Shenandoah Valley Partnership and the Fredericksburg Regional Alliance for developing a successful partnership

- Base the organization's staff and operations at the new Longwood SEED Innovation Hub in downtown Farmville.
- Develop strategic partner support from Longwood University for "in-kind" administrative functions or the Commonwealth Regional Council as may be appropriate.

GOVERNANCE STRUCTURE:

- Establish the RDO as some form of 501-c corporation.
- Investigate the pros and cons of the variations of 501-c-3, 501-c-4, and 501-c-6.
- Establish a professional staff position (competitive salary and benefits package) with a strategic partner organization through an MOU or contract arrangement.
- Establish a Board of Directors with membership potentially structured as follows:
 - initially comprised of 2 representatives from each member locality (1 Chief Administrative Officer or designee; 1 elected official) and the President of Longwood University (or his designee); and the Executive Director of the CRC
 - establish in the charter the clear intention to expand the board to incorporate private-sector representation at such time as private sector companies are identified and invited to become investor members. Private sector representation should aim to include both large and small businesses.
 - consider the importance of a board structure that incorporates ex-officio slots for 1) workforce development representatives; 2) K-12 education; 3) Chamber of Commerce; 4) emerging civic leaders; and 5) utilities (electric, broadband, rail, etc.)
- Establish a standing advisory committee composed of local government economic developers or representatives.

- All matters to be considered by the Board of Directors related to economic development and workforce development will be presented with a recommendation by the advisory committee.

– **BUDGET CONSIDERATIONS:**

- Seek commitments from participating localities for a minimum of three (3) years.
- Assess and set the structure of the membership investment (per capita, membership fee, other).
- Based on best professional judgment, assume a minimum initial operating budget of estimated to be at least \$200,000 - \$250,000 per year for three (3) years
- Operating budget line items include total staffing compensation and benefits, administrative support, office space, technology support, research tools, travel, and marketing/branding. [It is essential to note creation and implementation of a refocused RDO could appeal to any number of experienced economic development professionals, but the market for such individuals is competitive.]

VATI and Kinex Telecom, Inc.

Grant Contract and RFP Acceptance



717 East Third Street
Farmville, Virginia 23901

Phone: 434.392.4804
Facsimile: 434.392.8955
Email: info@kinextel.net
www.kinextel.net

November 13, 2021

To: Prince Edward County Administrator's Office
Attn: Douglas Stanley, County Administrator
111 N. South Street, 3rd Floor
P. O. Box 382
Farmville, VA 23901

Dear Douglas,

RE: RFP for Broadband Services #1102021

Please find attached Kinex Telecom's submission to your RFP, which includes 1 hard copy and also an electronic copy on thumb drive. This is an abbreviated version from our usual packet, but it is short, to the point, and covers all required questions.

Any questions or correspondence should be directed to me at 434.547.9216 or jgarrett@kinextel.net. I look forward to hearing from you.

Sincerely,

A handwritten signature in black ink, appearing to read "J. R. Garrett", is written over the typed name and title.

James R. Garrett
President
Kinex Telecom, Inc.

1. **Proposed unserved project areas to be served by the Offeror:** In the spring of 2021, Kinex Telecom downloaded what was identified by the FCC as unserved areas of all three counties noted in the RFP notice. Kinex won the FCC RDOF bid to serve those areas, for a total of \$9,975,489.60 and we bring that to the equation of serving unserved areas. VATI announced that in order to be awarded their grant money, entities have to provide Universal Coverage, which basically means you have to find the underserved as well (those that Centurylink or Verizon report as higher than 25/3, but quite often they are not because the outside plant has degraded so much over time). Kinex, through the CRC has submitted for an additional \$15 million in VATI grant money that we hope will be awarded in December 2021. The entire area that will be served is basically laid out in the map attached that is labeled as Annex 1. The entire project is 1311 miles of fiber (plus the last mile install fiber), passing 11397 homes, businesses, and other institutions as noted in the spreadsheet attached that is labeled Annex 2. Kinex already has fiber built to all of the schools in the project area.

2. **Describe the internet service offered, including download and upload speeds (should be a minimum of 100/100 Mbps); type of connection (i.e., fiber, cable, wireless); hardware requirements for customers; etc:** Kinex plans to run middle mile fiber past every home and business in the identified areas. As people contract for service, fiber will be buried to those structures from the middle mile fiber. Kinex will then loan to those clients, an XGS PON modem with Wi-Fi at no cost. This equipment, with the new fiber, is capable of 10 GB download and 10 GB upload speeds that will be available to any of these clients when it is needed. This service will be provided reliably and consistently, as with all fiber clients.

3. **Demonstrated knowledge and experience applying for Federal and State funding opportunities:** Kinex successfully applied for and won two TRRC grants over the years. One was a small grant to which we never submitted for reimbursement because of the late tower completion of another vendor caused us to be late and the project had a low take rate because the tower finished three years after the award date and Shentel had already built fiber through the area by then. The other TRRC grant we are finishing up now. We applied for the FCC RDOF grant and are working through the final stages of review. We submitted for a VATI grant last year and intentionally applied for an area that Centurylink defended in order to close a ring of fiber we have in Buckingham. We successfully defeated Centurylink's challenge and made it up to the stage of approval as a packet, but they lacked funds to award. We currently have a packet at VATI, that is one of the most economical and unexaggerated pricing projects of all submitted, but political pull with Dominion and others may advance theirs before ours. The FCC RDOF Grant is paid in 120 payments over 10 years.

4. **Demonstrated financial capabilities of the offeror to provide a minimum match of 25% toward total project costs:** Kinex is a small local company, but currently spends in excess of \$500,000 a year in materials and labor, while building fiber in the three counties listed in the RFP announcement and expects to add that plus much of the increased revenue once the project begins. Kinex's projections of revenue growth for the third year of the project will be an additional \$1.4 million annually and \$3.46 million by year four. That is in addition to the \$4 million that Kinex will borrow from the IDA, as an advance to the FCC payments for years 7, 8, 9, & 10, in order to invest money in the early years of the project, then pay it back when construction has ended. The projections are attached in the spreadsheet labeled as Annex 3 (Electronic – too wide for printing).

5. **Counties' participation should be limited to no more than 10% of project cost:**
With the current county commitments, the counties clearly meet the criteria.

6. **Demonstrated ability to apply for, win and administer Federal and State funding:** Kinex has clearly won the RDOF funding and has been administering the TRRC Grant. The RDOF Grant does not require administering in the manner that most grants require. The FCC criteria is that we purchase modern equipment that has the capability of reporting from the client's home, location, speed, and latency, so therefore they know that area is properly served. It is my understanding that the CRC will administer the other monies in the grant and we will support them in those efforts.

7. **Project should service at least 5,000 potential customers with at least 90% being residential customers:** The RDOF Grant listed 7977, clients according to the Census data. Then we added in the 919 passings from the Wilkes/Riverstreet default, and the 2501 VATI locations, the total now comes to 11,397 locations, with less than 2% being businesses. See Annex 2.

8. **Proposals requiring Counties investment should provide formula/provision for ongoing revenue share:** N/A

9. **Statement of the offeror's availability to provide service to the proposed unserved areas within three years or less:** I see this as impossibility. Being able to complete the project in 3 years is based upon throwing more money early on. I am already borrowing \$4 million in order to put almost \$7 million into the project in the first 3 years, but that is not enough. To cover the areas expected by VATI and RDOF is a \$37 million project. I am projecting 4.5 to 5 years, depending upon the contractor availability.

10. **Estimation of one-time and monthly service fees to average residential customer:** There are no upfront charges to the clients. We are trying to make it as affordable as possible. Starting bandwidth fee is \$49.95 a month for 50Mb X 10Mb. In the recently passed infrastructure bill Congress allocated \$14.2 billion for the Affordable Connectivity Fund, the \$30-a-month subsidy for qualifying low-income households to help pay for broadband service. This should help insure that everyone that wants broadband can get broadband.

11. **Summary of Qualifications: provide a narrative description of the offeror's history and related experience:** Kinex has been in business for 20 years, has owned its own telephone switch for 14 years, and has been organically building fiber for almost 10 years, and has done so learning and growing organically. Thus far, Kinex has designed, engineered, permitted, bonded, built, installed electronics, monitored, and supported its network and clients organically since its inception. Compared to the larger companies, the 150+ miles of fiber that Kinex owns outright is not huge, but starting from scratch and doing it all organically, and it now being valued north of \$5 million, is not only proud accomplishment, but also is a statement of what the owner had originally envisioned as a generational business that provides jobs for this community.

Kinex also has clients to the east of the state such as Surry County Schools and as far west such as Henry County Schools on portions of the thousands of miles of fiber we lease through MBC. We support and monitor all of these links in order to provide 99.999% up time.

The Dominion and VDOT personnel that we permit through have a tremendous respect for us because we do all of our work as if we live here; unlike many others that hire contractors that come and go, and we see their work, especially on the poles. These relationships exist in the same areas as this project.

Untitled Map

Write a description for your map.

Legend

51

51

51

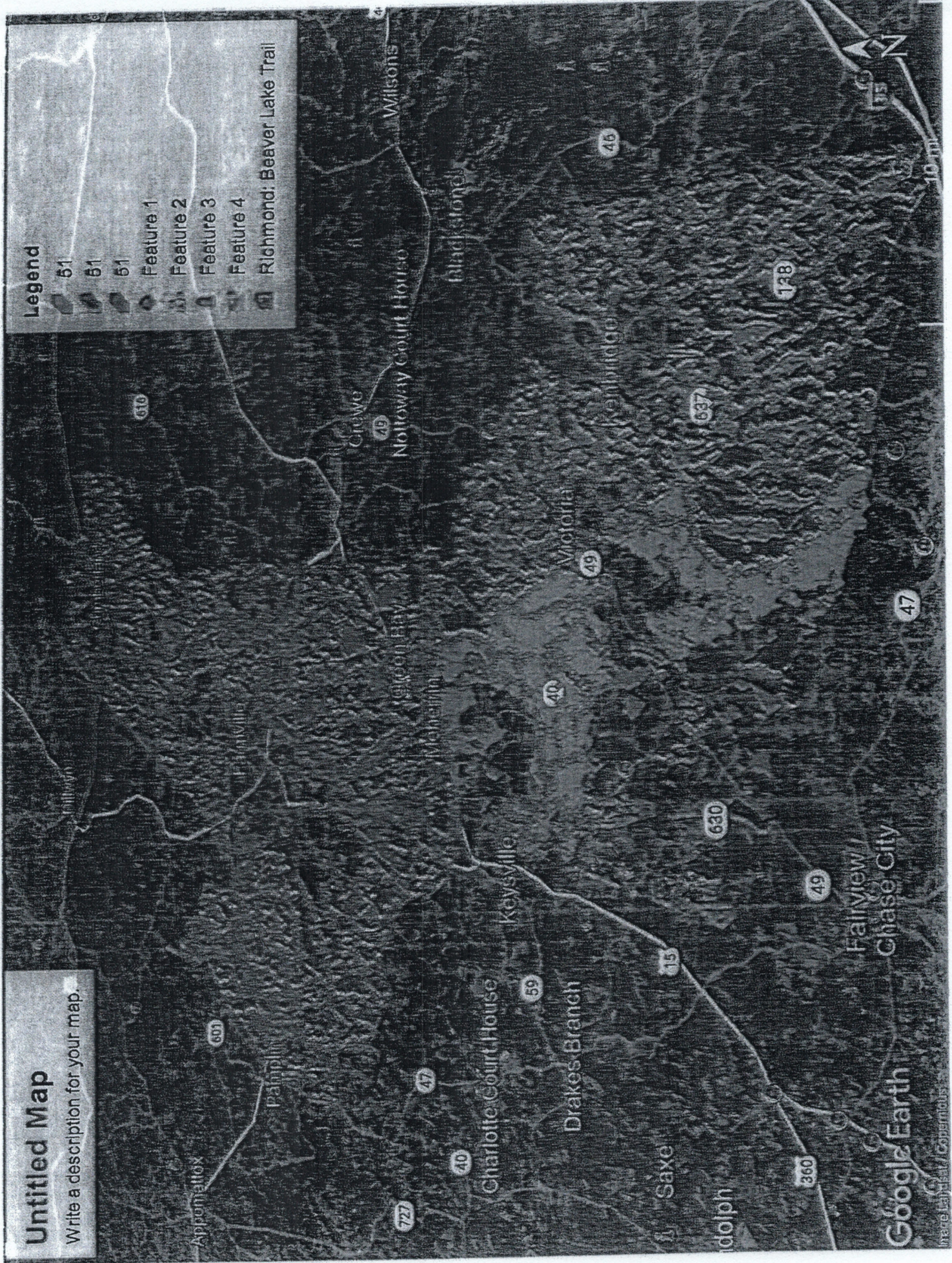
Feature 1

Feature 2

Feature 3

Feature 4

Richmond: Beaver Lake Trail



ANNEX 2

Census Block Group	Feet	Miles	Addresses - Total	Addresses - Kinex RDOF	VA Address Site Count Addresses - Wilkes RDOF Default	Addresses - Unserved, Not RDOF
510499301004	293602.343	55.6065	363	248	0	115
510499301005	423184.993	80.14867	933	870	0	63
510499302001	299015.022	56.63163	441	400	0	41
510499302002	207795.263	39.35516	459	370	0	89
510499302003	37017.3863	7.010869	97	97	0	0
511119301001	348985.507	66.09574	399	380	0	19
511119301002	200291.906	37.93407	376	346	0	30
511119301003	183894.456	34.8285	326	321	0	5
511119302001	79841.9641	15.12158	87	86	0	1
511119302002	469461.123	88.91309	638	0	554	84
511119302003	350640.454	66.40918	438	0	365	73
511119302004	407348.848	77.1494	170	144	0	26
511119303001	499961.008	94.68958	798	745	0	53
511119303002	311393.811	58.9761	550	502	0	48
511479301002	250956.331	47.52961	425	176	0	249
511479301003	429812.752	81.40393	853	422	0	431
511479302011	21766.8288	4.122505	43	20	0	23
511479302012	1905.5729	0.360904	0	0	0	0
511479302021	245995.515	46.59006	416	277	0	139
511479302022	200474.941	37.96874	309	158	0	151
511479302023	196186.22	37.15648	518	425	0	93
511479303001	230034.843	43.56721	361	312	0	49
511479303002	71579.9807	13.55681	155	152	0	3
511479303003	349323.945	66.15984	510	483	0	27
511479303004	324169.847	61.3958	839	408	0	431
511479303005	485984.891	92.04259	893	635	0	258
Total	6920625.75	1310.725	11397	7977	919	2501

Kinex Telecom, Inc

Kinex	Organic cost per mile	Miles per year	Organic built mile cost per year	Contractor & Materials Middle Mile Cost per mile (with materials)	Contractor Miles per year
Year 1	\$12,000.00	0	\$0.00	\$23,500.00	300
Year 2	\$12,000.00	0	\$0.00	\$23,500.00	300
Year 3	\$12,000.00	0	\$0.00	\$23,500.00	300
Year 4	\$12,000.00	0	\$0.00	\$23,500.00	300
Year 5	\$12,000.00	0	\$0.00	\$23,500.00	35
Year 6	\$12,000.00	0	\$0.00	\$23,500.00	0

Loan for mandatory \$1 million credit line - 10 years that sits in Live Oak Bank and returns at the end of RDOP

REVENUE									
Year	Client Adds	Cumulative	Projected Annual Revenue	Kinex Contribution = \$2 million credit line per mile install, last mile install, contractor supervision	RDOP Money	Cumberland Contribution	Lunenburg Contribution	Prince Edward Contribution	Annual Total Revenue/Loans/ Grants
Year 1	900	900	\$4,080,000.00	\$1,800,000.00	\$997,548.96	\$200,000.00	\$800,000.00	\$2,100,000.00	\$15,000,000.00
Year 2	900	1800	\$1,170,000.00	\$500,000.00	\$997,548.96	\$200,000.00	\$800,000.00	\$2,100,000.00	\$1,000,000.00
Year 3	900	2700	\$3,374,000.00	\$1,500,000.00	\$997,548.96	\$200,000.00	\$800,000.00	\$2,100,000.00	\$1,000,000.00
Year 4	1000	3700	\$3,408,000.00	\$1,000,000.00	\$997,548.96	\$200,000.00	\$800,000.00	\$2,100,000.00	\$1,000,000.00
Year 5	1000	4700	\$4,186,000.00	\$1,000,000.00	\$997,548.96	\$200,000.00	\$800,000.00	\$2,100,000.00	\$1,000,000.00
Year 6	1200	5900	\$5,276,000.00	\$1,000,000.00	\$997,548.96	\$200,000.00	\$800,000.00	\$2,100,000.00	\$1,000,000.00
Year 7	1000	6900	\$5,902,000.00	\$1,000,000.00	\$997,548.96	\$200,000.00	\$800,000.00	\$2,100,000.00	\$1,000,000.00
Year 8	1000	7900	\$6,482,000.00	\$1,000,000.00	\$997,548.96	\$200,000.00	\$800,000.00	\$2,100,000.00	\$1,000,000.00
Year 9	1000	8900	\$7,462,000.00	\$1,000,000.00	\$997,548.96	\$200,000.00	\$800,000.00	\$2,100,000.00	\$1,000,000.00
Year 10	1000	9900	\$8,242,000.00	\$1,000,000.00	\$997,548.96	\$200,000.00	\$800,000.00	\$2,100,000.00	\$1,000,000.00

45 work weeks per year makes 20 installs per week @ 900 per year

\$7,618,000.00 \$2,000,000.00 \$9,975,489.60

Client Contributions:	
VAT Grant	
IDA Loan	
RDOP Payments Years 7 through 10	

Average Client Revenue: \$65.00
Take rate: 65%

OLT & ONT per port/client \$261.00
Client materials per install \$325.00
Labor per client \$350.00
Total install \$936.00

RDOF Project Forecast

Contractor cost per middle mile for the year	Total Miles per Year	Completed Miles
		75
\$7,050,000.00	300	375
\$7,050,000.00	300	675
\$7,050,000.00	300	975
\$7,050,000.00	300	1275
\$822,500.00	35	1310
\$0.00	0	1310

EXPENSES

High & Low Level Design, Maps, Staking, Etc.	Middle Miles Cost	Annual Pole Rent	Administrative labor cost: logistics and grant management, permitting, ROW and easement fees	Last Mile Install cost to include closures & splicing	Install Wiring and Install	Live Oak Credit Line Cost	Subtotal	Monthly Loan Payments	Months	Annual Loan Payments	Annual Cost	Revenue	Balance
\$387,272.00	\$7,050,000.00	\$1,793.00	\$400,000.00	\$442,400.00	\$135,000.00	\$10,000.00	\$8,403,657.00	\$0.00	12	\$0.00	\$8,403,657.00	\$1,000,000.00	\$12,944,051.96
\$387,272.00	\$7,050,000.00	\$3,213.00	\$400,000.00	\$442,400.00	\$135,000.00	\$10,000.00	\$8,403,657.00	\$0.00	12	\$0.00	\$8,403,657.00	\$1,000,000.00	\$12,944,051.96
\$387,272.00	\$7,050,000.00	\$4,441.00	\$400,000.00	\$442,400.00	\$135,000.00	\$10,000.00	\$8,403,657.00	\$0.00	12	\$0.00	\$8,403,657.00	\$1,000,000.00	\$12,944,051.96
\$387,272.00	\$7,050,000.00	\$5,069.00	\$400,000.00	\$442,400.00	\$135,000.00	\$10,000.00	\$8,403,657.00	\$0.00	12	\$0.00	\$8,403,657.00	\$1,000,000.00	\$12,944,051.96
\$387,272.00	\$7,050,000.00	\$5,231.00	\$400,000.00	\$442,400.00	\$135,000.00	\$10,000.00	\$8,403,657.00	\$0.00	12	\$0.00	\$8,403,657.00	\$1,000,000.00	\$12,944,051.96
\$1,000,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	12	\$0.00	\$0.00	\$0.00	\$0.00
\$0.00	\$0.00	\$422,512.00	\$0.00	\$0.00	\$135,000.00	\$10,000.00	\$1,703,512.00	\$0.00	12	\$1,000,000.00	\$2,703,512.00	\$5,899,548.96	\$4,194,036.96
\$0.00	\$0.00	\$422,512.00	\$0.00	\$0.00	\$135,000.00	\$10,000.00	\$1,703,512.00	\$0.00	12	\$1,000,000.00	\$2,703,512.00	\$5,899,548.96	\$4,194,036.96
\$0.00	\$0.00	\$422,512.00	\$0.00	\$0.00	\$135,000.00	\$10,000.00	\$1,703,512.00	\$0.00	12	\$1,000,000.00	\$2,703,512.00	\$5,899,548.96	\$4,194,036.96
\$0.00	\$0.00	\$422,512.00	\$0.00	\$0.00	\$135,000.00	\$10,000.00	\$1,703,512.00	\$0.00	12	\$1,000,000.00	\$2,703,512.00	\$5,899,548.96	\$4,194,036.96

Project cost over 6 years \$37,435,351.20

TOTALS

Project LUIS – Radio System – Microwave Towers

February 4, 2022

To: Tracy Gee, County Administrator

From: Rodney Newton

Subject: Lunenburg Interoperable Communications System Monthly Progress Report

Below are the highlights of activities for the month of January for the Lunenburg Interoperable Communications System project:

- Continued work on electrical requirements for equipment room at courthouse
- Continued work on drawings and submittals for monopole at courthouse
- Assisted with obtaining renderings of courthouse area with monopole
- Worked with consultant to change generators from propane to diesel to reduce footprint in compounds
- Significant issues have been encountered in negotiating with cell tower owners as lease rates are considerably above what is considered appropriate rates
- CTA, Williams Communications, and Lunenburg County looking at most financially prudent options for the county with the towers
- Detailed Design Review delayed due to tower issues

Planning Update

Board of Supervisors Meeting—February 10, 2022

Director of Planning and Economic Development's Monthly Report

Events in January:

January 3rd—Office Closed due to weather
January 4th—Office delayed opening due to weather—PTO for 2 Dr.'s Appointments
January 4th—Community Meeting for Dogwood Lane Solar at Kenbridge Town Hall
January 5th—IRF Planning Grant “How-to-Apply” Webinar
January 6th—Tobacco Commission Site Inspection at Old Middle School
January 6th—VGA Mtg at Southside PDC
January 6th—Tobacco Commission Winter Reception at Richmond Marriott
January 7th—VX Mtg in Lawrenceville
January 10th—ImpactED
January 10th—Rails to Trails Webinar
January 10th—EZ Webinar for CPAs: Agreed Upon Procedures
January 11th—DHCD Virtual Roadshow 2022
January 11th—Phone Call with John Loftis, VEDP
January 12th—How to Qualify – Job Creation Grant Webinar
January 13th—BOS Mtg
January 17th—Office Closed-Holiday
January 17th—Chamber of Commerce Banquet Committee Mtg
January 18th—Real Property Investment Grant—How to Apply
January 18th—VATI Contract Negotiations
January 18th—Mtg with Rodney Newton at Victoria Town Office—Economic Development Prospects
January 19th—CRC Mtg in Farmville
January 20th—Virtual Mtg with Town of Victoria, DHCD, and CRC
January 25th—Economic Development Prospect Mtg at Victoria Town Office
January 25th—Zoom with Sandra Tanner, VTC
January 25th—Rural Solar Development Coalition Call
January 25th—VTC How to Apply Grants Webinar
January 25th—Mtg with BCS and Rob Williams—911 Fiber Buildout
January 26th—Economic Development Prospect Virtual Mtg
January 27th—VGA Marketing Committee Mtg at Southside PDC
January 27th—Mtg with Tony Matthews at Kenbridge Town Hall
January 31st—ImpactED+

Project 3035—Old Middle School Demolition

- Site Inspected conducted by Emily Van Pelt, Tobacco Commission, completed on January 6th, 2022.
 - o Only recommendations were
 - To seek the opportunity to get the site to the next Tier
 - Obtain a Site Characterization letter, so it can be properly listed with VEDP

Planning Commission

- There was not a Planning Commission meeting for the month of January
- Luther Drummond nominated and appointed for District 2
 - o Completed paperwork and Oath of Office
- Advertised for 1 week that PC Mtg would be holding a mtg on February 3rd, 2022.
- Distributed PC Packets

Broadband

- Participated in VATI Contract Negotiations with CRC, DHCD, Kinex Telecom, and Prince Edward
- Contacted several citizens who have expressed interest in being a member of the Citizen Broadband Advisory Board.
 - o Received two confirmations
 - o Awaiting the response of the final citizen contacted.
 - If confirmed, then the Citizen Broadband Advisory Board will be complete.
- Met with Rob Williams and Kevin Puryear, Better Cable Systems, to discuss and progress the 911 Fiber Buildout.
- Determined an underground cost to bypass 4 of Dominion Make Ready poles.
- Working with VDOT for permit
- Gave Dominion the go ahead for the 4 poles that will require Make Ready work.

Solar

- Dogwood Lane Solar
 - o Attended Community Mtg
 - o Application deemed incomplete by the Berkley Group, LLC
 - Notice of deficiencies sent via email and certified mail to applicant
 - Given the deadline of February 2nd, 2022 at noon to submit completed application in order to proceed at the March 2022 PC mtg.
- Answered questions from developers and citizens.

Other Activities

- Continued gathering information for short-term rental and event venue definitions and ordinances.
- Met with Lunenburg Chamber of Commerce Banquet Committee to schedule and plan the annual banquet.
- Received CUP application for ATV/UTV park in Meherrin, VA
 - o Returned for deficiencies that need to be addressed prior to proceeding with the Public Hearing
- Worked with VGA and Danny Bond, Airport Tenant, to seek opportunities for hangar expansion.
- Exploring several grant opportunities for Economic Development prospects
- Joined Virginia Association of Zoning Officials
 - o Training in June of 2022
 - o Exam in September of 2022

- Addressed concerns from citizens in regard to Verizon Tower at Plank Road/Wallace Bridge Road
- Provided CUP Application to 4 individuals
- Aided with a family cemetery on the necessary distances from residences, water sources, etc.
- Received CUP application for a Beauty Salon
 - o Reviewed and returned for deficiencies that need to be address prior to proceeding with the Public Hearing

UPCOMING dates of interest:

February 1st: *VA DMO Marketing Grants and VTC Marketing Leverage Grants Open*

February 1st: *Virtual Mtg with VDOT*

February 2nd: *VEDA Workforce Shared Interest Group*

February 2nd: *Unmanned Systems Stakeholder Mtg in Richmond*

February 3rd: *Planning Commission Mtg*

February 8th: *VEDA Business Retention and Expansion Shared Interest Group*

February 9th: *Land and Water Conservation Fund Grant Program Informational Session*

February 10th: *BOS Mtg*

February 11th: *Pre-Application Virtual Mtg*

February 11th: *LOVE Sign Designs Due*

February 12th: *Open House at Kenbridge Rec Center from 11:00 a.m. to 4:00 p.m.*

February 14th: *ImpactED*

February 16th: *CRC Mtg in Farmville*

February 17th: *VEDA Professional Development Committee Mtg*

February 21st: *Holiday—Office Closed*

February 23rd: *Contact Team Mtg at La Victoria*

February 24th: *Chamber of Commerce Mtg*

March 5th: *Lunenburg Chamber of Commerce Annual Banquet*

"Your talent determines what you can do, your motivation determines how much you are willing to do, and your attitude determines how well you do it!" -Lou Holtz



Longwood Small Business Development Center

Activities and Results

SBDC Mission – A university partnership providing consulting and training to small businesses, enhancing their success rate and increasing the business base in the Southern Virginia region. The Longwood service territory includes 25 localities in Southern Virginia. <https://sbdc-longwood.com/who-we-are/>

Services – Business planning, market analysis and planning, financial analysis, access to capital, operational analysis, location analysis. **The SBDC also hosts several databases, including ESRI and Chmura's Jobs EQ, which are beneficial in economic development research.**

Economic Impact - The Longwood SBDC provided individual consulting services to 501 new and existing business owners in Southern Virginia during 2021. In addition to consulting, the SBDC served 325 individuals through structured training courses in business startup, financing, marketing and operations. Longwood SBDC clients raised \$7.1 million in their business operations, creating or retaining 582 jobs during a challenging year. In Lunenburg County, the SBDC provided consulting and/or training to twelve individuals, four of whom have existing businesses and eight are exploring startup opportunities.

2022 Activity:

- Continuation of consulting with individual clients as needed, on-site as well as remotely.
- Continuation of workshop delivery as needed.
- Onsite visits with the economic development staff, as requested, to demonstrate database research services available through the SBDC.
- Collaboration with SOVA Innovation Hub and MidAtlantic Broadband Communities Corporation to continue implementation of Go Virginia Region 3's Entrepreneurship and Innovation Investment Strategy, with focused programming and entrepreneurial development in Go Virginia Region 3. Programming includes an 11-week course using CO.STARTERS curriculum as well as a companion program for youth in grades 8-12 called Generator. The SBDC is also an integral partner in the development of Project SEED – the Innovation Hub at Midtown Square, projected to open in FY 2023.

Structure – SBDC is an economic development partnership program with the Small Business Administration, Longwood University, and local governments. Why does Longwood host an SBDC? As the only public regional university based in Southern Virginia, hosting an SBDC program aligns with Longwood's mission to provide regional economic development support. Staff consists of Regional Directors plus full time and contract consultants who are experienced entrepreneurs.

Funding – The U.S. Small Business Administration provides approximately half of the SBDC's operational funding. The required match is 1:1. Longwood University and the localities serviced by the SBDC provide the required match for this funding at the local level. There is no direct state funding support of the SBDC program. **Lunenburg County currently invests \$1,940 in matching funds annually to support the operations of the SBDC. For FY23, the SBDC requests a slight increase to \$2,500 to move us closer to meeting matching fund goals of \$.30 per capita, which would be \$3,684 for Lunenburg. Thank you for considering this incremental increase.**

ADMINISTRATOR'S UPDATE

-- As necessary

Board of Supervisors February Meeting – 2/10/22

County Administrator's Monthly Report

Events in January:

January 3 – Office Closed due to weather
January 4 – Office opens at noon due to weather
January 4-12 – Tracy STO for COVID-19 and working from home
January 7 – Project LUIS – project review virtual meeting
January 13 – Landfill Committee meeting
January 13 – Board of Supervisors meeting
January 17 – Martin Luther King, Jr. Holiday – office closed
January 18 – Team meeting
January 18 – CRC Hazard Mitigation Plan virtual meeting
January 18 – meet with Rodney about Project LUIS
January 18 – VATI grant conference call
January 18 – Piedmont Regional Jail virtual meeting
January 18 – meet with ACO Elliott
January 24 – Tracy STO – son's orthodontist appt
January 25 – VA Health Insurance Pool proposal virtual meeting
January 25 – Rural Solar Development Coalition virtual meeting
January 25 – Heartland Regional Authority Board meeting
January 26 – Piedmont Juvenile Detention virtual meeting
January 26 – Project LUIS tower meeting with CTA - virtual
January 27 – meet with Rodney re: Towers
January 27 – call re: Health insurance options
January 28 – Project LUIS monthly meeting
January 28 – Community Policy and Management Team meeting
January 31-February 2 – Worked from home due to sick child

Administration

- Unfortunately, my entire family came down with COVID-19 around January 2nd and we were sick and quarantined until January 13th. Fortunately, the technology advancements provided to us from CRF funds allowed me to work from home much of that period. That helped me again when my youngest fell ill with a GI bug at the end of the month and I worked from home all three days. Hopefully, all that is behind us!
- Participated in proposal with VAHIP health insurance pool for self-insured option and had phone call with consultant regarding our options as we have a very short window with The Local Choice for health insurance renewal and decision. Will likely put out a bid for health insurance options, including the potential for self-insurance.
- Nicole collected all "conflict of interest" forms and I forwarded a copy to the industrial and jail authorities for compliance.
- Attended VACo Local Government Day at the Capitol. Mike Hankins, Rodney and Stacey Newton, and I attended for Lunenburg. We were able to visit Delegates Wachsmann and Wright, and Senator Frank Ruff and their aides. I placed a copy of the legislative agenda for VACo in your mail. We primarily lobbied for increased revenue for schools, law enforcement, jail assistance (and specifically Piedmont Regional Jail), asking for more study on the grocery tax, and solar.
- Submitted annual Piedmont Health District contractual funding agreement electronically.

Airport

- Found a phone number for easement landowner, forwarded her the information for obstruction mitigation and she refused to use the contractor we had acquired. In the essence of time for review by the Aviation Board on February 3rd, I felt the best option was to change our operational license to Day Use/VFR until we can work out the landowner issues. Larry Way and I will continue working together to resolve this. One option is to buy the property, landowner is willing, but we will need to further discuss the funds necessary to take that leap.
- Submitted annual financial responsibility reports and Larry Way submitted the aircraft report.
- Postponed Airport Commission Meeting due to no quorum.

Animal Control

- Officer Elliott indicated that his Deputy ACO has family priorities that would require her to step down from her position. We will need to revisit how we format the deputy position to attract worthy candidates.

Budget & Finance-

- Receiving budget requests from outside partners and reviewing the many proposed budget adjustments that could result from the General Assembly budget bills.
- Completed financial reporting for quarterly grants with DCJS and worked on submitting financials for 2023 SRO application.

Building Official and Building & Grounds -

- We had another heat pump failure, this time at the Sheriff's Office. The replacement totals over \$7,000! This will come from the capital improvement budget and delay other planned items.
- Working with Kenbridge Town Manager Tony Matthews on a move for VCE (VA Cooperative Extension) to the Kenbridge Town Office. Jamie Tuck met with a contractor on the building modifications needed for the Commonwealth Attorney to move to the building on the complex currently occupied by VCE.

Community/Economic Development/Planning -

- Participated in Rural Solar Development Coalition virtual meeting where discussion focused on large-scale and community solar projects and legislation about rooftop solar for governmental buildings. There was also concern about battery storage in the near future.
- We have a pre-application meeting set up for 2/10 and another upcoming, both from Dominion Energy. As a reminder, the GA exempted Dominion from any building permit fees, so that will need to be built into any siting agreements with them.
- Participated in VATI contract negotiation call. Forwarded contract to Frank Rennie and will share comments with Todd Fortune at CRC.
- Attended VA Heartland Regional Industrial Facility Board meeting, serving as Secretary for the fourth year. There are now two operational businesses in the park, there is another very active prospect. The Board voted to authorize an application to bring the site to a Tier IV site with planning in place for the newest business prospect.

COVID-19 Updates -

- The Lunenburg COVID-19 cumulative VDH count as of 2/1/22 is 2,090. We have had 48 hospitalizations and 24 deaths. We had 86 in November, 101 in December, and 705 in January.
- Completed final CRF report for \$2,128,108 with \$160 remaining to be returned to the State.
- Smith's Pharmacy is still administering vaccines by appointment. Piedmont Health District held two testing and vaccine clinics at the Victoria Railroad Park and one at the People's

Community Center on Feb. 3rd. There is one scheduled from 2-4:30 on Feb. 12th at the Kenbridge Gym/Community Center.

Elections -

- The Registrar's Office is in need of more climate-controlled storage.
- Todd Fortune of CRC is working on election security grant funding with local registrars and we should meet soon.

Emergency Management & Public Safety -

- Participated in CRC's Hazard Mitigation Plan meeting for updates to the plan.
- Was unable to attend the Meherrin Fire & Rescue banquet due to husband working snow duty with VDOT.
- Participated in multiple weather briefings. We closed on the 3rd and went in at noon on the 4th, but have not missed any other days for the snowy weather.
- The Victoria Fire & Rescue banquet is set for February 12th.

Piedmont Regional Jail Authority and Juvenile Detention Center Board -

- I was appointed the Piedmont Regional Jail Board Chair for 2022.
- We are lobbying the General Assembly for additional officer position funding at the Jail.
- The Juvenile Detention Center revenue is way down due to the lack of youth being sent to detention, mostly attributed to COVID-19 and some legislative priorities avoiding placement.

Project LUIS

- Ran into problems with lease costs on the communications towers with tower owners. For the price of a 15yr. lease, the County would be better off to build our own locations for some areas. Rodney and I met with CTA on this a couple of times and discussed some options that would use some ARPA funds and possibly require additional short-term financing (5-7 years). Our microwave vendor, Williams Communications, would construct the towers through a change order to our original contract.
- Held monthly meeting at Town of Victoria re: Project LUIS with local partners, CTA, L3Harris, and Williams Communications (Microwave vendor).

Schools

- Had discussion with Charles Berkley and James Abernathy regarding school budget adjustment information requested by the Board to prepare for the remainder of the funding year.

Social Services and Children's Services -

- Received the final CSA Audit Report. I placed it in your mail.
- The January Advisory Board meeting was canceled due to weather and member unavailability.
- Talked with Dotty about current staffing and upcoming internal alignment and staff recognition event.

Solid Waste -

- Meridian Waste is waiting to increase tonnage to 2,000 tons per day.
- They are interested in additional land owned by the County to use as barrow pit.
- Held Landfill Committee meeting to discuss solid waste operations and Meridian Waste compliance with the Host Agreement and C.U.P.

UPCOMING dates of interest:

February 10 – Finance Committee Meeting 5pm

February 10 – Board of Supervisors meeting 6pm

February 17 – Cost Allocation Plan fieldwork with RFCA

February 21 – President's Day – office closed

ROTARY Four-Way Test:

1. Is it the TRUTH?
2. Is it FAIR to all concerned?
3. Will it BUILD GOODWILL and BETTER FRIENDSHIPS?
4. Will it be BENEFICIAL to all concerned?

“Character is doing the right thing when nobody is looking.” ~J.C. Wells



Piedmont COVID-19 Dashboard



February 1, 2022

COVID-19 Piedmont Snapshot

Jurisdiction	Case Count (October)	Case Count (November)	Case Count (December)	Current Active Cases January Total	Congregate Setting Cases* (Active)	Cumulative Case Count	Hospitalized	Deaths	Pediatric (5-18y/o) (Active)
Piedmont Health District	852	491	1,221	4,571	73*				
Amelia	130	127	189	645 (98)	2	2,436	83	48	20
Buckingham	150	56	137	613 (132)	36	3,535	100	42	9
Charlotte	110	79	200	619 (96)	1	2,190	99	32	21
Cumberland	45	22	99	257 (47)	0	1,142	51	20	10
Lunenburg	115	86	101	705 (244)	0	2,090	48	24	12
Nottoway	128	55	262	773 (166)	31	3,696	145	74	18
Prince Edward	174	66	233	959 (173)	3	4,265	156	54	24
					District Total	19,354	682	294	114
					Virginia Total	1,558,364	47,556	16,412	
					US Total	75,012,446	-	884,853	

School Leader Snapshot

Jurisdiction	CDC Indicator For Transmission	New Cases (per 100K)	Percent Positivity	Secondary Indicators Change % (7days)	Trend Up/Down Duration
Amelia	High	1030	31.9	-28.3	Down (13 Days)
Buckingham	High	823.6	21.1	-29.3	Up (70 Days)
Charlotte	High	1148	40.4	-9.9	Down (12 Days)
Cumberland	High	662.7	30.0	-5.8	Down (14 Days)
Lunenburg	High	2648	35.1	110.5	Up (59 Days)
Nottoway	High	1258	36.7	24.4	Up (7 Days)
Prince Edward	High	1024	23.4	-9.3	Down (10 Days)

- ❖ *Please note, the first 4 columns are updated as of 1/29/2022 on the VDH website.
- ❖ The Trend Up/Down are updated as of 2/2/2022 on the VDH website.

Trend Analysis

- Currently there are 2,787 positive or pending positive COVID-19 patients hospitalized; 479 are in the ICU. *** Please note, formatting of the report on VDH's website recently changed.
- Link to CDC COVID Tracker <https://covid.cdc.gov/covid-data-tracker/#county-view>
[VDH Considerations for Recreational Sports reminders](#)

Improving wellbeing in **LUNENBURG COUNTY**

COMMUNITY VOICES

"4-H Camp is my comfort zone! It is hard to talk to others, and it makes me nervous to approach others when I am out of my comfort zone of camp. When at camp, I am in my safe space."



Katerina Thomas
4-H Teen Leader and Volunteer

PARTNERS FOR SOLUTIONS

"Stemming from a request from Lunenburg County Public Schools during the pandemic, Lunenburg County 4-H offered hands-on STEM-related lessons developed to accompany virtual school assignments given to youth in third through fifth grades. The work packets were sent to all students by mail and made available on the online portal."



Dillon Robinson
Extension Agent

SHARING KNOWLEDGE





Book giveaway at the Kenbridge Elementary School drive-thru literature event.

In 2020, Lunenburg County 4-H participated in school-sponsored events during the pandemic. Using books donated by the Molina Foundation, 4-H was able to take part in the drive-thru literature events offered at Victoria and Kenbridge elementary schools.

A booth was set up at Lunenburg Middle School to make sure its students also had access to books. As a result, 212 youth were given books from the grant from the Molina Foundation. Youth in Lunenburg County gained access to literature that they may not have had access to previously. Lunenburg County 4-H teen leaders helped with the distribution of books at the drive-thru event. They reported that as a result of having access to these books, the number of books they read grew drastically.

GET IN TOUCH

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