BOARD OF SUPERVISORS

Agenda

November 12, 2014
WORK SESSION
AGENDA

BEDFORD COUNTY BOARD OF SUPERVISORS

BEDFORD COUNTY ADMINISTRATION BUILDING

NOVEMBER 12, 2014

5:00 P.M.  WORK SESSION - Ground Floor Training Room
   a.  Presentation by Wingate on the current Real Estate Assessment
   b.  Joint Work Session with the Agricultural Economic Development Advisory Board on
       the Region 2000 Agriculture and Forestry Strategic Plan

6:45 P.M.  Dinner
Strategic Plan for the Agriculture and Forestry Economy in Virginia’s Region 2000

September 8, 2014
About

THOMAS P. MILLER AND ASSOCIATES, LLC

• Founded in 1989
• Based in Indianapolis, IN with offices in Lexington, KY and Youngstown, OH
• Full-service economic and workforce development consulting firm with extensive research and strategic planning experience
Project Background

• The Local Government Council received a grant from the Virginia Department of Agriculture and Consumer Services (VDACS) to develop an economic development strategic plan for agriculture and forestry.

• Formed a Strategic Plan Coordinating Team including leadership from local economic development organizations and local Virginia Cooperative Extension (VCE) offices.

• Representing Bedford:
  • Traci Blido – Director of Economic Development
  • Scott Baker – Agricultural Extension Agent
Approach

- Over 95 individuals participate in interviews, input sessions, and/or planning sessions
Economic Impact of Agriculture and Forestry in the Region

Source: Economic Impacts of the Agriculture and Forest Industries in Virginia June 2013:
BEDFORD COUNTY

1,428 farms
212,237 acres in farms
$23,647,000 in products sold

Agriculture IMPACT

DIRECT
$146.5 M
1,486 jobs

TOTAL
$182.9 M
1,826 jobs

Forestry IMPACT

DIRECT
$299.4 M
868 jobs

TOTAL
$394.4 M
1,736 jobs

Sources:
2007 USDA Census
The Economic Impacts of Agriculture and Forest Industries in Virginia, June 2013, Weldon Cooper Center for Public Service, University of Virginia
We recognize and promote the agriculture and forestry industries to strengthen regional economic development and future sustainability.
Three Goal Areas

GOAL #1 – COORDINATE REGIONAL OUTREACH AND MARKETING

GOAL #2 – STRENGTHEN RESOURCES FOR PRODUCERS

GOAL #3 – PROMOTE CAREER AND SMALL BUSINESS DEVELOPMENT OPPORTUNITIES
**Vision:**
We recognize and promote the agriculture and forestry industries to strengthen regional economic development and future sustainability.

**Guiding Principles:**
- Leaders within economic development and the Virginia Cooperative Extension (VCE) collaborate to leverage resources and engage partners to actively target opportunities for business attraction and expansion.
- Elected officials and residents increasingly understand the significance of agriculture and forestry to the regional economy and value the preservation of its heritage.
- Locally grown foods are readily accessible and incorporated into local food systems.
- Forestry is a viable industry embracing the principles of sustainability and creates jobs in the region.
- Value-added agriculture increases profitability on farms, helps retain and attract young producers, and enhances regional identity.

<table>
<thead>
<tr>
<th>GOALS</th>
<th>PROJECTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>#1 Coordinate Regional Marketing and Outreach</td>
<td>• Project 1.1 Develop a regional agriculture and forestry website</td>
</tr>
<tr>
<td></td>
<td>• Project 1.2 Prepare and update regional and local data profiles of the agriculture and forestry industries</td>
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<td>• Project 2.1 Complete a regional food hub feasibility study</td>
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<td>• Project 3.1 Convene meetings to connect producers with food service professionals and other larger buyers interested in making local food purchases</td>
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<tr>
<td></td>
<td>• Project 3.3 Develop a regional young farmers institute to provide ongoing workshops and technical assistance</td>
</tr>
</tbody>
</table>
Priority Project #1 – Develop a regional agriculture and forestry website

- Promotes the industries to internal and external audiences
- Serves as the regional source for news, workshop announcements, technical assistance, available grants, agri-tourism, etc.
- Incorporates asset map of regional resources – organizations, agencies, services, etc.
- Informs about regional producers – available crops and products
Priority Project #1 – Develop a regional agriculture and forestry website
Priority Project #1 – Develop a regional agriculture and forestry website

### TOP CROP ITEMS BY VALUE OF SALES

<table>
<thead>
<tr>
<th>Crop</th>
<th>Amt. ($1,000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cattle and calves</td>
<td>41,320</td>
</tr>
<tr>
<td>Milk from cows</td>
<td>9,261</td>
</tr>
<tr>
<td>Other crops and hay</td>
<td>7,213</td>
</tr>
<tr>
<td>Grains, oilseeds, dry beans, and dry peas</td>
<td>7,012</td>
</tr>
<tr>
<td>Nursery, greenhouse, floriculture, and sod</td>
<td>2,442</td>
</tr>
</tbody>
</table>

### DID YOU KNOW...?

- Region 2000 is home to nearly 3,000 farms, spanning more than 550,000 acres
- The value of agricultural products sold from Region 2000 in 2012 was $74,410,000
- This value is an increase of 16% from 2007
- The average farm size in Region 2000 is around 186 acres
- 41% of Region 2000 farms’ primary operators consider their primary occupation to be something other than farming
- 67% of farms are operated by full-owners, 28% by part-owners, and 4% by tenant

---

Source: 2012 USDA Census
Priority Project #2 – Complete a Regional Food Hub Feasibility Study

• **What is a ‘Food Hub’?**
  • Entity that manages the aggregation, storage, distribution, and marketing of locally grown foods

• **Why is it Important?**
  • New marketing opportunities for producers – locally grown is in-demand
  • Links rural producers to suburban/urban consumers
  • Lowers entry barriers and improves infrastructure to create and expand regional food markets
  • Potential to create new jobs
Priority Project #2 – Complete a Regional Food Hub Feasibility Study

- Regional Food Hub Feasibility Study
  - Quantify regional consumer interest in the concept and preferences for produce and products (e.g. meats, cheeses, honey, etc.)
  - Determine interest from regional farmers and their requirements for participation
  - Understand the best model – central facility, pick-up and drop-off locations, publicly or privately run, etc.
  - Define action steps for launch of a food hub
  - Leverage the existing Food Hub Planning Committee
Next Steps

• Focus on priority projects
  • Regional agriculture and forestry website
  • Food hub feasibility study

• Explore funding opportunities and ways to approach collaboratively
  • Prepare and submit grant applications to AFID, USDA, and other funding sources

• Strategic Plan Coordinating Team
  • Maintain momentum and target immediate actions
  • Annual meeting to review progress against defined actions
Questions or Comments

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Unit Coordinator
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Bedford, VA 24523
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Strategic Plan for the Agriculture and Forestry Economy in Virginia’s Region 2000

July 2014
Acknowledgements

The completion of the Strategic Plan for the Agriculture and Forestry Economy in Virginia’s Region 2000 would not have been possible without the leadership and guidance of the Strategic Plan Coordinating Team. They actively supplied their honest, thoughtful input and foresight to genuinely shape the development of this plan. Team Members include:

- Scott Baker – Virginia Cooperative Extension (VCE) Bedford County
- John Benner – Virginia Cooperative Extension (VCE) Amherst County
- Traci Blico – Bedford County, Office of Economic Development
- Jeremy Bryant – Amherst County Planning and Zoning Department
- Kevin Caimm – Virginia Cooperative Extension (VCE) City of Lynchburg
- Lee Cobb – Amherst County Economic Development
- Mike Davidson – Campbell County Economic Development
- Philipp Gabathuler – Virginia’s Region 2000 Local Government Council
- Leslie Hoglund – Central Virginia Health District
- Bruce Jones – Virginia Cooperative Extension (VCE) Appomattox County
- Todd Scott – Virginia Cooperative Extension (VCE) Campbell County
- Jeff Taylor – Appomattox County Economic Development
- Michael Van Ness – Lynchburg Grows
- Bob White – Virginia’s Region 2000 Local Government Council

Additionally, a big thank you to the following individuals who participated in one-on-one interviews and local input sessions.

Regional and Statewide Participants

- Anne Marie Clarke, Robert E. Lee Soil and Water Conservation District
- Greg Farmer, President, Colonial Farm Credit
- Dr. Jewel Hairston, Dean, College of Agriculture, Virginia State University
- Dr. Alan Grant, Dean, College of Agriculture and Life Sciences, Virginia Tech University
- Jimmy Jones, Georgia Pacific
- Dr. Lincoln Montgomery-Rodgers, Agrarian Veterinary Services
- Paige Pratt, Virginia Tech Department of Animal and Poultry Sciences
- Wren Roberts, Centra Health Systems
- Andy Seibel, Virginia FFA Association
- Jeff Wilkerson, Westover Dairy (The Kroger Company)

Amherst County

- Scott Barnes, Morris Orchard
- Robert M. Curd, Clover Hill Farm
- Donna Meeks, Sweet Briar College
- Henry S. Myers, The Canebrakes Farm
- Frank Walton, Buffalo River Ranch
- Len Thompson, Vineyards
• Bill Tucker, Tucker Family Farms

Appomattox County
• Ron Coleman, Coleman & Sons Farm Supply
• W.A. Coleman, Cattle and Appomattox Farm Bureau Board Member
• Matt English, Sheep and Livestock Auctioneer
• Kenneth Goin, Tobacco, Cattle and Appomattox Farm Bureau Board of Directors Member
• Jack Goin, Cattle producer and Appomattox Farm Bureau Board Member
• John O. Harrison, Cattle, Timber, and Robert E. Lee SWCD Vice Chairman
• Danny Hix, Hix Brothers Farm – Tobacco, Cattle, and Saw Mill Operator
• Fred H. Jones, Fred H. Jones Well Company and Grain
• Mary Lund, Lund Angus Farm – Beef
• Larry Majerus, Beef
• Nelson Mann, Appomattox Farm Bureau Board of Director member
• Cynthia Spiggle, Poultry
• Dennis Torrence, Hay and Robert E. Lee SWCD Board Member
• Cecil Wooldridge, Cattle

Bedford County
• Craig Coker, Bedford County Economic Development Authority
• Jerry Craig, Bedford County Planning Commission
• Rodney Dellis, Farm Credit
• Sam Gardner, Farm Bureau Young Farmers
• John Hicks, Bedford-Augusta Co-op
• Danny Johnson, Johnson’s Orchard
• W.P. Johnson, Bedford Agricultural Economic Development Advisory Board, Farm Bureau Young Farmers
• Todd Kready, Forestry
• Dorothy McIntyre, Forest Farmers Market
• Lucy Overstreet, Idlewild Farm
• Jeff Powers, Bedford Agricultural Economic Development Advisory Board
• Mark Reeter, Bedford County Administrator
• Barbara Rezzonico, Bedford School System
• Steve Wilkerson, Bedford County Board of Supervisors
• Sam Williams, Bedford Southern State

Campbell County
• Paul Anctil, Vineyard & Winery
• Walter Bass, Jr., Sod
• W B Bass. III, Sod
• Bryan Bennett, President Campbell County Farm Bureau
• James Bennett, Beef
• Kevin Dawson, Virginia Dept. of Forestry – Campbell County
• Carter Elliott, Dairy
• Charles Fariss, Beef
• Frank Goff, Goats and Small Ruminants
• Mark Gregory, Beef
• Mark Guthrie, Aquaculture – Prawns
• Charles Hogue, Beef
• H. B. Hunter, Goat and Dairy, President of Campbell County Leadership Extension Council
• Clint Jones, High School Ag Teacher
• George Jones, President Campbell County Cattlemen’s Association
• Shelia Jones, Dodds Farm Supply
• Roger Keesee, Beef
• Shelton Miles, Beef
• Betty Mitchell, Bartlett Milling
• Lawrence Narehood, Cider Apple Orchard Manager
• Matt Neighbors, Landscaping
• Roy Neighbors, Bartlett Milling
• Brad Phillips, Equipment – John Deere
• Chris Phillips, Equipment – John Deere
• Brandon Schmidt, Past President Campbell County Cattlemen’s Association
• Scott Tweedy, Grain Producer and Campbell County Economic Development Commission
• Don Yancey, Natural Resources Conservation Service, USDA – Campbell County
• Delvin Yoder, Dairy
• Lowell Yoder, Dairy

City of Lynchburg
• John Abel, Randolph College and Lynchburg Area Food Council
• Jason Fowler, Land and Table
• Urs Gabathuler, Main Street Eatery
• Donald Johns, Conner Produce Co.
• Kim Payne, Lynchburg City Manager
• Mike Russell, Department of Minority Business Enterprise – Lynchburg Office
• Steve Simpson, Lynchburg Health Department, Environmental Health Manager
• Meryl Smith, Lynchburg City Schools, Supervisor of School Nutrition
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Region 2000 Strategic Plan for the Agriculture and Forestry Economy | iv
How to Use this Plan

The intent of the Strategic Plan for the Agriculture and Forestry Economy in Virginia’s Region 2000 is to provide the Region 2000 community with a framework for action to promote regional growth in the agriculture and forestry industries. Formed as a collaborative entity linking economic development organizations and Virginia Cooperative Extension (VCE) offices across localities in Virginia’s Region 2000, the Strategic Plan Coordinating Team is charged with driving immediate actions outlined in the plan, tracking metrics to monitor progress, and determining continued actions working with local and regional partners.

The plan is structured around a Vision Statement and Guiding Principles that identify the intended overarching results of the plan for Virginia’s Region 2000. Within the plan, three goal areas have been defined:

- Goal #1: Coordinate Regional Marketing and Outreach
- Goal #2: Strengthen Resources for Producers
- Goal #3: Promote Career and Small Business Development Opportunities

Each goal is broken out into specific projects. The projects include defined actions separated by set time frames: Immediate (<year); Short-term (1-2 years); Mid-term (2-4 years); and Long-term (ongoing). For each immediate action, a responsible lead entity is identified along with key partners to support implementation of the action. For short-term, mid-term, and long-term actions, the Strategic Plan Coordinating Team will conduct an annual planning session to assign lead entity and partner responsibilities for the upcoming year.

For each project, the plan includes a list of applicable grant programs to obtain funding, outcome measures to monitor progress, and a best practices case study for reference. This information is intended to provide guidance to support the implementation of project actions.

The grant programs include federal, state, and foundation funding opportunities identified specifically with each project in mind. A more detailed description of each funding opportunity is included in Appendix B. Outcomes are performance measures used to monitor implementation and results related to the identified project. It is the responsibility of the lead agencies identified for each action item and the Strategic Plan Coordinating Team to collaborate and gather this information. The best practice case studies provide insight on where a particular program is successfully working in the Commonwealth of Virginia or in other locations throughout the United States. The lead agencies and the Strategic Plan Coordinating Team can reference them as they design and implement projects according to their respective action items.
VISION STATEMENT:
We recognize and promote the agriculture and forestry industries to strengthen regional economic development and future sustainability.

Guiding Principles:

- Leaders within economic development and the Virginia Cooperative Extension (VCE) collaborate to leverage resources and engage partners to actively target opportunities for business attraction and expansion.
- Elected officials and residents increasingly understand the significance of agriculture and forestry to the regional economy and value the preservation of its heritage.
- Locally grown foods are readily accessible and incorporated into local food systems.
- Forestry is a viable industry embracing the principles of sustainability and creates jobs in the region.
- Value-added agriculture increases profitability on farms, helps retain and attract young producers, and enhances regional identity.

Source: http://www.pubzi.com/paisaje~es"Jlw2Ywca96D.html

Region 2000 Strategic Plan for the Agriculture and Forestry Economy | 2
Introduction: The Impact

Virginia’s Region 2000 Partnership ("Region 2000") is a network of organizations focused on providing regional leadership in the 2,000 square miles including Amherst County, Appomattox County, Bedford County, Campbell County, and the City of Lynchburg. Areas of focus include economic development, workforce development, technology, and community development. Region 2000’s Local Government Council is specifically tasked with addressing challenges and opportunities on a regional basis that can collectively strengthen localized responses. Region 2000 is fortunate to have a diversified economy with primary industry clusters in wireless technology, manufacturing automation, nuclear energy, plastics, pharmaceuticals, and health care. Additionally, the region has a number of colleges and universities which provide employment and attract students from throughout the United States to the region. Through this plan, the Local Government Council has prioritized agriculture and forestry as industries with potential and opportunity to promote economic development.

Agriculture has a direct economic impact of over $1.46 billion in Region 2000 with 5,227 jobs. Forestry has an $806.1 million direct economic impact with 2,560 jobs. Direct economic impact consists of the addition of economic activity or expenditure into the region such as sales of agriculture and forestry-related industries in Virginia’s Region 2000. The total impact includes the direct economic impact as well as the indirect and induced impacts. Indirect impacts are dollars re-spent in the region on supplies and services. For example, producers spend a portion of their sales revenue to purchase seeds, fertilizer, utilities and insurance from companies in the region. These companies utilize their sales revenues to purchase supplies and services from other firms which leads to spending through multiple rounds of inter-industry purchases to calculate the indirect impact. The induced impact is based on spending of households. For example, an agriculture business pays wages to its employees. These employees then purchase goods and services from regional firms who then receive a portion of their labor and material inputs. The sum of these purchases is used to calculate the induced impact.

**VIRGINIA’S REGION 2000 – STRATEGIC PLAN FOR THE AGRICULTURE AND FORESTRY ECONOMY**

**Guiding Principles:**
- Leaders within economic development and the Virginia Cooperative Extension (VCE) collaborate to leverage resources and engage partners to actively target opportunities for business attraction and expansion.
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**Vision:**
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• Project 1.4 Work with existing convenience stores in the City of Lynchburg to improve access to fresh and healthy produce |
| **#2 Strengthen Resources for Producers** | • Project 2.1 Complete a regional food hub feasibility study  
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| **#3 Promote Career and Small Business Development Opportunities** | • Project 3.1 Convene meetings to connect producers with food service professionals and other larger buyers interested in making local food purchases  
• Project 3.2 Coordinate agriculture and forestry career awareness activities for high school and colleges students in Region 2000  
• Project 3.3 Develop a regional young farmers institute to provide ongoing workshops and technical assistance |
GOAL #1
Coordinate Regional Marketing and Outreach

Project 1.1 Develop a regional agriculture and forestry website

The first priority identified by the Strategic Plan Coordinating Team is to promote awareness of agriculture and forestry industries and associated regional assets available to support continued and future growth. It is a story that has not been effectively told. Currently, the localities in Virginia’s Region 2000 do not have a region-specific website that provides information about the agriculture and forestry industries. The creation of a website will help strengthen awareness about the industries with a centralized source for information. Potential functions of the website include:

- Providing information on educational workshops related to agriculture and forestry offered by the Virginia Cooperative Extension (VCE) and other organizations/agencies.
- Listing upcoming United States Department of Agriculture (USDA) grant opportunities and applicable grant opportunities from public and foundation sources.
- Incorporating a digital asset map that plots location of producers, technical assistance resources, education and training providers, and other resource suppliers.
- Listing of regional producers, types of products available, and seasonal availability.
- Promoting agri-tourism and upcoming events.
- Offering a message board to post discussion topics and employment opportunities.
- Providing links to existing local economic development organizations and VCE Office websites.

Within Virginia’s Region 2000, Bedford County has the Bedford Grown website that can serve as a local model to review and build upon (see link: http://www.bedfordgrown.com/). Bedford Grown is a branding campaign for consumers, retailers, wholesalers, farmers markets, and restaurants to promote locally grown produce and goods. The initiative is a collaboration between the Bedford County Office of Economic Development, the Bedford County Agricultural Economic Development Board, and the VCE Bedford County Office.

Note – Defined short-term and long-term actions will be reviewed and revised during an annual planning session of the Strategic Plan Coordinating Team. At this time, lead and partner responsibilities will be assigned.

<table>
<thead>
<tr>
<th>Immediate Actions (&lt; year)</th>
<th>Responsible:</th>
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<tbody>
<tr>
<td><strong>1.1.1</strong> Incorporate the digital asset map into the websites of the following organizations: Virginia’s Region 2000, local economic development organizations, and local VCE websites (see Appendix H for directions).</td>
<td>Lead: Virginia’s Region 2000 Partners: Strategic Plan Coordinating Team</td>
</tr>
</tbody>
</table>
### Immediate Actions (< year) continued

<table>
<thead>
<tr>
<th>1.1.2</th>
<th>Review current outreach activities to share information on events, workshops, and funding opportunities – share information between local VCE Offices.</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Responsible:</strong></td>
<td>Lead: Local VCE Offices  Partners: Strategic Plan Coordinating Team</td>
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</table>

### Short-Term Actions (1-2 years)

<table>
<thead>
<tr>
<th>1.1.3</th>
<th>Develop grant application and apply for Virginia Department of Agriculture and Consumer Services (VDACS), Virginia Tourism Commission (VTC), and other applicable grants to fund a regional website focused on agriculture and forestry.</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Responsible:</strong></td>
<td>Lead: To Be Determined (TBD)  Partners: TBD</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>1.1.4</th>
<th>Once funding is received, identify a local partner to design website and create regional brand for agriculture and forestry.</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Responsible:</strong></td>
<td>Lead: TBD  Partners: TBD</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>1.1.5</th>
<th>Gather information from producers, VCE, economic development, etc. to populate the regional website.</th>
</tr>
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<tbody>
<tr>
<td><strong>Responsible:</strong></td>
<td>Lead: TBD  Partners: TBD</td>
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<tr>
<th>1.1.6</th>
<th>Launch regional website.</th>
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<tr>
<td><strong>Responsible:</strong></td>
<td>Lead: TBD  Partners: TBD</td>
</tr>
</tbody>
</table>

### Long-Term Actions (On-going)

<table>
<thead>
<tr>
<th>1.1.7</th>
<th>Work with local VCE Offices and Economic Development Organizations to coordinate distribution of information and making updates to the website.</th>
</tr>
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<tbody>
<tr>
<td><strong>Responsible:</strong></td>
<td>Lead: TBD  Partners: TBD</td>
</tr>
</tbody>
</table>

### Funding Opportunities

- [Virginia Department of Agriculture and Consumer Services (VDACS) Agriculture and Forestry Industries Development (AFID) Fund](#)
- [Virginia Tourism Corporation (VTC) Marketing Leverage Program](#)
- [USDA Farmers Market and Local Foods Promotion Program](#)
Outcome Measures

*Note – The Strategic Plan Coordinating Team will update and refine the outcome measures each year during the annual planning session based on defined actions and assigned responsibilities.*

- Number of ag-related events including workshops, training sessions, and presentations
- Participation in events (number of attendees – growth/decline)
- Number of hits to the regional website

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Best Practice | Central Shenandoah Planning District Commission (CSPDC) – Fields of Gold

*Fields of Gold* is a regional agri-tourism program managed by the CSPDC designed to collectively market and promote the Shenandoah Valley’s agri-tourism sites and activities. The goal is to create a coordinated tourism experience for the traveling public and to brand the region as an agri-tourism destination. Localities in the Fields of Gold region include Augusta County, Bath County, Botetourt County, Highland County, Page County, Rockbridge County, Rockingham County, Shenandoah County, City of Buena Vista, City of Harrisonburg, City of Lexington, City of Staunton, and City of Waynesboro.

After completing a regional planning process in 2012-13, funded by the Department of Housing and Community Development (DHCD), CSPDC was able to receive significant support and buy-in from member localities for the program. In 2013, they were awarded an AFID grant to develop and market a robust website that will include an interactive map of agri-tourism sites, an events calendar and farm-to-restaurant guide. The marketing and build-out of the website were identified as key deliverables in their strategic marketing plan.

*Source:*
- CSPDC Fields of Gold [http://www.cspdc.org/fieldsofgold/fieldsofgold.htm](http://www.cspdc.org/fieldsofgold/fieldsofgold.htm)
Project 1.2 Prepare and update regional and local data profiles of the agriculture and forestry industries

Regional residents see farmlands, grasslands, and forested areas in their communities and on their daily commutes. While agrarian land is part of the landscape, its simple existence does not translate well into demonstrating how it is an integral component of the local and regional economy. Agriculture has a total economic impact of $1.46 billion on Region 2000 with over 5,200 jobs. Forestry has an $806.1 million total economic impact with over 2,560 jobs. Region 2000 is home to nearly 3,000 farms, averaging 186 acres in size. Economic development leaders and Virginia Cooperative Extension (VCE) agents need clearer profiles of the economic and employment data for the agriculture and forestry industries in order to maximize the effectiveness of outreach efforts and to elevate the importance of these industries in the minds of elected officials and regional residents. The development of local and regional data profiles allows data to be presented in a summary format for use in presentation and incorporation into websites for economic development and agriculture/forestry awareness efforts. To begin these efforts, regional and local data profiles are provided in Appendix G: Data Snapshots.

Note – Defined short-term and long-term actions will be reviewed and revised during an annual planning session of the Strategic Plan Coordinating Team. At this time, lead and partner responsibilities will be assigned.

<table>
<thead>
<tr>
<th>Immediate Actions (&lt; year)</th>
<th>Responsible</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.2.1 Incorporate local data profiles (see Appendix G) into existing local economic development websites, Virginia’s Region 2000 website, and local VCE office websites.</td>
<td>Lead: Virginia’s Region 2000 Partnership: Strategic Plan Coordinating Team</td>
</tr>
<tr>
<td>1.2.2 Distribute and present information to local Board of Supervisors and Economic Development Organization Boards.</td>
<td>Lead: Region 2000 Partnership: Strategic Plan Coordinating Team</td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>Long-Term Actions (On-going)</th>
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<tbody>
<tr>
<td>1.2.3 Update data annually to maintain up-to-date information.</td>
<td>Lead: TBD Partnership: TBD</td>
</tr>
</tbody>
</table>

Funding Opportunities

- Virginia Department of Agriculture and Consumer Services (VDACS) Agriculture and Forestry Industries Development (AFID) Fund

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4 USDA Census 2012, Table 1: [http://www.agcensus.usda.gov/Publications/2012/Full_Report/Volume_1_Chapter_2_County_Level/Virginia/](http://www.agcensus.usda.gov/Publications/2012/Full_Report/Volume_1_Chapter_2_County_Level/Virginia/)
Virginia Tourism Corporation (VTC) Marketing Leverage Program

Outcome Measures

Note – The Strategic Plan Coordinating Team will update and refine the outcome measures each year during the annual planning session based on defined actions and assigned responsibilities.

- Percentage of local Board of Supervisors that are briefed on agriculture and forestry industry
- Website traffic to VCE local websites
- Number of requests to economic development organizations for agriculture and forestry data

Best Practice | Jefferson County Agriculture Development Council (NY)

In Upstate New York, the Jefferson County Local Development Corporation worked with the Jefferson County Board of Legislators to form the Jefferson County Agriculture Development Council. The organization focuses on raising awareness about agriculture in the County and has established a website called www.comefarmwithus.com. Through the efforts, the County is accomplishing the following:

- Established a Jefferson County agricultural website.
- Advertising the quality of our natural and man-made resource and infrastructure base to attract new investment into the County’s agricultural sector.
- Identified an agricultural point person to provide leadership and act as a spokesman for agricultural issues in Jefferson County.
- Make better use of the news media to inform the public on agricultural issues.
- Give agriculture a focus among government, the Jefferson County Local Development Corporation, and other agencies.
- Develop new agricultural products and markets for Jefferson County farmers.
- Establish a local development corporation for agriculture.
- Finding better ways to increase positive media coverage of agriculture in the County.

Source:
- Jefferson County Agriculture Development Council www.comefarmwithus.com
**Project 1.3 Promote locally grown foods working with producers, local governments, community organizations, school districts, and farmers markets**

Many areas within Region 2000 have begun to embrace the economic opportunities offered by expanding the role of locally grown and marketed food and other agricultural products. There are organized farmers markets in the region’s localities as well as community supported agriculture (CSA) operations. The VCE has estimated that a $1.65 billion annual economic benefit would be realized if each Virginia household would repurpose only $10 of its weekly food expenditure to foods and drinks produced locally.

According to the USDA Farm to School Census, an estimated 2.6% of all food purchased by public schools in Virginia’s Region 2000 are from local sources, a small percentage that could grow with a better understanding of how to access locally grown foods.

Consumers are extremely interested in local food. A 2013 national survey found that 66% of respondents embrace local food options because they believe it helps local economics and 70% were willing to pay more for local food. Almost 30% of respondents indicated that they would consider purchasing food elsewhere if their preferred local store did not carry local foods. Better awareness about locally grown products helps consumers understand where they are available and benefits local producers by providing them with access to additional buyers.

**Note – Defined short-term and long-term actions will be reviewed and revised during an annual planning session of the Strategic Plan Coordinating Team. At this time, lead and partner responsibilities will be assigned.**

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<thead>
<tr>
<th>Immediate Actions (&lt; year)</th>
<th>Responsible:</th>
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</thead>
<tbody>
<tr>
<td>1.3.1 Hold meetings with producers to raise awareness about opportunities to market locally grown products.</td>
<td>Lead: Local VCE Offices  Partners: Local Economic Development Organizations; Local Ag-Related Organizations</td>
</tr>
</tbody>
</table>

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<thead>
<tr>
<th>Short-Term Actions (1-2 years)</th>
<th>Responsible:</th>
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<tbody>
<tr>
<td>1.3.2 Reach out directly to school districts to involve in the discussion by sharing a listing of available locally grown foods; coordinate with Project 3.1.</td>
<td>Lead: TBD  Partners: TBD</td>
</tr>
<tr>
<td>1.3.3 Explore development of farmers markets, CSAs and direct to consumer selling in Virginia’s Region 2000.</td>
<td>Lead: TBD  Partners: TBD</td>
</tr>
</tbody>
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6 Buying into the Local Food Movement January 2013: [http://www.atkearney.com/paper/-/asset_publisher/dVxv4Hz2h8b5/content/buying-into-the-local-food-movement/10192](http://www.atkearney.com/paper/-/asset_publisher/dVxv4Hz2h8b5/content/buying-into-the-local-food-movement/10192)
Mid-Term Actions (2-4 Years)

| 1.3.4 | Continue seeking grant funding for specific initiatives that arise based on continued monitoring of producer capacity and market need. | Responsible: Lead: TBD Partners: TBD |

Long-Term Actions (On-going)

| 1.3.5 | Building awareness about local food available to consumer and growing opportunities for ag producers; create collaboration building events/campaigns. | Responsible: Lead: TBD Partners: TBD |

Funding Opportunities

- USDA Specialty Crop Block Grants
- USDA Farm to School Grants
- USDA Value-Added Producer Grants
- Centra Health Foundation

Outcome Measures

*Note – The Strategic Plan Coordinating Team will update and refine the outcome measures each year during the annual planning session based on defined actions and assigned responsibilities.*

- Annual farmers market attendance by locality; year-over-year growth/decrease in farmers markets attendance
- Number of new vendors participating in farmers markets by locality
- Number of new products offered at farmers markets by locality
- Number of calls to Local VCE Offices focused on direct marketing assistance
- Attendance at VCE workshops and presentations focused on direct marketing assistance
- Annual percentage of local produce, meat, and value-added agriculture purchased through public school systems, colleges and universities in the region
Best Practice | Sustain Floyd

Created in 2009, SustainFloyd is a 501(c)(3) non-profit organization that assists the community of Floyd County, Virginia in sustainable, local growth. The organization’s vision is a mix of the past and the future. They work to develop new ideas that will support the next generation of their rural community, while preserving local traditions and history.

Led by a 13-member board and 3-member staff, they have created a virtual hub (sustainfloyd.org) and coordinated activities related to sustainability in Floyd County (located 40 miles southwest of Roanoke) with a focus on food, the arts, education, and energy. They organize a Farmers Market which starts at the end of May each year. It is equipped to process SNAP benefits (formerly known as food stamps). Certain vendors at the farmers market allow individuals and families to double the amount of food they purchase with their SNAP benefit.

SustainFloyd has formed a Farm to School Working Group in close partnership with Floyd County Schools, county farmers and a series of groups including New River Valley Community Services, Plenty! (a community organization focused on providing access to fresh healthy food in Floyd County), Virginia Cooperative Extension, and the School Health Advisory Board. In Fall 2013, they began delivering potatoes once a month to all five county schools (including the high school), apples twice a month to all five schools and lettuce twice a month to the four elementary schools.

In November 2013, the USDA awarded a Farm to School grant to SustainFloyd and the Floyd Farm to School Working Group. The grant will cover the salary of a full-time Farm to School Coordinator to work with local producers, new kitchen equipment for school cafeterias, educational and field trip expenses, and a career & technical program for Floyd County High School’s agriculture class who will use a hydroponic system to grow fresh produce year-round. The goal of the program is to have Floyd County farmers supply a minimum of 20-40% of food served in school cafeterias to generate revenue for farmers and ensure fresh, healthy food for students.

Sources:
- SustainFloyd [http://sustainfloyd.org/](http://sustainfloyd.org/)
- SustainFloyd Farm to School Program [http://sustainfloyd.org/agriculture/farm-to-school/](http://sustainfloyd.org/agriculture/farm-to-school/)
Project 1.4 Work with existing convenience stores in the City of Lynchburg to improve access to fresh and healthy produce

An estimated 26.4% of City of Lynchburg residents live in food deserts. The USDA defines food deserts as areas where people cannot access affordable and nutritious food. They are usually found in impoverished areas lacking grocery stores, farmers markets, and healthy food providers. City residents without reliable personal transportation and those reliant on public transportation do not have easy access to grocery stores. While there are a number of convenience stores located in the City, not all stock fresh produce. One solution is to target existing stores and provide assistance for them to offer local produce in their stores.

There are already a number of programs in Lynchburg that are working to address food deserts. Lynchburg Grows is an urban farm with nine greenhouses growing roses and fresh vegetables while providing vocational training for disabled and low-income residents. They operate a Community Supported Agriculture (CSA) program where buying a share allows participants to receive a basket of in-season produce weekly from May through October. The Lynchburg Community Market offers locally produced fruit, vegetables, meat, and cheeses for sale through a Farmers Market held year round every Wednesday and Saturday in Downtown Lynchburg. Select vendors accept benefits from the federally funded Supplemental Nutrition Assistance Program (SNAP), formerly known as the Food Stamp program that provides financial assistance to eligible low-income individuals and families. A targeted initiative offering fresh produce in convenience stores will build upon these activities and provide another avenue to address food deserts and promote healthier eating in Lynchburg.

Note – Defined short-term and long-term actions will be reviewed and revised during an annual planning session of the Strategic Plan Coordinating Team. At this time, lead and partner responsibilities will be assigned.

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<thead>
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</table>
| **1.4.1** Reengage owners of local convenience stores to discuss the concept and interest. | **Lead:** Lynchburg Area Food Council  
**Partners:** TBD |  |
| **1.4.2** Host callout event for the initiative with attendance by interested producers, convenience stores, and supporting organizations to gather input for designing the program. | **Lead:** Lynchburg Area Food Council  
**Partners:** TBD |  |

<table>
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<tr>
<th>Short-Term Actions (1-2 years)</th>
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</table>
| **1.4.3** Design program with identified technical assistance, application process, and outreach materials | **Lead:** TBD  
**Partners:** TBD |  |

*Food Desert in Virginia. Recommendations from the Food Desert Task Force January 2014:  
http://agriculture.vsu.edu/special-programs/food-desert-study.php*
1.4.4  Prepare grant application to submit to regional foundation(s) and federal agencies for financial support.  
**Responsible:**  
- **Lead:** TBD  
- **Partners:** TBD

1.4.5  Submit funding applications to foundations and federal agencies for financial support.  
**Responsible:**  
- **Lead:** TBD  
- **Partners:** TBD

**Mid-Term Actions (2-4 Years)**

1.4.6  Launch Healthy Corner Store program with convenience stores in Lynchburg.  
**Responsible:**  
- **Lead:** TBD  
- **Partners:** TBD

**Long-Term Actions (On-going)**

1.4.7  Provide ongoing assistance, hold regular meetings with convenience store owners.  
**Responsible:**  
- **Lead:** TBD  
- **Partners:** TBD

**Funding Opportunities**

- [Centra Health Foundation Community Initiative Fund](#)  
- [Center for Disease Control (CDC) Healthy Communities Program](#)

**Outcome Measures**

*Note – The Strategic Plan Coordinating Team will update and refine the outcome measures each year during the annual planning session based on defined actions and assigned responsibilities.*

- ✓ Number of convenience stores participating in the program  
- ✓ Number of local producers providing fresh produce to participating convenience stores  
- ✓ Annual dollar amount of fresh produce purchased at participating convenience stores
Best Practice | Louisville Healthy in a Hurry Corner Stores (KY)

The YMCA of Greater Louisville, the Louisville Department of Public Health and Wellness, and the Center for Health Equity work collaboratively on Louisville’s Healthy In A Hurry Corner Store initiative. They leveraged CDC grant funding and private donations to provide store owners in two neighborhoods located in “food deserts” with refrigeration, signage, marketing, start-up inventory, and ongoing technical assistance. As a result of this initiative, store owners are able to renovate their facilities to make them more attractive and easier to sell fresh produce. Customers see a Healthy in a Hurry sign displayed on the outside of the convenience store and know fresh fruits and vegetables are available at the store. The initiative has led store owners to hire community members in the neighborhood to assist with produce management. Additionally, relationships have formed between stores and neighborhood schools.

Sources:
- Healthy Kids Healthy Communities – Healthy Corner Store Case Studies
  [http://www.healthykidshealthycommunities.org/node/675](http://www.healthykidshealthycommunities.org/node/675)
- Healthy in a Hurry Corner Stores – YMCA Louisville
GOAL #2
Strengthen Resources for Producers

Project 2.1 Complete a regional food hub feasibility study

Trends in small farming show regular growth in the number of new farmers. However, most of these new farmers will be operating farms less than 200 acres in size. Further, the trend continues to show that barriers for entry into larger-sized operations are high while more accessible new farming options exist for producers starting small, niched farming ventures. Simultaneously, urban and rural communities are grappling with the issue of food deserts – areas where access to healthy, affordable food is limited by high poverty rates, lack of transportation, and no full-service grocery stores. At the intersection of these two issues comes the concept of a food hub – a facility that manages the aggregation, storage, distribution, and marketing of locally grown foods. An examination of the feasibility of a food hub for Virginia’s Region 2000 will determine if it is a viable enterprise to implement.

*Note – Defined short-term and long-term actions will be reviewed and revised during an annual planning session of the Strategic Plan Coordinating Team. At this time, lead and partner responsibilities will be assigned.*

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<tbody>
<tr>
<td>2.1.1 Organize a Food Hub Planning Committee to discuss feasibility and design of a food hub concept in Virginia’s Region 2000.</td>
<td>Lead: City of Lynchburg VCE Office Partners: Centra Health</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Short-Term Actions (1-2 years)</th>
<th>Responsible</th>
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</thead>
<tbody>
<tr>
<td>2.1.2 Apply for funding for a food hub feasibility study.</td>
<td>Lead: TBD Partners: TBD</td>
</tr>
<tr>
<td>2.1.3 Receive funding and complete the feasibility study of regional food hubs.</td>
<td>Lead: TBD Partners: TBD</td>
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<tr>
<th>Mid-Term Actions (2-4 Years)</th>
<th>Responsible</th>
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</thead>
<tbody>
<tr>
<td>2.1.4 Begin food hubs, as feasible. This includes implementation of models such as online hubs and pick up/drop off sites.</td>
<td>Lead: TBD Partners: TBD</td>
</tr>
<tr>
<td>2.1.5 Grow awareness and participation in food hubs in diverse markets throughout Virginia’s Region 2000 such as local school systems, within the City of Lynchburg and rural communities.</td>
<td>Lead: TBD Partners: TBD</td>
</tr>
</tbody>
</table>
Funding Opportunities

- USDA Value-Added Producer Grants
- USDA REAP Grants, B and I Loans
- USDA Specialty Crop Block Grants
- Virginia Department of Agriculture and Consumer Services (VDACS) Agriculture and Forestry Industries Development (AFID) Fund
- The Virginia Tobacco Indemnification and Community Revitalization Commission Competitive Education Grant Program

Outcome Measures

*Note – The Strategic Plan Coordinating Team will update and refine the outcome measures each year during the annual planning session based on defined actions and assigned responsibilities.*

- Number of food hubs in Virginia’s Region 2000
- Number of pick up/drop off sites for local food distribution to consumers by 2016

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Best Practice | Hoosier Harvest Market Feasibility Study

In 2012, a food hub feasibility study was completed for Central Indiana, resulting in the creation of the Hoosier Harvest Market. It was formed as a collaboration between the Purdue Cooperative Extension Service (CES) and a local organization called the Harvest Council in Greenfield, Indiana. The concept of expanding regional marketing opportunities for farmers and offering more choices in locally grown food for consumers was first explored following CES winning a USDA Specialty Crop Block Grant. A business planning process was completed with engagement of an affiliated group of volunteers and members of the existing Harvest Council. From the plan, it was determined that a food hub, the Hoosier Harvest Market, would be organized and be an online marketplace where consumers could order directly from individual producers that participated in the market and then pick up their product weekly at set delivery and pick-up points.

In addition to the study and business plan, members of the Hoosier Harvest Market have attended conventions of the National Good Food Network (www.ngfn.org) to continue learning more about formal food hub organization and networking within the industry each year.

*Sources:*

- Hoosier Harvest Market: [www.hoosierharvestmarket.com](http://www.hoosierharvestmarket.com)
### Project 2.2 Coordinate with county cattlemen’s associations to discuss direct marketing opportunities within and outside of the region

Virginia’s Region 2000 encompasses a strong livestock presence with a high concentration of cow/calf and other cattle producers. Across Region 2000, cattle and calf production generated more than $41 million in sales in 2012.\(^8\) Cattle production is well suited to the region’s topography and climate providing new opportunities for cattle producers to grow and maintain their operations.

The Region currently has access to a small variety of meat processing facilities for various livestock including swine, sheep, cattle, and goats. However, as more producers examine expanding their direct to consumer offerings in meats, the current processing capacity will be strained or potentially inadequate.

Further, demand is such that producers need access to processors that better understand their needs and have more available hours to process, age, and package meats than are currently offered. Finally, getting animals to a processor can be a logistical and costly challenge for some livestock producers creating a barrier to expanding operations. The prospect of a mobile slaughterhouse that can provide USDA certified meat is a possible solution to these challenges of cost and accessibility.

In 2010, *Rural Cooperatives*, an official publication of the USDA, released statistical examples of the costs associated with mobile slaughterhouse units. The article noted the following:

> “Per producer, at a cost of $103 average, 10 head of beef cattle could be processed daily, at $37 each, 40 sheep could be processed and at a cost of $53 each, 24 hogs. This cost is up to 20 to 30 percent less per head than many local ‘bricks and mortar’ processors.”\(^9\)

To support the discussion above, actions for this goal include investigating the feasibility of expanding meat processing capability, including mobile processing and the exploration of a meat marketing cooperative.

*Note – Defined short-term and long-term actions will be reviewed and revised during an annual planning session of the Strategic Plan Coordinating Team. At this time, lead and partner responsibilities will be assigned.*

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</table>
| **2.2.1** Convene meetings and organizational call-outs to involve producers in the process. | **Lead:** Local VCE Offices; County Cattlemen’s Associations  
**Partners:** County Farm Bureaus |
| **2.2.2** Create simple survey and poll (by county) livestock producers and existing processors to | **Lead:** Local VCE Offices  
**Partners:** County Cattlemen’s Associations |

\(^8\) USDA Census 2012, Table 1:  
[http://www.agcensus.usda.gov/Publications/2012/Full_Report/Volume_1_,_Chapter_2_County_Level/Virginia/](http://www.agcensus.usda.gov/Publications/2012/Full_Report/Volume_1_,_Chapter_2_County_Level/Virginia/)

\(^9\) Thompson, Steven. “Going Mobile.” *Rural Cooperatives* November/December 2010:  
gauge interest in increasing capacity/convenience of species-specific meat processing.

### Short-Term Actions (1-2 years)

| 2.2.3 | Apply for grant funding to conduct a feasibility study for meat processing expansion and/or meat cooperative development. | **Responsible:** Lead: TBD Partners: TBD |
| 2.2.4 | Business planning and organizing of producer groups and individual farmers for branding and awareness building about locally raised meats. | **Responsible:** Lead: TBD Partners: TBD |

### Mid-Term Actions (2-4 Years)

| 2.2.5 | To help expand locations where locally raised meats are sold, find/curate an ‘on the ground team’ to devise promotions, raise awareness and build messaging. | **Responsible:** Lead: TBD Partners: TBD |
| 2.2.6 | Facilitate formation of a regional-raised meats brand and marketing materials. | **Responsible:** Lead: TBD Partners: TBD |
| 2.2.7 | Implement possible construction of new sites and/or updates to existing facilities per study results of the study. | **Responsible:** Lead: TBD Partners: TBD |

### Long-Term Actions (On-going)

| 2.2.8 | Continually seek additional funding options for expansion and building awareness. | **Responsible:** Lead: TBD Partners: TBD |
| 2.2.9 | Work to encourage ongoing adoption of new strategies, attend industry-wide events to remain current in other marketing trends in livestock production and marketing. | **Responsible:** Lead: TBD Partners: TBD |

### Funding Opportunities

- USDA Value-Added Producers Grants
- USDA Rural Energy for America Program (REAP Grants)
- USDA Business and Industry (B and I) Loans
- USDA Agriculture and Food Research Initiative (AFRI) Grants
- USDA Sustainable Ag Research and Education Grants (SARE)
- USDA Rural Business Enterprise
- Rural Business Opportunity Grants
- USDA Rural Utility service grants such as REDLG (Rural Economic Development Loans and Grants)
- USDA Cooperative Market Development Grants
- Virginia Department of Agriculture and Consumer Services (VDACS) Agriculture and Forestry Industries Development (AFID) Fund
- The Virginia Tobacco Indemnification and Community Revitalization Commission Competitive Education Grant Program

Outcome Measures

*Note – The Strategic Plan Coordinating Team will update and refine the outcome measures each year during the annual planning session based on defined actions and assigned responsibilities.*

- Annual number of new producers raising meats for retail sale
- At least one or more county-based groups are coordinated specifically around new direct marketing options for meat producers by year end 2015
- Funding for a feasibility study or business plan is applied for and obtained by end of 2015
- Business plans and structures are explored and a new marketing opportunity emerges by end of 2016
- Region 2000 becomes an example of a best practice for expanded meat marketing opportunities for farmers, including new and young producers

**Best Practice | Shenandoah Valley Beef Cooperative (VA)**

The farming partners of the Shenandoah Valley Beef Cooperative are committed to providing customers with beef that is locally raised, environmentally friendly, and humanely produced.

The cooperative consists of twelve farmers located primarily in Virginia’s Rockingham County. Collectively, the group markets about 25 head of cattle per month into local markets. They use a common brand and marketing approach to provide their beef to wholesalers and retailers in the Shenandoah Valley and greater Washington D.C. area. Due to their efforts at building a distribution network, a number of Virginia and Washington, D.C.-area restaurants feature their beef.

**Source:**
Island Grown Farmers Cooperative (IGFC) provides a USDA-inspected mobile animal slaughter service to members and non-members in San Juan, Whatcom, Skagit, Island, and Snohomish counties in Washington State. The facility is also WSDA/USDA Certified Organic. Other services include a small retail outlet open on Fridays and Saturdays where many co-op members sell their product. Additionally, at a facility in Bow, Washington, IGFC provides services for cutting and wrapping, fresh and frozen storage, and some retail sales. IGFC specializes in grass fed beef, pork, lamb, and goat.

The organization is structured as a member-owned producer cooperative and it is led by an elected board from the membership. Currently the co-op has a closed membership of approximately 42 farms. The co-op employs a general manager and small project team that oversees the operations of the organization.

Sources:
GOAL #3
Promote Career and Small Business Development Opportunities

Project 3.1 Convene meetings to connect producers with food service professionals and other larger buyers interested in making local food purchases

Discussions in local input sessions and one-on-one interviews indicated interest from large institutional buyers to have a better mechanism in place to learn about locally grown products, understand what they purchase, the quantity available, and when it can be delivered or picked up. Currently, some local school systems are making local produce purchases. According to the USDA Farm to School Census, Amherst County Public Schools spent 5% of their food budget on local purchases of products including apples, sweet potatoes, romaine lettuce, and spinach that were grown locally.\(^\text{10}\) Centra Health maintains an on-site vegetable garden and estimates two-thirds of their produce purchases from June through August are made through local producers.

A coordinated approach to connect these larger buyers with local producers is not available at a regional scale. Local VCE offices – along with the Strategic Plan Coordinating Team provide an entity that can coordinate initial regional discussions between producers and buyers to determine effective tools and activities to increase purchases of locally grown products. As an example, a regional farm tour for food services professionals and other institutional buyers could be developed to improve knowledge of available products and boost sales for regional producers.

Note – Defined short-term and long-term actions will be reviewed and revised during an annual planning session of the Strategic Plan Coordinating Team. At this time, lead and partner responsibilities will be assigned.

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<tr>
<td>3.1.1 Coordinate meetings with school system food services professionals, producers, large buyers and other organizations to discuss ways to increase purchases of locally grown products.</td>
<td>Lead: Local VCE Offices</td>
</tr>
</tbody>
</table>

\(^\text{10}\) USDA Farm to School Census – Amherst County Public Schools (VA) Responses
http://www.fns.usda.gov/farmtoschool/census/#/district/va/5100210
Short-Term Actions (1-2 years)

3.1.2 Determine priority activities and prepare proposal to apply for grant funding from various sources (e.g. USDA Farm to School program planning grant, Centra Health Foundation, Virginia Farm Bureau, etc.).

**Responsible:**
- **Lead:** TBD
- **Partners:** TBD

3.1.3 Investigate the concept of a Regional Farm Tour; work with producers to gather their buy-in and create parameters for each on-site visit.

**Responsible:**
- **Lead:** TBD
- **Partners:** TBD

Long-Term Actions (On-going)

3.1.4 Offer an annual calendar of events linking buyers and producers.

**Responsible:**
- **Lead:** TBD
- **Partners:** TBD

3.1.5 Work to increase participation from other large purchasers including nursing homes, colleges, universities, and restaurants.

**Responsible:**
- **Lead:** TBD
- **Partners:** TBD

Funding Opportunities

- **USDA Farm to School Grants**
- **USDA Beginning Farmers and Ranchers Development Program**
- **USDA DLT Grants**
- **Centra Health Foundation**
- **Virginia Department of Agriculture and Consumer Services (VDACS) Agriculture and Forestry Industries Development (AFID) Fund**
- **The Virginia Tobacco Indemnification and Community Revitalization Commission Competitive Education Grant Program**

Outcome Measures

*Note – The Strategic Plan Coordinating Team will update and refine the outcome measures each year during the annual planning session based on defined actions and assigned responsibilities.*

- Percentage of school district food purchased locally
- Number of producers hosting food services professionals/institutional buyers
Best Practice | VDACS Taking Root Farm Tours (VA)

From May through June 2013, farms and agribusinesses throughout Virginia opened their operations to teachers and food service professionals. Tours provided them an opportunity to learn about Virginia grown products, production practices and the opportunity to source more fresh Virginia Grown Products on school menus. The motivation for setting up the Taking Roots Farm Tours was a 2010 statewide assessment of the Virginia Farm to School program completed by Virginia Tech. It surveyed local school nutrition directors and found that 75% of respondents were interested in connecting with local farmers.

Focused directly on school district nutrition directors, the Taking Root Farm Tours allowed participants a chance to tour farms and distribution centers throughout the Commonwealth. A total of 20 school districts registered for the tours. Additionally, representatives from area/regional hospitals, community health and wellness organizations and Virginia Cooperative Extension participated in the tours.

Sites visited included Johnson’s Orchard in Bedford, Pickett’s Harbor Farm in Cape Charles, Public House Produce in Luray, Windmill Produce Farm in Powhatan, Cullipher Farm Market in Virginia Beach, Homestead Creamery in Wirtz, Arcadia Center for Sustainable Food and Agriculture in Alexandria, Agriberry in Studley, and the Local Food Hub in Charlottesville.

Sources:
- VDACS Taking Root Farm Tour http://www.vdacs.virginia.gov/marketing/farm-tours.shtml
- Farm Tour Visits Creamery http://www.lancasterfarming.com/Farm-Tour-Visits-Creamery
**Project 3.2 Coordinate agriculture and forestry career awareness activities for high school and college students in Region 2000**

A collaborative approach for career awareness in agriculture and forestry can strengthen knowledge of the industries and encourage high school and college students to pursue education and training programs to prepare themselves for future job opportunities. There is interest between producers and educators (K-12 and postsecondary) to provide students work-based learning experiences in agriculture and forestry. Currently, there is not a dedicated regional resource available to connect students and producers/employers. Through the creation of a regional website about the agriculture and forestry industries in Project 1.1, the functionality exists for employers and producers to post work-based learning opportunities such as internships and student co-op positions as well as interest in hosting student field trips and participating in classroom and on-campus presentations. High school and college students can apply for work-based learning opportunities. Educators can promote the resource to their students and work to incorporate producers and employers into their coursework to promote regional agriculture and forestry career opportunities.

*Note – Defined short-term and long-term actions will be reviewed and revised during an annual planning session of the Strategic Plan Coordinating Team. At this time, lead and partner responsibilities will be assigned.*

### Immediate Actions (< year)

| 3.2.1 | Facilitate meetings with regional school systems and colleges and universities located in Virginia’s Region 2000 to discuss ways to strengthen agriculture and forestry career awareness activities. | **Responsible:**
|       |                                                                                     | Lead: Local VCE Offices  
|       |                                                                                     | Partners: Local Economic Development Organizations |

### Short-Term Actions (1-2 years)

| 3.2.3 | Incorporate web-based capability to post work-based learning opportunities into the new regional agriculture and forestry website (see Project 1.1). | **Responsible:**
|       |                                                                                     | Lead: TBD  
|       |                                                                                     | Partners: TBD |

### Long-Term Actions (On-going)

| 3.2.4 | Maintain list of work-based learning opportunities each year; actively work to expand producer, employer and student participation in | **Responsible:**
|       |                                                                                     | Lead: TBD  
|       |                                                                                     | Partners: TBD |
Funding Opportunities

- USDA Farm to School Grants
- USDA Beginning Farmers and Ranchers Development Program
- USDA DLT Grants
- The Virginia Tobacco Indemnification and Community Revitalization Commission Competitive Education Grant Program
- American Farm Bureau Foundation for Agriculture White-Reinhardt Mini-Grants

Outcome Measures

*Note – The Strategic Plan Coordinating Team will update and refine the outcome measures each year during the annual planning session based on defined actions and assigned responsibilities.*

- Program launched by Fall 2016
- Number of students participating in internship programs
- Number of producers/employers offering internship programs
- Percentage of interns who become full-time employees
- Percentage of interns who pursue/participate in ag/forestry related career opportunities

**Best Practice | Virginia Cooperative Extension (VCE) Internship Program**

Virginia Cooperative Extension internships give students the opportunity to explore careers in nutrition, agriculture, environmental science, natural resources, family and consumer sciences, or community and youth development. Summer-long internships are available for college credit. Students get a firsthand view of careers in Extension and do community-changing work with agents who are Virginia Tech faculty members. Examples include helping a family and consumer science agent teach parents how to build a safer environment for their children, showing students how to avoid chronic diseases with healthy food with the help of a 4-H agent, or helping community leaders set up and run a farmers market.

*Source:*

- [http://www.ext.vt.edu/internship/](http://www.ext.vt.edu/internship/)
Project 3.3 Develop a regional young farmers institute to provide ongoing workshops and technical assistance

Agriculture is struggling with an aging population. According to the United States Department of Agriculture 2012 Ag Census, only 6% of farmers were under the age of 35. The average farmer was 58.3 years old, 1.2% higher than in 2007, continuing a 30-year trend of steady increase. Providing assistance to those younger farmers starting out and/or taking over family operations is important to ensure that agriculture as a career continues with the next generation of regional residents. There are efforts underway to organize and provide support. The Bedford County Farm Bureau has a 27 member Young Farmers Committee that meets monthly to discuss ways to provide leadership and promote agriculture to young people. A coordinated regional approach that brings together young farmers throughout Virginia’s Region 2000 can assist with providing workshops and technical assistance. This approach can connect with activities through 4-H and FFA to promote agriculture to K-12 students.

![Among 2.1 million principal farm operators in 2012:
- 92% non-Hispanic white, 8% minority
- 88% men, 14% women
- 78% in current operation 10 years or more, 22% in operation less than 10 years
- 75% had 2012 agricultural sales and government payments of less than $50,000; 25% had sales and payments of $50,000 or more
- 48% called farming their primary occupation, 52% had a different primary occupation
- 6% under 35 years old, 61% 35 to 64 years, and 33% 65 years and older

Note — Defined short-term and long-term actions will be reviewed and revised during an annual planning session of the Strategic Plan Coordinating Team. At this time, lead and partner responsibilities will be assigned.

<table>
<thead>
<tr>
<th>Immediate Actions (&lt; year)</th>
<th>Responsible</th>
</tr>
</thead>
<tbody>
<tr>
<td>3.3.1 Work with existing ag-related organizations, ag-lending organizations, and county farm bureaus to determine interest in a regional young farmers institute.</td>
<td>Lead: Local VCE Offices&lt;br&gt;Partners: Local Economic Development Organizations</td>
</tr>
<tr>
<td>3.3.2 Coordinate with state and local VA Farm Bureau Staff and ag-lending organizations to provide information on local young farmer production and financial educational programs for area producers; create a regional young farmers institute for Virginia’s Region 2000.</td>
<td>Lead: Local VCE Offices&lt;br&gt;Partners: Local Economic Development Organizations</td>
</tr>
</tbody>
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<thead>
<tr>
<th>Short-Term Actions (1-2 years)</th>
<th>Responsible</th>
</tr>
</thead>
<tbody>
<tr>
<td>3.3.3 Develop one-day program workshop for region to provide to young farmers; determine topics based on inputs from producers.</td>
<td>Lead: TBD&lt;br&gt;Partners: TBD</td>
</tr>
</tbody>
</table>
Mid-Term Actions (2-4 Years)

3.3.4 Evaluate one-day program workshop and determine which courses to continue to offer and applicable new courses to offer in subsequent years.

| Responsible: |
| Lead: TBD |
| Partners: TBD |

Long-Term Actions (On-going)

3.3.5 Market available workshops and programs to young farmers including those involved in traditional agriculture and non-traditional agriculture practices; work with local 4-H and high school FFA programs to connect with youth interested in agriculture.

| Responsible: |
| Lead: TBD |
| Partners: TBD |

Funding Opportunities

- USDA Farm to School Grants
- USDA Beginning Farmers and Ranchers Development Program
- USDA DLT Grants
- The Virginia Tobacco Indemnification and Community Revitalization Commission Competitive Education Grant Program

Outcome Measures

- Number of young farmers in the region ages 18-35
- Percentage growth of young farmers in the region
- Number of events held targeting young farmers

Best Practice | Farm Credit – Young Farmers Institute (VA)

Virginia Farm Credit sponsors the annual Young Farmer Institute, a full day class on the economics of farm transitioning. The 2014 Institute was held on February 14, 2014 in Goochland at Virginia Farm Bureau Headquarters. Additionally, Virginia Farm Credit offers a six-month agribusiness course with cost reimbursed if the participant completes all of the assignments. By the end of the course, they have a business plan for running their farm.

Source:

- Farm Credit - Young, Beginning and Small Farmers [http://www.colonialfarmcredit.com/ybs-farmers.html](http://www.colonialfarmcredit.com/ybs-farmers.html)
Writing Region 2000’s Agriculture and Forestry Story

"The care of the Earth is our most ancient and most worthy, and after all our most pleasing responsibility. To cherish what remains of it and to foster its renewal is our only hope."

~Wendell Berry, poet and farmer

In agriculture there abounds a storied past with deep cultural roots that reaches into the very soul of both today’s farming public and the notions that consumers have about food and fiber. Yet, too, we live at the very intersection between what’s modern and the need for progress and a real interest in doing things in a simpler way. We have pressures in agriculture and forestry from development that threatens to take and remake agricultural land and yet there is a real need to forge growth and new opportunities to keep the industry attractive to the young and the innovative of all ages.

This strategic planning process has knowingly begun to tackle this very relevant issue of our age and has asked the questions about:

- What is the status of agriculture and forestry today?
- Who are the key players in our Region and what do they need and want?
- What are the opportunities for leverage and where do we make those simple connections?
- What are the big new ideas we have to implement and who should lead that charge?

The goals and accompanying projects identified in the plan can and should shift as the lead agencies identified for each action item implement immediate actions and when the Strategic Plan Coordinating Team determines continued actions in their annual planning sessions. To move the goals outlined in the plan forward, it will be important to evaluate, assign, and measure three key components:

- **Engagement** – the opportunity to invite the right people to the table and keep them involved to leverage time and resources.
- **Excellence** – the harnessing of the desire to grow the agriculture and forestry industries.
- **Extension** – the ability to perpetuate this project and its aims into many facets of other regional plans and goals and for a generation or more.

It is recommended that Virginia’s Region 2000 take the lead in hosting an annual planning session of the Strategic Plan Coordinating Team. The purpose of the planning session will be to conduct an annual review of completed actions and to set priority actions and responsibilities for the next year. More than a discussion, the Strategic Plan Coordinating Team will consider the following questions:

- What is working? Denote specific actions that occurred and why they had impact.
- What best practices were implemented during the previous year that now serve as the ‘new normal’ for the Region?
- What challenges are still present and how does the Team prioritize addressing those challenges in the coming year?
- Who are the best partners to aid in moving the identified annual goals forward and how does the Team engage them?
Appendix A: Immediate Actions

Goal #1: Coordinate Regional Marketing and Outreach

Project 1.1 Develop a regional agriculture and forestry website

<table>
<thead>
<tr>
<th>Immediate Actions (&lt; year)</th>
<th>Responsible:</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1.1.1</strong> Incorporate the digital asset map into the websites of the following organizations: Virginia’s Region 2000, local economic development organizations, and local VCE websites (see Appendix H for directions).</td>
<td>Lead: Virginia’s Region 2000 Partners: Strategic Plan Coordinating Team</td>
</tr>
<tr>
<td><strong>1.1.2</strong> Review current outreach activities to share information on events, workshops, and funding opportunities – share information between local VCE Offices.</td>
<td>Lead: Local VCE Offices Partners: Strategic Plan Coordinating Team</td>
</tr>
</tbody>
</table>

Project 1.2 Prepare and update regional and local data profiles of the agriculture and forestry industries

<table>
<thead>
<tr>
<th>Immediate Actions (&lt; year)</th>
<th>Responsible:</th>
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<tbody>
<tr>
<td><strong>1.2.1</strong> Incorporate local data profiles (see Appendix G) into existing local economic development websites, Virginia’s Region 2000 website, and local VCE Office websites.</td>
<td>Lead: Virginia’s Region 2000 Partners: Strategic Plan Coordinating Team</td>
</tr>
<tr>
<td><strong>1.2.2</strong> Distribute and present information to local Board of Supervisors and Economic Development Organization Boards.</td>
<td>Lead: Region 2000 Partners: Strategic Plan Coordinating Team</td>
</tr>
</tbody>
</table>

Project 1.3 Promote locally grown foods working with producers, local governments, community organizations, school districts, and farmers markets

<table>
<thead>
<tr>
<th>Immediate Actions (&lt; year)</th>
<th>Responsible:</th>
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<tbody>
<tr>
<td><strong>1.3.1</strong> Hold meetings with producers to raise awareness about opportunities to market locally grown products.</td>
<td>Lead: Local VCE Offices Partners: Local Economic Development Organizations; Local Ag-Related Organizations</td>
</tr>
</tbody>
</table>
**Project 1.4 Work with existing convenience stores in the City of Lynchburg to improve access to fresh and healthy produce**

<table>
<thead>
<tr>
<th>Immediate Actions (&lt; year)</th>
<th>Responsible</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1.4.1</strong> Reengage owners of local convenience stores to discuss the concept and interest.</td>
<td>Lead: Lynchburg Area Food Council Partners: TBD</td>
</tr>
<tr>
<td><strong>1.4.2</strong> Host callout event for the initiative with attendance by interested producers, convenience stores, and supporting organizations to gather input for designing the program.</td>
<td>Lead: Lynchburg Area Food Council Partners: TBD</td>
</tr>
</tbody>
</table>

**Goal #2: Strengthen Resources for Producers**

**Project 2.1 Complete a regional food hub feasibility study**

<table>
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<tr>
<th>Immediate Actions (&lt; year)</th>
<th>Responsible</th>
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<tbody>
<tr>
<td><strong>2.1.1</strong> Organize a Food Hub Planning Committee to discuss feasibility and design of a food hub concept in Virginia’s Region 2000.</td>
<td>Lead: City of Lynchburg VCE Office Partners: Centra Health</td>
</tr>
</tbody>
</table>

**Project 2.2 Coordinate with county cattlemen’s associations to discuss direct marketing opportunities within and outside of the region**

<table>
<thead>
<tr>
<th>Immediate Actions (&lt; year)</th>
<th>Responsible</th>
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</thead>
<tbody>
<tr>
<td><strong>2.2.1</strong> Convene meetings and organizational call-outs to involve producers in process.</td>
<td>Lead: Local VCE Offices; County Cattlemen’s Associations Partners: County Farm Bureaus</td>
</tr>
<tr>
<td><strong>2.2.2</strong> Create simple survey and poll (by county) livestock producers and existing processors to gauge interest in increasing capacity/convenience of species-specific meat processing.</td>
<td>Lead: Local VCE Offices Partners: County Cattlemen’s Associations</td>
</tr>
</tbody>
</table>
**Goal #3:** Promote Career and Small Business Development Opportunities

**Project 3.1 Convene meetings to connect producers with food service professionals and other larger buyers interested in making local food purchases**

<table>
<thead>
<tr>
<th>Immediate Actions (&lt; year)</th>
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</table>
| **3.1.1** Coordinate meetings with school system food services professionals, producers, large buyers and other organizations to discuss ways to increase purchases of locally grown products. | **Responsible:**
|  | **Lead:** Local VCE Offices |

**Project 3.2 Coordinate agriculture and forestry career awareness activities for high school and college students in Region 2000**

<table>
<thead>
<tr>
<th>Immediate Actions (&lt; year)</th>
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</table>
| **3.2.1** Facilitate meetings with regional school systems and colleges and universities located in Virginia’s Region 2000 to discuss ways to strengthen agriculture and forestry career awareness activities. | **Responsible:**
|  | **Lead:** Local VCE Offices
|  | **Partners:** Local Economic Development Organizations |
| **3.2.2** Determine interest from employers and producers to provide student internships, host field trips, and participate in classroom presentations. | **Responsible:**
|  | **Lead:** Local VCE Offices
|  | **Partners:** Local Economic Development Organizations |

**Project 3.3 Develop a regional young farmers institute to provide ongoing workshops and technical assistance**

<table>
<thead>
<tr>
<th>Immediate Actions (&lt; year)</th>
<th></th>
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</table>
| **3.3.1** Work with existing ag-related organizations, ag-lending organizations, and county farm bureaus to determine interest in a regional young farmers institute. | **Responsible:**
|  | **Lead:** Local VCE Offices
|  | **Partners:** Local Economic Development Organizations |
| **3.3.2** Coordinate with state and local VA Farm Bureau Staff and ag-lending organizations to provide information on local young farmer production and financial educational programs for area producers; create a regional young farmers institute for Virginia’s Region 2000. | **Responsible:**
|  | **Lead:** Local VCE Offices
|  | **Partners:** Local Economic Development Organizations |
Appendix B: Grant Funding Resources Directory

Below is a short funding resources directory listing possible opportunities that exist for funding the projects outlined in the balance of the strategic plan. This list is not exhaustive and while several opportunities have immediate spring/summer 2014 open dates and deadlines, this list should not be construed as a complete eligibility evaluation nor as a guarantee of funding. It should, however, be looked at as a solid option for exploring the dollars that exist within the marketplace for funding the projects recommended.

FEDERAL FUNDING OPPORTUNITIES

USDA Value Added Producer Grant

Synopsis: The Value-Added Producer Grant Program (VAPG) is a competitive grants program administered by the Rural Business Cooperative Service of USDA to help producers expand markets for, and increase their profitability through value-added agricultural enterprises. The program makes small and mid-size family farmers and ranchers, as well as beginners, a priority for funding by giving those applicants extra points in the ranking process. Eligible applicants for the VAPG, include independent farmers or ranchers, farmer owned cooperatives and producer groups.

Comments: This may be a good source of funding to support and expand farmers markets.

Due Date: Estimated due date is February 2015.

Max Grant Request: $200,000 for Working Capital grants, and $75,000 for Business Planning grants.

Match Required: $1 to $1.

Eligible Applicants: Independent Producer, Agricultural Producer Group, Farmer or Rancher Cooperative, or Majority-Controlled Producer-Based Business Venture. Your proposed value-added product must also fall within one of the five product categories:

- Commodity Processing
- Market Differentiation or non-standard production method
- Commodity Segregation
- On-Farm Renewable Energy
- Local Food

Website: [http://www.rurdev.usda.gov/BCP_VAPG.html](http://www.rurdev.usda.gov/BCP_VAPG.html)

USDA REAP (Rural Energy for America Program)

Synopsis: The REAP grant provides assistance to entities that will assist agriculture producers and small rural businesses by conducting energy audits and providing information on renewable energy development assistance.
Comments: This grant would be a good fit for small business owners who are interested in energy efficiency upgrades or renewable energy projects.

Due Date: The due date for 2014 is July 7.

Max Grant Request: The minimum Renewable Energy System Grant request is $2,500 up to a maximum of 25% of eligible project costs or $500,000, whichever is less. The maximum amount for an energy audit-renewable energy development assistance grant is $100,000.

Match Required: REAP grants provide 25% of eligible project costs.

Eligible Applicants: State, tribal, local government or their instrumentalities, land grant colleges, universities and other institutions of higher learning, rural electric cooperatives and public power.

Website: [http://www.rurdev.usda.gov/BCP_ReapEaReda.html](http://www.rurdev.usda.gov/BCP_ReapEaReda.html)

**USDA Rural Business Opportunities Grant (RBOG)**

Synopsis: To provide technical assistance for business development and conduct economic development planning in rural areas (less than 50,000 population).

Comments: This grant would be beneficial for overall rural economic development planning projects including brownfield development efforts.

Due Date: TBD

Max Grant Request: $100,000

Match Required: None

Eligible Applicants: Public bodies, nonprofit corporations, Indian tribes, institutions of higher education, and rural cooperatives are eligible to apply.

Website: [http://www.urdev.usda.gov/BCP_RBOG.html](http://www.urdev.usda.gov/BCP_RBOG.html)

**USDA Rural Business Enterprise Grants (RBEG)**

Synopsis: The RBEG program provides grants for rural projects that finance and facilitate development of small and emerging rural businesses help fund distance learning networks, and help fund employment related adult education programs. To assist with business development, RBEGs may fund a broad array of activities.

Comments: This grant would be beneficial for small businesses.

Due Date: TBD

Max Grant Request: There is no maximum level of grant funding. However, smaller projects are given higher priority. Generally grants range $10,000 up to $500,000.
Eligible Applicants: Rural public entities (towns, communities, State agencies, and authorities), Indian tribes and rural private non-profit corporations are eligible to apply for funding. At least 51 percent of the outstanding interest in any project must have membership or be owned by U.S. citizens or resident aliens.

Website: http://www.rurdev.usda.gov/BCP_rbeg.html

**USDA Distance Learning and Telemedicine Grants (DLT)**

**Synopsis:** The Distance Learning and Telemedicine Loan and Grant Program (DLT) is designed specifically to meet the educational and health care needs of rural America. Through loans, grants and loan/grant combinations, advanced telecommunications technologies provide enhanced learning and health care opportunities for rural residents.

**Comments:** This grant would help with adult education and for medical outreach programs to very rural locations.

**Due Date:** Typically summer or early fall of each year

**Max Grant Request:** $50,000 to $500,000

**Match Required:** 15%

**Eligible Applicants:** Entities providing education and medical care via telecommunications including corporations or partnerships, Indian tribes or tribal organizations, state or local units of government, consortia, and private for-profit or not-for profit corporations.

Website: http://www.rurdev.usda.gov/UTP_DLT.html

**USDA Business and Industry (B&I) Loans**

**Synopsis:** The purpose of the B&I Guaranteed Loan Program is to improve, develop, or finance business, industry, and employment and improve the economic and environmental climate in rural communities. This purpose is achieved by bolstering the existing private credit structure through the guarantee of quality loans that will provide lasting community benefits. It is not intended that the guarantee authority will be used for marginal or substandard loans or for relief of lenders having such loans.

**Comments:** Loan, not a grant. This loan may be a good option to augment grant funding.

**Max Grant Request:** The total amount of Agency loans to one borrower must not exceed $10 million. The Administrator may, at the Administrator discretion, grant an exception to the $10 million limit for loans of $25 million under certain circumstances. The Secretary may approve guaranteed loans in excess of $25 million, up to $40 million, for rural cooperative organizations that process value-added agricultural commodities.

**Match Required:** Sliding scale
Eligible Applicants: A borrower may be a cooperative organization, corporation, partnership, or other legal entity organized and operated on a profit or nonprofit basis; an Indian tribe on a Federal or State reservation or other federally recognized tribal group; a public body; or an individual.

Website: [http://www.rurdev.usda.gov/bcp_gar.html](http://www.rurdev.usda.gov/bcp_gar.html)

**USDA Farmers Market Promotion Program (FMPP)**

Synopsis: The goals of FMPP grants are to increase domestic consumption of, and access to, locally and regionally produced agricultural products, and to develop new market opportunities for farm and ranch operations serving local markets by developing, improving, expanding, and providing outreach, training, and technical assistance to, or assisting in the development, improvement, and expansion of, domestic farmers markets, roadside stands, community-supported agriculture programs, agri-tourism activities, and other direct producer-to-consumer market opportunities.

Comments: Eligible projects might include, but are not limited to:

- Farmer training and education
- Farmer organization and networking
- Advertising, outreach for the market, agri-tourism
- Market startup, operating, infrastructure
- Product introduction or improvement, value added, branding
- Market analysis and planning, customer and producer surveys
- Vendor and customer recruitment, new venue establishment

Due Date: June 20, 2014

Max Grant Request: The maximum amount awarded for any one proposal cannot exceed $100,000; the minimum award is $15,000.

Match Required: No match is required.

Eligible Applicants: Agricultural Businesses; Agricultural Cooperatives; Community Supported Agriculture (CSA) Networks; CSA Associations; Economic Development Corporations; Local Governments; Nonprofit Corporations; Producer Networks; Producer Associations; Public Benefit Corporations; Regional Farmers Market Authorities

Website: [http://www.ams.usda.gov/AMSv1.0/fmpp](http://www.ams.usda.gov/AMSv1.0/fmpp)

**USDA Farm to School Grant Program**

Synopsis: The purpose of the USDA Farm to School Grant Program is to assist eligible entities in implementing farm to school programs that improve access to local foods in eligible schools. On an annual basis, USDA awards up to $5 million in competitive grants for training, supporting operations, planning,
purchasing equipment, developing school gardens, developing partnerships, and implementing farm to school programs.

Comments: In the last funding round, USDA solicited applications for four types of grants:

- **Planning grants** intended for school districts or schools just starting to incorporate farm to school program elements into their operations.
- **Implementation grants** intended for school districts or schools to help scale or further develop existing farm to school initiatives.
- **Support Service grants** intended for state and local agencies, agricultural producers or groups of agricultural producers, and non-profit entities working with school districts or schools to further develop existing farm to school initiatives and to provide broad reaching support services to farm to school initiatives.
- **Conference/Event grants** are intended to support conferences, events and trainings that strengthen farm to school supply chains, or conferences, events and trainings that provide technical assistance in the area of local procurement, food safety, culinary education and integration of agriculture-based curriculum.

**Due Date:** Last deadline was April 30, 2014

**Max Grant Request:** $100,000

**Match Required:** A 25% cash or in-kind match of the total project cost is required.

**Eligible Applicants:** Eligible schools are considered K-12 school food authorities (SFAs) that participate in the National School Lunch or Breakfast Programs; State and local agencies; Agricultural producers or groups of agricultural producers; and non-profit entities.


**USDA Agriculture and Food Research Initiative Grants (AFRI)**

**Synopsis:** The Agriculture and Food Research Initiative (AFRI) at the National Institute of Food and Agriculture (NIFA) supports research, education, and extension grants that focus on key national and regional problems of sustaining all components of agriculture, including farm efficiency and profitability, ranching, renewable energy, forestry (both urban and agroforestry), aquaculture, rural communities and entrepreneurship, nutrition, food safety, biotechnology, and conventional breeding. AFRI aims to advance science in support of agriculture and coordinate opportunities to build on these discoveries which will allow people to make informed practical decisions.

**Comments:** The Agriculture and Food Research Initiative (AFRI) encompasses several different Request for Applications (RFA) that contain many Program Areas. These Program Areas cover a broad array of issues and topics important to U.S. agriculture. Examples include:

- Childhood Obesity Prevention Challenge Area
- Food Safety Challenge Area
• Food Security Challenge Area
• Water for Agriculture Challenge Area

Due Dates: See link: [http://www.nifa.usda.gov/funding/afri/afri_program_deadline_dates.html](http://www.nifa.usda.gov/funding/afri/afri_program_deadline_dates.html)

Max Grant Request: Varies by program area (see link: [http://www.nifa.usda.gov/funding/rfas/afri.html](http://www.nifa.usda.gov/funding/rfas/afri.html))

Match Required: Varies by program area (see link: [http://www.nifa.usda.gov/funding/rfas/afri.html](http://www.nifa.usda.gov/funding/rfas/afri.html))

Eligible Applicants: Varies by program area (see link: [http://www.nifa.usda.gov/funding/rfas/afri.html](http://www.nifa.usda.gov/funding/rfas/afri.html))

Website: [http://www.nifa.usda.gov/funding/afri/afri_synopsis.html](http://www.nifa.usda.gov/funding/afri/afri_synopsis.html)

**USDA Rural Utilities Service grants such as REDLG (Rural Economic Development Loans and Grants)**

**Synopsis:** The Rural Economic Development Loan and Grant (REDLG) program provides funding to local businesses in rural areas through local utility organizations. The USDA offers zero interest loans to local utilities as Intermediaries. They, in turn, pass through to local businesses (Ultimate Recipients) for projects that will create and retain employment in rural areas. The ultimate recipients directly pay back the Intermediary, which is responsible for repayment to the USDA. Grants operate through a similar process, except payback from Intermediaries is not required.

**Comments:** REDLG grantees and borrowers pass the funding on to eligible projects. Examples of eligible projects include:

- Capitalization of revolving loan funds
- Technical assistance in conjunction with projects funded under a zero interest loan
- Business Incubators
- Community Development Assistance to non-profits and public bodies (particularly job creation or enhancement)
- Facilities and equipment for education and training for rural residents to facilitate economic development
- Facilities and equipment for medical care to rural residents
- Telecommunications/computer networks for distance learning or long distance medical care

Due Dates: See link for further details ([http://www.rurdev.usda.gov/BCP_redlg.html](http://www.rurdev.usda.gov/BCP_redlg.html))

Max Grant Request: During FY 2014, approximately $91 million is available for loans and $10 million for grants.

Match Required: See link for further details ([http://www.rurdev.usda.gov/BCP_redlg.html](http://www.rurdev.usda.gov/BCP_redlg.html))

Eligible Applicants: To receive funding under the REDLG program (which will be forwarded to selected eligible projects) an entity must:
• Have borrowed and repaid or pre-paid an insured, direct, or guaranteed loan received under the Rural Electrification Act or,
• Be a not-for-profit utility that is eligible to receive assistance from the Rural Development Electric or Telecommunication Program
• Be a current Rural Development Electric or Telecommunication Programs Borrower

Website: http://www.rurdev.usda.gov/BCP_redlg.html

USDA Cooperative Program Grants and Assistance

Synopsis: Cooperative Program Grants aim to promote understanding and use of the cooperative form of business as a feasible organizational option for marketing and distributing agricultural products. A range of grants are available, including Value Added Producer Grants (VAPG), Rural Business Opportunity Grants (RBOG), Small Socially Disadvantaged Producer Grants, and Rural Cooperative Development Grants.

Comments:
• **Value-Added Producer Grants (VAPG) Grants** may be used for planning activities and for working capital for marketing value-added agricultural products and for farm-based renewable energy.
• **Rural Business Opportunity Grants (RBOG)** promotes sustainable economic development in rural communities with exceptional needs through provision of training and technical assistance for business development, entrepreneurs, and economic development officials and to assist with economic development planning.
• **Small Socially-Disadvantaged Producer Grant (SSDPG)** The purpose of this section is to assist in the development of new and emerging technologies for the development of advanced biofuels.
• **Rural Cooperative Development Grant Program (RCDG)** are made for establishing and operating centers for cooperative development for the primary purpose of improving the economic condition of rural areas through the development of new cooperatives and improving operations of existing cooperatives.

Due Dates: Varies by program (see link: http://www.rurdev.usda.gov/cphome.html)
Max Grant Request: Varies by program (see link: http://www.rurdev.usda.gov/cphome.html)
Match Required: Varies by program (see link: http://www.rurdev.usda.gov/cphome.html)
Eligible Applicants: Varies by program (see link: http://www.rurdev.usda.gov/cphome.html)
Website: http://www.rurdev.usda.gov/cphome.html

USDA Beginning Farmers and Ranchers Development Program

Synopsis: The Beginning Farmer and Rancher Development Program (BFRDP) was authorized in the 2008 Food, Conservation, and Energy Act (Pub. L. No. 110-234, Section 7410,) amending Section 7405 of the previous Farm Bill, and amended in section 7409 of the Agricultural Act of 2014 (Pub. L. No. 113-333).
Approximately $19.2 million will be available to support training, education, outreach, and technical assistance initiatives for beginning farmers or ranchers in fiscal year 2014. There will be three types of projects: (a) Standard Projects: to new and established local and regional training, education, outreach and technical assistance initiatives that address the needs of beginning farmers and ranchers in selected areas; and (b) Educational Enhancement Projects: To help develop seamless beginning farmer and rancher education programs by conducting evaluation, coordination and enhancement activities for Standard Projects and other non-funded beginning farmer programs; and (c) Curriculum and training clearinghouse, to make educational curricula and training materials available to beginning farmers and ranchers and organizations who serve them.

Comments: Topics for programs and services, as listed in the Agricultural Act of 2014, include:

- basic livestock, forest management, and crop farming practices;
- innovative farm, ranch, and private, nonindustrial forest land transfer strategies;
- entrepreneurship and business training;
- financial and risk management training (including the acquisition and management of agricultural credit);
- natural resource management and planning;
- diversification and marketing strategies;
- curriculum development;
- mentoring, apprenticeships, and internships;
- resources and referral;
- farm financial benchmarking;
- assisting beginning farmers or ranchers in acquiring land from retiring farmers and ranchers;
- agricultural rehabilitation and vocational training for veterans;
- farm safety and awareness; and
- other similar subject areas of use to beginning farmers or ranchers.

Due Date: June each year

Max Grant Request: See link (http://www.nifa.usda.gov/fo/beginningfarmersandranchers.cfm)

Match Required: At least 25 percent

Eligible Applicants: Collaborative, State, tribal, local, or regionally-based network or partnership of public or private entities, which may include state cooperative extension service, community-based and nongovernmental organizations; college or university, or any other appropriate partner.

Website: http://www.nifa.usda.gov/fo/beginningfarmersandranchers.cfm

Sustainable Ag Research and Education (SARE) Grants

Synopsis: SARE works to advance innovations that improve profitability, stewardship, and quality of life in the agricultural sector by funding groundbreaking research and education. The North Central (Midwest)
region of SARE has grant opportunities for Farmer Rancher, Research and Education, Professional Development, Graduate Students, and Youth Educators.

Comments: North Central Region SARE administers several grant programs, each with specific priorities, audiences and timelines. The focus for all of NCR-SARE grant programs is on research and education. Funding considerations are made based on how well the applicant articulates the nature of the research and education components of their sustainable agriculture grant proposals.

NCR-SARE's Grant Programs include:

- Farmer Rancher
- Research and Education
- Professional Development Program
- Graduate Student
- Youth Educator

Due Dates: Varies by program (see link: http://www.northcentralsare.org/Grants/Our-Grant-Programs)

Max Grant Request: Varies by program (see link: http://www.northcentralsare.org/Grants/Our-Grant-Programs)

Match Required: Varies by program (see link: http://www.northcentralsare.org/Grants/Our-Grant-Programs)

Eligible Applicants: Varies by program (see link: http://www.northcentralsare.org/Grants/Our-Grant-Programs)

Website: http://www.northcentralsare.org/Grants/Our-Grant-Programs

State Department of Agriculture Specialty Crop Block Grant

Synopsis: The purpose of the Specialty Crop Block Grant Program (SCBGP) is to solely enhance the competitiveness of specialty crops. Specialty crops are defined as “fruits, vegetables, tree nuts, dried fruits, horticulture, and nursery crops (including floriculture).”

Comments: This grant could help support and enhance farmers markets or develop food hubs. It is federal funding administered through the state.

Due Date: May each year

Max Grant Request: $70,000

Eligible Applicants: The agency, commission, or department responsible for agriculture within any of the 50 States, the District of Columbia, the Commonwealth of Puerto Rico, Guam, American Samoa, the U.S. Virgin Islands, and the Commonwealth of the Northern Mariana Islands is eligible to apply directly to the U.S. Department of Agriculture for grant funds.

Website: http://www.vdacs.virginia.gov/marketing/scrop.shtml
**Center for Disease Control (CDC) Healthy Communities Program**

**Synopsis:** The CDC administers the Healthy Communities Program that works with communities through local, state, and national partnerships to improve community leaders and partners skills and commitments for establishing, advancing, and maintaining effective population-based strategies that reduce the burden of chronic disease and achieve health equity. Communities create momentum that assists people in making healthy choices where they live, learn, work, and play through sustainable changes that address the major risk factors—tobacco, physical inactivity, and unhealthy eating. Currently, 331 communities and 52 state and territorial health departments have been funded.

**Comments:** Funding for healthy communities program was cut in the most recent federal budget. Check back to determine what funding programs are available in 2015.

**Due Date:** Grant application cycles are announced annually. Check website for update (see link below).

**Max Grant Request:** TBD

**Match Required:** TBD

**Eligible Applicants:** Eligible applicants include local and state governments

**Website:** [http://www.cdc.gov/nccdphp/dch/programs/healthycommunitiesprogram/](http://www.cdc.gov/nccdphp/dch/programs/healthycommunitiesprogram/)

**VIRGINIA FUNDING OPPORTUNITIES**

**Centra Foundation – Community Initiative Fund**

**Synopsis:** A specific purpose fund established and funded by Centra and administered by the Centra Foundation. This fund supports community health-related projects and programs on a pro-active basis.

Grant proposals submitted for funding from the Centra Community Health Initiative Fund will be received by the Centra Foundation to be reviewed by its grants committee. To receive consideration, proposals should be submitted by March 1.

**Comments:** The Centra Foundation emphasizes health-related programs so projects would need to link to healthy eating and healthy lifestyles.

**Due Date:** March 1st and September 1st each year

**Max Grant Request:** Average grants range from $5,000 - $25,000

**Match Required:** No match required

**Eligible Applicants:** 501c3 non-profit organizations serving Central and Southside Virginia

Virginia Department of Agriculture and Consumer Services (VDACS) Governor’s Agriculture and Forestry Industries Development Fund (AFID)

Synopsis: AFID grants are now available for political subdivisions of the Commonwealth interested in growing their agriculture and forestry industries by strategically targeting for assistance those businesses that add value to Virginia grown agriculture and forestall products. AFID grants are made at the discretion of the Governor with the expectation that grants awarded to a political subdivision will result in a new or expanded processing/value-added facility for Virginia grown agricultural or forestall products. The amount of an AFID grant and the terms under which it is given, are determined by the Secretary of Agriculture and Forestry and approved by the Governor. An AFID grant is awarded to a political subdivision for the benefit of the company, with the expectation that the grant will be critical to the success of the project.

Businesses interested in AFID should first contact their local economic development professional, or other appropriate representative of the political subdivision, to discuss the qualifying project. If the political subdivision is interested in applying for the grant and providing the required local match, they should contact the Virginia Department of Agriculture and Consumer Services to discuss the application process.

Factors used by the Secretary of Agriculture and Forestry in determining grant awards and conditions include: anticipated levels of job creation, capital investment, amount of Virginia-grown agricultural and forestall products used by the project, as well as projected impact on agricultural and forestall producers, a return on investment analysis, and an analysis of the impact on competing businesses located in the area.

Comments: Grants are made upon an application by both the local government and the business beneficiary for a project under the following conditions:

- The business beneficiary is a facility that produces "Value-added agricultural or forestall products,"
- A minimum of 30% of the agricultural or forestry products to which the facility is adding value are produced within the Commonwealth of Virginia on an annual basis in normal production years
- The grant request does not exceed $250,000 or 25% of qualified capital expenditures (whichever is less)
- The applicant provides a dollar-for-dollar matching financial commitment (cash or qualified in-kind)
- A performance agreement is executed between the applicant and the company to ensure fulfillment of promised job creation, capital investment and purchase of Virginia grown agricultural or forestry products
- Public announcement of the project is coordinated with the Governor’s Office

Due Date: Rolling

Max Grant Request: $250,000 or 25% of qualified capital expenditures (whichever is less)

Match Required: Dollar-for-dollar matching financial commitment (cash or qualified in-kind)

Eligible Applicants: Political subdivisions in Virginia and business beneficiary for a project

Virginia Department of Agriculture and Consumer Services (VDACS) Planning Grants for the Governor’s Agriculture and Forestry Industries Development Fund (AFID)

Synopsis: AFID Planning Grants give local governments the flexibility to undertake the kind of planning, study, or local initiative they think best to grow and support agriculture and forestry-based businesses in their community and region. The planning grant program also provides a greater voice in local economic development to agriculture and forestry stakeholders by requiring that any grant funded program be implemented by a board, committee or working group representing agriculture and/or forestry interests in the affected local area.

The competitive grant program allows political subdivisions to apply for up to $20,000 in matching funds, or up to $35,000 for multi-jurisdictional applications, to undertake efforts that support local agriculture and forestry-based businesses. These efforts might include developing a strategic plan for agriculture and forestry economic development, creating new local policies and zoning ordinances that better support these industries, or funding feasibility studies and predevelopment work for new facilities that bring significant and lasting benefits to the local agriculture and forestry sectors.

The amount of an AFID Planning Grant and the terms under which it is given are determined by the Secretary of Agriculture and Forestry and approved by the Governor. Factors used in determining grant awards and conditions include the project’s expected impact on the affected local area’s agriculture and forestry related industries, and the extent to which the effort will improve local capacity to support these industries’ development beyond the life of the grant.

Comments: Examples of projects include:

- Develop a strategic plan for agriculture and/or forestry economic development
- Develop local policies and ordinances that better support agriculture and/or forestry based business, agri-tourism, and other rural enterprises
- Create new plans, policies or programs that will lead to the preservation of working lands
- Fund feasibility studies, business plans and other predevelopment work for projects that will have a significant and lasting positive impact on the local agriculture and/or forestry sector
- Develop and/or implement local initiatives supporting agriculture and/or forestry based businesses, such as those promoting agri-tourism, local food systems, biomass heat, addressing food deserts, etc.
- Other projects that advance the interests of agriculture and/or forestry in the local area

Due Date: Rolling

Max Grant Request: $20,000 for single political subdivision, $35,000 for multi-jurisdictional applications

Match Required: Dollar-for-dollar matching financial commitment (up to 50% can be qualified in-kind)

Eligible Applicants: Political subdivisions in Virginia

Virginia Tourism Corporation (VTC) Marketing Leverage Program

**Synopsis:** The Virginia Tourism Corporation (VTC) Marketing Leverage Program is designed to stimulate new tourism marketing programs through the creation of tourism partnerships and to extend the “Virginia is for Lovers” campaign. The objective of this program is to leverage limited marketing dollars, resulting in increased visitor spending. A minimum of three entities must partner financially to apply for funding consideration. Partners may consist of Virginia towns, cities, counties, convention and visitors bureaus, chambers of commerce, other local or regional destination marketing organizations (DMO), private businesses, museums, attractions, cultural events, and other not-for-profit entities.

**Comments:** Focus is on tourism so would align with activities related to agri-tourism.

**Due Date:** TBD

**Max Grant Request:** There are two levels of funding in the VTC Marketing Leverage Program: Tier One Leverage Program Up to $10,000 Maximum award of $10,000; Tier Two Leverage Program $10,001 to $50,000 Minimum of $10,001 up to a maximum of $50,000

**Match Required:**
- Tier One Leverage Program: 1:1 match required
- Tier Two Leverage Program: 2:1 match required (two dollars from partners matched by one dollar from VTC).

**Eligible Applicants:** A minimum of three entities must partner financially to apply for funding consideration. Partners may consist of Virginia towns, cities, counties, convention and visitors bureaus, chambers of commerce, other local or regional destination marketing organizations (DMO), private businesses, museums, attractions, cultural events, and other not-for-profit entities.

**Website:** [https://www.vatc.org/PAM/leverageprog/](https://www.vatc.org/PAM/leverageprog/)

Virginia Tobacco Indemnification and Revitalization Commission

**Synopsis:** The Commission achieves its statutory charge through its indemnification program and seven grant programs that are intended to accomplish the economic revitalization and diversification of Virginia’s tobacco-growing region. Program of funding include:

- **Economic Development Program** - building regional economic development capacity to diversify the economic base through creation or improvement of sites, buildings and utility infrastructure, workforce training facilities, tourism infrastructure etc. Two economic development committees exist, one for each region (note that Southside Economic Development funds are distributed under a formula that allocates the funds based on tobacco employment, warehousing and quota in each local area).
- **Special Projects** - implement projects that are innovative in nature and regional in their impacts
- **Education** - prepare citizens for new-economy employment through GED and workforce development, higher education scholarship programs for the two regions and competitive grants to community colleges and other educational entities.
- **Agribusiness** - encourage regional efforts that reduce dependency on tobacco and provide value-added crops, livestock, products, facilities, etc.
- **Tobacco Region Opportunity Fund (TROF)** - provides performance-based monetary grants to tobacco region localities to assist in the creation of new jobs and investments, whether through new business attraction or existing business expansion.

**Comments:** Only applicants from Appomattox, Bedford, and Campbell counties are eligible to receive funding.

**Due Date:** Grant application cycles are announced annually. Check website for updates.

**Max Grant Request:** Up to $1,000,000 depending on the project

**Match Required:** Document matching funds in application

**Eligible Applicants:** Eligible applicants include local governments, economic development organizations, and IRS-designated nonprofits (funds that will ultimately benefit a private entity must have a public purpose and flow through a public or nonprofit grantee, based upon terms of a performance-based agreement).

**Website:** [http://www.tic.virginia.gov/competitivegrantprog.shtml](http://www.tic.virginia.gov/competitivegrantprog.shtml)
Appendix C: Methodology

Thomas P. Miller and Associates (TPMA), an Indianapolis, Indiana consulting firm, in collaboration with Prosperity Ag & Energy Resources, collectively “the Consulting Team,” was selected to facilitate a strategic planning process with the Strategic Plan Coordinating Team. Specific goals of the project include:

- Develop and define an approach to promote and strengthen the region’s agriculture and forestry economy;
- Develop a framework for a regional agriculture vision that will garner widespread support from agricultural and forestry stakeholders, property owners, policymakers, and business leaders;
- Prioritize rural economic development strategies with focus on agriculture and forestry.

The components of the strategic planning process are displayed below.

For each component, the Consulting Team completed the following activities.

**Quantitative Data Analysis** – review of quantitative data to understand the agriculture and forestry industries and its economic impact. The Consulting Team reviewed data from the 2012 USDA Ag Census and the June 2013 report titled the *Economic Impacts of the Agriculture and Forest Industries in Virginia* prepared by the University of Virginia’s Weldon Cooper Center for Public Service.

**Asset Map Inventory and Digital Asset Map** – identification of regional and local resources available to support agriculture and forestry operations. Each summary profile included background on operations and/or services, contact information for key staff, and website links for additional information. It is structured around the following categories:

- Agriculture Agencies and Organizations
- Youth Education
- Higher Education
- Economic Development
- Farm Bureau
- Forestry Agencies and Organizations
- Region 2000 Companies
  - Feed and Supply Dealers
  - Equipment Dealers
  - Forestry and Wood Products
Livestock Markets/Meat Processing
- Animal Health
- Food Processing
- Fuel
- Milling
- Wholesale
- Utilities

A print version of the Asset Map Inventory is included as Appendix H in the Strategic Plan. A Digital Asset Map was developed using the Google Maps platform and can be accessed here: https://mapsengine.google.com/map/embed?mid=zg0ss2ELI-90.kiFR8LIV_TMw.

Local Input Sessions – gathering information from key stakeholders in each local area of Region 2000 (Amherst County, Appomattox County, Bedford County, Campbell County, and the City of Lynchburg). The Consulting Team worked with the Strategic Plan Coordinating Team to promote and schedule the input sessions. A standard agenda was utilized (see below) and summary notes were prepared for all of the input sessions (see Appendix D).

1. Welcome/Introductions
2. Overview of Planning Process
   - Background on Project and Approach
   - County and Regional Data Snapshot
3. Discussion Questions
   - What are Bedford County’s and the Region’s unique agriculture and forestry assets?
     - How are they being leveraged successfully now?
     - How should leverage of these assets be improved?
   - What barriers to growth are agriculture and forestry concerns facing?
     - Primary: broad-based barriers
     - Secondary: specific/situational barriers
   - What support is available today and what are the gaps in assistance?
   - What should be priority action items in Bedford County? For regional collaboration?
4. Conclude and Adjourn
   - Summary of Discussion
   - Next Steps

One-on-One Interviews – scheduled with regional and state leaders to gather input for the strategic plan. The Consulting Team conducted the interviews using guiding questions (see below). A summary of key findings from the interviews is included as Appendix E.

1. Provide background on your company/organization (e.g. size of operations, products, initiatives, etc.) and current activities in Region 2000.
2. How would you describe the agriculture/forestry economy in Region 2000? What are its assets and strengths?
3. What are the key constraints and/or challenges facing the agriculture/forestry economy in Region 2000?
4. What activities/initiatives would help the region to improve and strengthen its agriculture/forestry economy?
5. What regional activities/initiatives would help your business/organization better achieve its outcomes?
6. How could activities/initiatives be organized to encourage engagement of your company/organization and other partners?
7. Would you have interest in staying engaged with a regional effort focused on agriculture/forestry?
8. Any other comments?

**SWOT Analysis/Planning Session** – prepare SWOT Analysis based on findings and conduct a strategic planning session with the Grant Management Team. The Consulting Team prepared a Strengths, Weaknesses, Opportunities, and Threats (SWOT) Analysis utilized findings from the launch meeting with the Strategic Plan Coordinating Team, local input sessions, and one-on-one interviews to prepare a draft of the SWOT Analysis. It was during a planning session held in Lynchburg on February 19, 2014. The Consulting Team incorporated additions and changes into the SWOT Analysis based on feedback provided during the planning session. The SWOT Analysis is included in the plan as Appendix F.

**Final Strategic Plan** – The Consulting Team facilitated three review sessions with the Strategic Plan Coordinating Team to 1) review plan framework captured in a Plan on a Page, 2) review first full draft of the plan, and 3) review final draft of the plan. The final plan is framed by a vision statement and guiding principles. The plan includes three goal areas. Each goal area includes projects with defined actions. Immediate actions have an identified lead entity and partners to support implementation activities. Under each project, information is available on funding sources, outcome measures, and case studies for reference.
Appendix D: Local Input Sessions

The purpose of these Input Sessions was to gather input from local stakeholders for a Strategic Plan for the Agriculture and Forestry Economy in Virginia’s Region 2000. As one component of the strategic planning process, this information was combined with insights gathered from each local area, as well as one-on-one interviews and desktop research to create a final plan with goals and actions to strengthen the local economy. Attendees of the sessions were asked a series of questions aimed at identifying the County and Region’s assets, barriers, opportunities, resources needed, and priorities for action.

Amherst County Input Session

January 23, 2014, 9:00am to 11:00am

Attendees

- Scott Barnes, Morris Orchard
- Robert M. Curd, Clover Hill Farm
- Donna Meeks, Sweet Briar College
- Henry S. Myers, The Canebrakes Farm
- Frank Walton, Buffalo River Ranch
- Len Thompson, Vineyards
- Bill Tucker, Tucker Family Farms
- Facilitators – Sarah Aubrey, Prosperity Ag and Energy Resources, Kristen Barry, Thomas P. Miller and Associates, and Jonathan Faris, Thomas P. Miller and Associates
- Philipp Gabathuler, Virginia’s Region 2000 Local Government Council

Assets

- Agri-tourism – good environment for drawing individuals to the area
  - Direct marketing, sell experiences as well as products right on the farm
  - Lots of vineyards and wineries in the area
  - Natural beauty – “viewscapes”
  - Fruits and orchards (soil here is good for these crops)
  - Garlic Festival (25,000 people)
  - Apple festival
  - Sorghum festival
  - Need to market these things collectively
- Soil and slope/topography good for a variety of crops
  - And for cattle: northern and eastern portions of county are good for growing grass
    - No dairies
- Board of Supervisors support the ag industry with Land Use Taxation
  - This has historically been an asset – have had a long string of having an advocate on the board
• Grassroots farmers markets and other orgs
• Smaller farms – could be a barrier and an asset
  o Provide opportunities for more collaboration so there can be sharing of resources

Leveraging Assets
• Agri-tourism – Build on things that are already successful
  o Model after some of the things going on in Bedford County
• 2/3 of county is zoned for agriculture, support of board to maintain that is essential
  o 18% of county is in national forest – contributes to natural beauty/tourism
  o Southern part of county is more residential, less focus on/understanding of agriculture
  o Could use more zoning assets – sliding scale zoning
• VA Extension works with NRCS/USDA – good collaboration now
  o Look at programs/education on increasing farm income
  o How to make farming profitable?
• Maintaining natural beauty – real estate value
• Need to do more promoting youth involvement
  o Farm tours
  o Need more producers involved in these activities
  o 4H/FFA growth – not as much of a presence in county anymore
• Leverage knowledge at local education institutions
  o Sweet Briar College has specialists and experts
  o VA Tech experts in vineyards and grape growing
• Need to maintain Extension presence – cuts to agents in the county and area were proposed in 2009

Major Barriers to Growth
• High entry costs and getting access to this capital
  o No farm credit in the county
• Youth involvement in agriculture has decreased; need to get more kids educated on ag
  o Less 4H/FFA, youth showing in the county
  o Education in schools is not geared toward agriculture and agriculture careers
  o Need to get kids out to the farms
  o Summer opportunities to work in agriculture – don’t underestimate the power of experience
• Need to focus on attitude surrounding agriculture
  o Producers themselves need to focus on being positive in the way they talk about farming, especially to kids
• Urban-oriented legislators that are not pro-ag and might even be anti-ag
  o Negativity surrounding agriculture (us vs. them for ag and non-ag communities)
• Former tourism staff position in the county was eliminated – could be helpful to add it back
• County boundaries and region boundaries do not necessarily follow the ‘community’ boundaries – difficult when the community seems disconnected from where their resources are
  o Farming is in north end of Amherst, but some of the regional resources are on the southern end of the region
• How can farming be profitable? Hard to see this, so it is a barrier to entry
• Producers see that there is enough demand for some resources to locate in Amherst County or in the Amherst/Nelson area
  o Is there a way to look at their data or combine data from different regions to show that this community has a lot of opportunities?
    ▪ Ex: crop spraying, has to come from far away – don’t see it as being worth it to make the trip to spray 1 farm when they can stay local and do 6
• Don’t have Tobacco Commission money like the surrounding counties
  o Other sources of funding? How do we find out about them

Priorities

• Education on how to make farming profitable
• Support for entrepreneurship activities in agriculture
• Agritourism growth and diversity of options
• Education to youth about agriculture
• Maintain land use incentives for farming
• Support and encourage a community that fosters agriculture in many segments, including local government, non-ag industry, service providers (such as feed, other input suppliers, insurance, banking), and the linkages between these types of organizations and business

Appomattox County Input Session

January 21, 2014, 9:30am to 11:30am

Attendees

• Ron Coleman, Coleman & Sons
• W.A. Coleman, Coleman & Sons
• Matt English, Appomattox County High School
• Kenneth Goin, Livestock
• Jack Goin, Livestock
• John O. Harrison, Wildwood Farm
• Danny Hix, Hix Brothers Farm
• Fred H. Jones, Fred H. Jones Well Company
• Mary Lund, Lund Angus Farm
• Larry Majerus, Beef
• Nelson Mann, Crops
• Cynthia Spiggle
• Dennis Torrence, TRF Auctions
• Cecil Wooldridge, Crops
• Facilitators – Sarah Aubrey, Prosperity Ag and Energy Resources, Kristen Barry, Thomas P. Miller and Associates, and Jonathan Faris, Thomas P. Miller and Associates
• Philipp Gabathuler, Virginia’s Region 2000 Local Government Council
• Bob White, Virginia’s Region 2000 Local Government Council
Assets

- Cattlemen’s Association
  - Networks for activities
  - Monthly/quarterly meetings – have access to feed dealers, mineral dealers, vets, minerals
- FFA is a very big program in Appomattox, nationally recognized
  - Have an alumni owned approximately 25 acre working farm adjacent to the school facility with capacity to raise sheep, goats, hogs, cattle and small scale poultry. This property also has approximately three acres utilized for forestry education.
- Livestock market for cattle is especially strong
  - Secondary market for sheep and goats
  - Mentioned markets in Emporia and Pamplin
  - Also mentioned Buckingham Online Auction
- Virginia Cooperative Extension
- Robert E. Lee Soil & Water Conservation district
  - Provides education
  - State support for fertilizer
- Regional colleges
  - Sweet Briar College, Randolph College, Liberty University
- Tractor Supply store & Southern States coop
- Have a new lime plant located within Appomattox County
- VA Quality Assurance program

Leveraging Assets

- There are a lot of opportunities to leverage, other than through Extension there is not much happening
- Need to improve distribution of information and knowledge of those assets
- Could have regular meetings to share this information for those who don’t have internet access

Major Barriers to Growth

- Broadband – not everyone has internet access or reliable internet access, information still needs to be available in hard copy
- Forestry land use taxation – much needed to take pressure off land owners to bear county taxes
- No real manufacturing or other industry left in the county besides agriculture
- Seen as a bedroom community for Lynchburg or Farmville, not as much for an industrial area
- Traffic out of the region for jobs since forestry mills left the area
- Major barrier is cash flow for new farming operations
- Huge for young people getting into farming
- Makes farming a part-time job (or not primary income) for many farmers, widely regarded as a lifestyle choice, not a career
- Credit – need good credit to get credit
- Awareness – forestry is an asset than many landowners have, but they do not see the value or how to take advantage of it
- Not a good way now locally to utilize timber assets
- Need education
• New grain handling facility is coming to the area, but there is a high cost of entry into growing specialty grains (like chickpeas) because of specialty equipment and other materials/systems

Priorities
• Group formation in many facets and niches in the ag industry to help direct market the many products to unique/relevant markets, such as hay to universities and sheep/goats to ethnic populations
• Possible ag board to meet a couple of times a year and discuss these options and to create networking opportunities
• Local branding programs such as Buy Fresh/Buy Local
  o Already exists, but does not include many Appomattox producers
• New attempts at starting local markets (like farmers markets) in the area
• Support for niche marketing
• Marketing for products
• Broadband access
• Establish networks for niche products
• Evaluation of land use taxation policy
• Possible on-site local auction/market

Bedford County Input Session

February 19, 2014, 6:30pm to 8:30pm

Attendees
• Craig Coker, Bedford County Economic Development Authority
• Jerry Craig, Bedford County Planning Commission
• Rodney Dellis, Farm Credit
• Sam Gardner, Farm Bureau Young Farmers
• John Hicks, Bedford-Augusta Co-op
• Danny Johnson, Johnson’s Orchard
• W.P. Johnson, Bedford Agricultural Economic Development Advisory Board, Farm Bureau Young Farmers
• Todd Kready, Forestry
• Dorothy McIntyre, Forest Farmers Market
• Lucy Overstreet, Idlewild Farm
• Jeff Powers, Bedford Agricultural Economic Development Advisory Board
• Mark Reeter, Bedford County Administrator
• Barbara Rezzonico, Bedford School System
• Steve Wilkerson, Bedford County Board of Supervisors
• Sam Williams, Bedford Southern State
• Facilitators – Tom Miller, Thomas P. Miller and Associates, and Jonathan Faris, Thomas P. Miller and Associates
• Philipp Gabathuler, Virginia’s Region 2000 Local Government Council
Assets

- Size of Bedford County – 5th largest county by land in the Commonwealth of Virginia
- Water resources – lakes, rivers that aren’t polluted
- Farming Heritage – historical connections, agriculture in largest industry in the County
- Cattle Operations – top five county in Virginia, largest in Region 2000
- Farmers Markets – active market in Forest; also markets in Bedford and Moneta
- Central location – between Roanoke and Lynchburg
- Equine Industry – number of operations located in the County
- Abundance of grassland in the County
- Strong personnel with agriculture support agencies (i.e. Virginia Cooperative Extension)
- 100% wood burning biomass plant located in a neighboring county
- New London Community Cannery – operated by Bedford County Parks and Recreation Department
- Agri-tourism – Orchards, Christmas tree farms, pick-your-own farms, vineyards/winery (e.g. Bedford Wine Trail)
- Claytor Nature Study Center – part of Lynchburg College provides education activities for K-12 students and research opportunities for college students
- Peaks of Otter – hiking trails and recreational opportunities
- Farm Bureau – active with a young farmers group and women’s group
- Bedford County Agricultural Economic Development Advisory Board – 12-member board dedicated to supporting agriculture in the County; directly report to the Board of Supervisors

Leveraging Assets

- County Extension Service – offer services, research available to support farmers; well connected with the local agriculture community
- Agricultural Economic Development Advisory Board – great resource to represent and present on behalf of the County’s producers to the Board of Supervisors on ag-related issues; provide collective voice to identify recommendations and/or policy changes to strengthen the County economy
- Bedford Grown – branding effort for products grown in Bedford County, has online presence
- Local buys – have co-ops selling product locally, keeping money in Bedford County
- Youth programing – active programs in 4-H and FFA (e.g. Liberty High School) but opportunity to expand and grow local activities
- Farm Tour – annual event targeting the non-farm public – tour farm and provide understanding of the value of agriculture
- Young Farmers Group – meets regularly, has guest speakers, discuss ways to better support efforts and agriculture operations in Bedford County
- Peaks of Otter Soil and Water Conservation District – access to resources for projects, technical assistance available to producers
- Tourism Department – actively promotes agri-tourism activities in the County

Major Barriers to Growth

- Continued local support for agriculture – challenges with government restrictions (e.g. setbacks, limits impeding poultry operations)
• Infrastructure to handle processing – industrial facilities to process/package meat (e.g. meat processing co-op) are lacking; with large concentration of cattle operations and other proteins (e.g. goats, sheep, etc.), this is currently a gap in the County
• Producers – challenging to purchase land with increased prices due to growth of real estate/development market
• Farm operations – looking at the market value and need to promote growth of output by operation
• Generational farms with traditional mindset – changing mentality to run like a business and strengthen operations
• Involvement of more producers in education and technical assistance programs – have great resources available through the Cooperative Extension but same producers attending/utilizing
• Awareness about Forestry programs – have seen a lot of turnover with staff members and start of local group of partners but not much follow through/activities
• Better collaboration of amongst agriculture and forestry agencies/organizations – infrastructure is there but need to bring together more regularly

Priorities

• Diversify the Agriculture Economy
  o Investigate the feasibility of a meat processing facility
  o Greater capability to provide USDA Inspections in the County and Region
  o Discuss opportunities and potential financial benefits of poultry operations
• Connect traditional and non-traditional/conventional farmers – ways to better understand each other and opportunities for collaboration moving forward
• Broadband access – challenging for obtaining information and participating in direct marketing opportunities; explore ways to address working with phone/cable providers
• Transitional/Succession Planning – providing information and technical assistance to family members who inherit or will inherit a family farm
• Explore potential for an event center for agriculture-related events
• Consistent land use planning across localities – helps with determining where operations should go or should not go in the region

Campbell County Input Session

January 22, 2014, 4:00pm to 6:00pm

Attendees

• Paul Anctil, Vineyard & Winery (Campbell County)
• Walter Bass, Jr., Sod
• W B Bass, III, Sod
• Bryan Bennett, President Campbell County Farm Bureau
• James Bennett, Beef
• Kevin Dawson, Virginia Dept. of Forestry – Campbell County
• Carter Elliott, Dairy
• Charles Fariss, Beef
• Frank Goff, Goats and Small Ruminants
• Mark Gregory, Beef
• Mark Guthrie, Aquaculture - Prawns
• Charles Hogue, Beef
• H. B. Hunter, Goat Dairy, President of Campbell County Leadership Extension Council
• Clint Jones, High School Ag Teacher
• George Jones, President Campbell County Cattlemen’s Association
• Shelia Jones, Dodds Farm Supply
• Roger Keesee, Beef
• Shelton Miles, Beef
• Betty Mitchell, Bartlett Milling
• Lawrence Narehood, Cider Apple Orchard Manager
• Matt Neighbors, Landscaping
• Roy Neighbors, Bartlett Milling
• Brad Phillips, Equipment – John Deere
• Chris Phillips, Equipment – John Deere
• Brandon Schmidt, Past President Campbell County Cattlemen’s Association
• Scott Tweedy, Grain Producer AND Campbell County Economic Development Commission
• Don Yancey, Natural Resources Conservation Service, USDA – Campbell County
• Delvin Yoder, Dairy
• Lowell Yoder, Dairy
• Facilitators – Sarah Aubrey, Prosperity Ag and Energy Resources, Kristen Barry, Thomas P. Miller and Associates, and Jonathan Faris, Thomas P. Miller and Associates
• Philipp Gabathuler, Virginia’s Region 2000 Local Government Council

Assets

• There are several direct to consumer opportunities in the surrounding markets
  o Retail in Lynchburg
  o Farmers markets
• High quality auction market
• Cattlemen’s Association is a great resource for networking and communication
• Farm Bureau
• Transportation – major east/west highways run through the county
• The County Board of Supervisors is supportive of agriculture
  o Land Use Taxation

Leveraging Assets

• Need more collaboration to be able to find buyers
  o Example: It is difficult to get buyers to come to the livestock auction because the volume they need isn’t available
    ▪ Could be opportunities to advertise combining product with other producers
    ▪ This is a by-product of having smaller farms – need to collaborate to overcome
• Tele-auction – there is a lack of understanding on what to do
  o Could use education on this to get others interested and to know how it works
- Need to continue to support FFA and 4H
  - This is a big part of getting people to want to be in agriculture
- Need more direct marketing – get consumers out to the farms

**Barriers**

- For most farmers, farming is a part-time job (or provides less than 50% of income)
  - Don’t always have the time or resources to put more into the farm when there needs to be another job to make a living
- Capital-intensive – there are higher costs to entry, preventing new producers from entering the market
- Credit is difficult to obtain for start-ups; too much risk involved
- Difficult to get youth involved
  - Too much money unless they inherit an operation
  - There has been downturn in agricultural programs, some schools have consolidated programming which has hurt FFA
  - Career in agriculture isn’t portrayed as a positive career path
- People don’t understand agriculture
  - Need to get more people out to visit the farms
  - Need to show positive images of agriculture; the responsibility of farmers, as well, to project a positive image
  - Another barrier is that bringing people to the farms requires insurance that some don’t have
- Need education on conservation easements

**Priorities**

- Promotion of the opportunities that are available
- Collaboration to communicate this and create a brand
  - Would require protocols that participants would have to follow
  - Include both part-time and full-time farmers
- Marketing program
  - What is available in the region and what is imported
  - Add PR mind to agriculture – what are the markets, where can they sell, how can producers sell directly to consumers or restaurants
- Provide information on how to acquire biosolids
- Staffing – sustainability coordinator
- Education
  - Consumers – starting at a young age, get them positive about agriculture even if they aren’t going to become a farmer
  - Producers – alternative financing options
- Conservation easements
- Local listings of producers and the products they make to offer direct to consumers
- Network or forum or coop that would facilitate marketing and sales
• Opportunities to provide jobs in marketing to younger people – get people involved in agriculture without being farmers

City of Lynchburg Input Session

January 22, 2014, 10:00am to 12:00pm

Attendees

• John Abel, Randolph College and Lynchburg Area Food Council
• Jason Fowler, Land and Table
• Urs Gabathuler, Main Street Eatery
• Donald Johns, Conner Produce Co.
• Mike Russell, Department of Minority Business Enterprise – Lynchburg Office
• Steve Simpson, Lynchburg Health Department, Environmental Health Manager
• Meryl Smith, Lynchburg City Schools, Supervisor of School Nutrition
• Facilitators – Sarah Aubrey, Prosperity Ag and Energy Resources, Kristen Barry, Thomas P. Miller and Associates, and Jonathan Faris, Thomas P. Miller and Associates
• Philipp Gabathuler, Virginia’s Region 2000 Local Government Council
• Bob White, Virginia’s Region 2000 Local Government Council

Assets

• Presence of a local food movement and the enthusiasm of young leaders to be involved and support the growth of this movement
  o Farmers Market operates year-round and is the 3rd oldest in the nation
  o Many local artisan producers
  o Emerging movement of a brewery and wine trail
  o Community gardens
  o An emphasis on urban agriculture; the first Urban Agriculture Summit will be held in April of 2014
• Wealth of knowledge and education represented in the five colleges of the region, four of which are in Lynchburg
  o These institutions also promote agriculture and/or sustainability programs
• High quality environment for agriculture with good soil and water resources
• Investment is happening and is available, from both public and private sources
  o Processing facilities are available in the region and show commitment; for example, one paper mill just got a $45 million upgrade
  o New funding streams and incentives are becoming available at all levels of government – local, state, and federal

Opportunities to Leverage Assets

• Collaboration has proven to be successful in launching several new programs, and can be extended to create more linkages
• Health Department Double Bucks program has incentivized farmers to accept SNAP payments at markets
• New bus route from an identified food desert to a grocery store – free for low income residents
• More communication can break down silos that exist across the food movement in Lynchburg

• There are many charitable organizations in Lynchburg that are a big part of the movement, examples include churches, Daily Bread, Salvation Army, Society of St. Andrew
  o They are able to have an impact, but there is room for more organizations like them – they need more partners to be able to take advantage of all the resources that are offered to them
• Residents often do have access to food, but it is not always healthy food
• Education is needed in many areas to improve programs and utilization of programs
  o Food drives are happening, but it is not always specified what is needed or what can make a difference
  o Some classes on food and nutrition exist, but transportation and cost can be issues
• Connection points need to be made so buyers can connect directly with producers
  o Education on procurement rules for public organizations
  o Lists of what buyers are looking for, and what producers can provide

Barriers to Growth

• Access to high quality, healthy food
• Personal and consumer apathy about health
• Producer apathy or lack of knowledge on how to do outreach and how to network to connect directly to consumer markets
• Silos – lack of communication between organizations doing similar or connecting things

Priorities

• Marketing – overall, promoting the different aspects of the food movement so that connections can be made
  o Sourcing products
  o Networking
  o Existing systems and programs
  o Education
  o Financial Assistance
• Growing the local food economy – take advantage of the opportunities that are available with an urban agriculture setting
  o Use brownfields and empty lots
  o Farm to freezer opportunities
  o Community kitchens and Food ventures
• Need buy-in from local governments – work on zoning and ordinances in the City that support possible farming and food production/distribution options in the City
• Education on sustainability – it is not understood culturally
• USDA inspection of food products
Appendix E: Summary of Interviews

One-on-one interviews were conducted to gather inputs from regional and state-level organization leaders to inform the Strategic Plan for the Agriculture and Forestry Economy in Virginia’s Region 2000. A summary of key findings is provided below.

Interviewees
- Greg Farmer, President, Colonial Farm Credit
- Dr. Jewel Hairston, Dean, College of Agriculture, Virginia State University
- Dr. Alan Grant, Dean, College of Agriculture and Life Sciences, Virginia Tech University
- Jimmy Jones, Georgia Pacific
- Kim Payne, Lynchburg City Manager
- Paige Pratt, Virginia Tech Department of Animal and Poultry Sciences
- Wren Roberts, Centra Health Systems
- Andy Seibel, Virginia FFA Association
- Jeff Wilkerson, Westover Dairy (The Kroger Company)

Assets and Strengths of Agriculture/Forestry in Region 2000
- Population center with Lynchburg metropolitan area – access to customers and opportunities for direct and value-added products
- Central location accessible to multiple markets in Virginia as well as in the Mid-Atlantic (e.g. proximity to Charlotte, Richmond, Baltimore, Washington, D.C.)
- Diversified economy with major employer operations located in the region (e.g. Abbott Nutrition, Areva, B&W, etc.)
- Higher education institutions in the region (i.e. Central Virginia Community College, Liberty University, Lynchburg College, Randolph College, Sweet Briar College)

Agriculture
- Westover Dairy – dairy processing facility for Kroger located in Lynchburg; 90 employees, majority live in the area; produces 20-25 million gallons of milk per year; receive raw milk at the facility; been in operation over 44 years; 90% of waste is recycled at the facility; have programs in place to donate product to local nonprofit organizations (e.g. Daily Bread)
- Colonial Farm Credit - 600 individual customers, $40-$50 million in loans in the region to purchase real estate, build homes, fund general operating, and capital needs;
- Centra Health – commitment to sustainability and purchasing locally grown foods; Eco-Express program is available for hospital staff to pay a small membership fee and use reusable plastic containers/cups rather than one-use Styrofoam containers; estimate 1/3rd of food purchases from June-August); have community gardens at hospital facilities – chefs use fresh herbs and produce from the gardens in their preparations; work directly with local producers
- Lynchburg Area Food Council – policy-based, assisting with education about healthy eating, buying locally grown
- Lynchburg Grows – urban farm in Lynchburg that provides locally grown produce and flowers; collaboration with Virginia State University to assist with specialty crop production
- Land rich which enhances the ability to produce – acres available, prices have come down
Livestock Market in Lynchburg – well-regarded with good participation
Cattle operations – have seen more profitability with rise in beef prices
Number of unique, small agriculture operations in the region
4-H and FFA – pockets in the region with lots of activity and recognition (e.g. in Appomattox County)

**Forestry**
- Strong forestry land base – acres/volume and network of landowners, loggers, and timber dealers
- Paper mills and saw mills located in the region (e.g. International Paper, Georgia Pacific, Grief)
- Georgia Pacific – has three facilities in Region 2000 (Big Island (Bedford County) – paper mill with 330 employees; Brookneal (Campbell County) – produces oriented strand board (similar to plywood) at a facility with 130 employees; Brookneal Chip Mill – facility is contracted out with 17 employees); buy wood chips from approximately 70 sawmills in the area; facility been in the area since 1891, owned by Georgia Pacific since 1990; don’t have much trouble finding qualified employees for majority of hourly positions; have to recruit a wider area for some specialized positions
- Biomass energy – two power plants in Region 200 that are 100% wood-fired

**Constraints/Challenges in Region 2000**
- Connecting small producers to markets – better ways for producers to get involved in direct marketing, connected to large buyers and also for those interested in locally grown to have understanding of what produce, meat, etc. is available locally at any given time so it can be accessed – one common resources for this would be beneficial
- For locally grown produce, ability to have reliable volume and quality to meet orders of larger buyers – need capacity and capability for it to be viable rather than just a few months each year
- Agriculture education programs in K-12 could be grown – ways to incorporate 4-H and FFA into urban areas and get students in rural areas interested in agriculture again
- Awareness of job opportunities in agriculture – not just farmers but includes marketing, processing facilities, logistics, etc. and making students, particularly those at the region’s colleges and universities aware of these opportunities
- Education about Agriculture and Forestry – misconceptions from the public and ways to provide better information about its economic impact in the region and job opportunities available
- Food deserts – areas in Lynchburg without easy access to fresh produce and nutritious foods
- Need for more processing facilities based in the region (e.g. grain processing facilities, meat processors)
- Increased competition particularly with introduction/growth of new products (e.g. almond and soy milk)
- Lending to specialty crop producers – not traditional so it can be difficult for lenders to provide loans – need a better understanding of financial opportunity
- Oversight of small operation, local meat – some issues with quality control and level of certification (state vs. USDA) and making quality consistent to the consumer (e.g. different requirements for what is sold at a farmers market than what is sold at a grocery store)
- Poultry – lack of operations in the region, constrained due to local policies enacted; also no local processing facilities
• National/State networks for selling product – might want to buy from local producers but tied into networks that determine what goes where (e.g. product from Shenandoah Valley or Pennsylvania goes to Lynchburg; product from region goes to North Carolina)
• Growth of area and increased urbanization can impact available farm acreage and timberland
• Agri-tourism – some activities but not as well organized as in other regions in Virginia

**Opportunities to Improve/Strengthen Agriculture and Forestry in Region 2000**

• Regularly updated list of available locally grown products – producers can provide updates and this can be distributed to restaurants, employers (e.g. hospitals, colleges/universities, K-12 schools), consumers, etc.
• Sustainable Forestry/tree planting initiative – opportunity to work with Virginia Forestry Association and promote better awareness of forestry in the region
• Internship programs to help regional employers work with colleges and universities in the area to raise awareness of their job options and build employees internally from interns
• Agri-tourism – great opportunity to develop a collaborative approach to link the region’s assets (e.g. orchards, vineyards, pumpkin patches, etc.) and promote to visitors and regional residents
• Farmers Market – marketing and continuing to grow and utilizing technical assistance and resources available (e.g. Colonial Farm Credit has monetary assistance available)
• Potential for urban ag research center/training center in Lynchburg – preliminary discussions underway between Virginia State University and Lynchburg Grows
• Education to producers about specialty crops and how they can be profitable (get more of return on investment on smaller amount of acreage) – technical assistance available from Virginia State University and Virginia Tech
• Better inform regional residents about the economic impact of agriculture and forestry in the region
• Investigate feasibility for meat processing, grain processing facilities
• Hire/identify dedicated, full-time staff focused on agriculture and economic development in the region; focus is on gathering, maintaining information on available products, connecting producers to additional markets, promoting agri-tourism, etc.
• Information to regional cattle producers on export markets – Commonwealth is exploring how to better connect and ways to improve process to make profitable
• FFA/4-H in urban schools – connecting city students with agriculture
• Investigate food hub with realistic objectives and financial considerations in mind – needs model that suits market economy and will garner support/buy-in from larger purchasers
• Promote healthy lifestyle and nutrition to regional residents and where to purchase fresh, locally grown produce, meat, etc.
• Connect local workforce training specific to agriculture and forestry
• Provide new farmer training initiatives and programming to educate about practices and production in marketing
• Utilize services and resources available from Cooperative Extension Service, Farm Bureau, Farm Credit, etc.
Appendix F: SWOT Analysis

The Consulting Team prepared a Strengths, Weaknesses, Opportunities, and Threats (SWOT) Analysis utilizing findings from the launch meeting with the Strategic Plan Coordinating Team, local input sessions, and one-on-one interviews. A draft of the SWOT Analysis was presented by the Consulting Team to the Strategic Plan Coordinating Team during a planning session held in Lynchburg on February 19, 2014. Additions and changes were incorporated into the SWOT Analysis based on feedback provided during the planning session. The SWOT Analysis informed the development of Guiding Principles, Goals, and Projects defined in the Strategic Plan.

**STRENGTHS**

- **Population Center** – customers and opportunities for direct and value-added products in Lynchburg metropolitan area
- **Central Location** – accessible to multiple markets in Virginia as well as in the Mid-Atlantic (e.g. proximity to Charlotte, Richmond, Baltimore, Washington, D.C.)
- **Diversified Economy** – major employer operations located in the region (e.g. Abbott Laboratories, AREVA, B&W, Georgia Pacific, Frito Lay, Greif, etc.)
- **Higher Education** – large number of college students (e.g. CVCC, Liberty University, Lynchburg College, Randolph College, Sweet Briar College, Virginia University of Lynchburg)
- **High quality environment for agriculture with good soil and water resources**
- **Growing direct to consumer activities** (e.g. Lynchburg Community Market, farmers markets, Lynchburg Grows)
- **Presence of a local food movement** and enthusiasm of young leaders
- **Active Organizations** (e.g. Cattleman’s Association) with networking opportunities
- **Pockets of Strong 4-H/FFA activities** (e.g. Appomattox County FFA with land lab)
- **Cattle operations** – have seen more profitability with rise in beef prices
- **Active Virginia Cooperative Extension offices in the localities**
- **Strong forestry land base** – acres/volume and network of landowners, loggers, and timber dealers
- **Paper mills and saw mills located in the region** (e.g. International Paper, Georgia Pacific, Greif)
- **Biomass energy** – two power plants in Region 2000 that are 100% wood-fired

**WEAKNESSES**

- **Education about Agriculture and Forestry** – misconceptions from the public and ways to provide better information about its economic impact in the region and job opportunities available
- **Food deserts** – areas in Lynchburg without easy access to fresh produce and nutritious foods
- **Processing facilities based in the region** – lack of grain processing facilities, meat processors
- **Producers lack of knowledge, technical assistance about direct marketing**
- **Broadband access** – some rural areas with bad connections and not easy to access resources and monitor web-based activities
- **Youth involvement in agriculture** – decreased participation in some FFA, 4-H chapters, how to get more involved and education on careers available in agriculture
- **Capital-intensive** – there are higher costs to entry, preventing new producers from entering the market
- **Lending to specialty crop producers** – not traditional so it can be difficult for lenders to provide loans – need a better understanding of financial opportunity
- **Silos** – lack of communication between organizations doing similar or connecting things
- **Reliable volume and quality of locally grown produce** – ability to meet orders of larger buyers
- **Local USDA inspection of food products** – have state inspections but need USDA inspection to sell to larger buyers
- **Poultry** – lack of operations in the region, constrained due to local policies enacted; also no local processing facilities
- **Awareness of Sustainable Forestry** – forestry is an asset than many landowners have, but they do not see the value or how to take advantage of it
- **Forestry land use taxation** – much needed to take pressure off land owners to bear county taxes (e.g. Appomattox County)
- **Agri-tourism** – some activities but not as well organized as in other regions in Virginia

**OPPORTUNITIES**

- **Awareness about Agriculture and Forestry in the Region** – educate internal audiences and tie-in with external economic development efforts
- **Agri-tourism** – great opportunity to develop a collaborative approach to link the region’s assets (e.g. orchards, vineyards, pumpkin patches, etc.) and promote to visitors and regional residents
- **Growing the local food economy** – take advantage of the opportunities that are available with an urban agriculture setting
- **Local branding** programs such as Buy Fresh/Buy Local – technical assistance for direct marketing
- **Education and experiential learning opportunities** in agriculture and forestry for local students – look at field trips, internship, summer work opportunities
- **Regularly updated list of available locally grown products** – producers can provide updates and this can be distributed to restaurants, employers (e.g. hospitals, colleges/universities, K-12 schools), consumers, etc.
- **Support and encourage a community that fosters agriculture in many segments** – local government, non-ag industry, service providers (such as feed, other input suppliers, insurance, banking), and the linkages between these types of organizations and business
- **Support for entrepreneurship activities in agriculture** – understanding specialty crops, niche markets, etc.
- **Hire/identify dedicated, full-time staff** focused on agriculture and forestry in the region; focus is on gathering, maintaining information on available products, connecting producers to additional markets, promoting agri-tourism, etc.
- **Provide new farmer training initiatives** – programming to educate about practices and production, direct marketing, etc.

**THREATS**

- **Growth of area and increased urbanization** – can impact available farm acreage and timberland
- **Major barrier is cash flow for new farming operations** – challenging to get credit, purchase land, and turn profit
- **No real manufacturing or other industry left in certain counties** – need to have jobs locally so residents do not leave
- **Personal and consumer apathy** – health and value of locally grown, fresh products
- **Farming not a full-time job (provides less than 50% of income)** – don’t always have the time or resources to put more into the farm when there needs to be another job to make a living
- **Attitude surrounding agriculture** – producers themselves need to focus on being positive in the way they talk about farming, especially to kids
- **Buy-in from local governments** – work on zoning and ordinances in localities that support agriculture, forestry, and food production/distribution options
- **National/State networks for selling product** – might want to buy from local producers but tied into networks that determine what goes where (e.g. product from Shenandoah Valley or Pennsylvania goes to Lynchburg; product from region goes to North Carolina)
Appendix G: Data Snapshots
Agriculture IMPACT

DIRECT
$1.46 B
5,227 jobs

TOTAL
$1.81 B
7,997 jobs

Forestry IMPACT

DIRECT
$806.1 M
2,560 jobs

TOTAL
$1.05 B
4,606 jobs

Source: The Economic Impacts of Agriculture and Forest Industries in Virginia, June 2013, Weldon Cooper Center for Public Service, University of Virginia
### TOP CROP ITEMS BY VALUE OF SALES

<table>
<thead>
<tr>
<th>Crop</th>
<th>Amt. ($1,000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cattle and calves</td>
<td>41,320</td>
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<tr>
<td>Milk from cows</td>
<td>9,261</td>
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<tr>
<td>Other crops and hay</td>
<td>7,213</td>
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<tr>
<td>Grains, oilseeds, dry beans, and dry peas</td>
<td>7,012</td>
</tr>
<tr>
<td>Nursery, greenhouse, floriculture, and sod</td>
<td>2,442</td>
</tr>
</tbody>
</table>

→ Region 2000 is home to nearly 3,000 farms, spanning more than 550,000 acres
→ The value of agricultural products sold from Region 2000 in 2012 was $74,410,000
→ This value is an increase of 16% from 2007
→ The average farm size in Region 2000 is around 186 acres
→ 41% of Region 2000 farms’ primary operators consider their primary occupation to be something other than farming
→ 67% of farms are operated by full-owners, 28% by part-owners, and 4% by tenant

Source: 2012 USDA Census
426 farms
98,966 acres in farms
Average farm size = 232 acres
$9,269,000 in products sold
Average value of products sold per farm = $21,757

Agriculture IMPACT

- DIRECT: $20.6 M, 361 jobs
- TOTAL: $23.7 M, 389 jobs

Forestry IMPACT

- DIRECT: $227.7 M, 452 jobs
- TOTAL: $281.5 M, 918 jobs

Sources:
2012 USDA Census
The Economic Impacts of Agriculture and Forest Industries in Virginia, June 2013, Weldon Cooper Center for Public Service, University of Virginia
Region 2000 Strategic Plan for the Agriculture and Forestry Economy
### TOP CROP ITEMS BY VALUE OF SALES

<table>
<thead>
<tr>
<th>Crop</th>
<th>Amt. ($1,000)</th>
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</thead>
<tbody>
<tr>
<td>Cattle and calves</td>
<td>5,769</td>
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<tr>
<td>Crops, including nursery and greenhouse</td>
<td>3,259</td>
</tr>
<tr>
<td>Fruits, tree nuts, and berries</td>
<td>1,474</td>
</tr>
<tr>
<td>Other crops and hay</td>
<td>1,026</td>
</tr>
<tr>
<td>Horses, ponies, mules, burros, and donkeys</td>
<td>129</td>
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### TOP CROP ITEMS

<table>
<thead>
<tr>
<th>Crop</th>
<th>Acres</th>
<th>State Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>Forage - land used for all hay and haylage, grass silage, and greenchop</td>
<td>15,014</td>
<td>38</td>
</tr>
<tr>
<td>Apples</td>
<td>Undisclosed</td>
<td>6</td>
</tr>
<tr>
<td>Corn for silage</td>
<td>Undisclosed</td>
<td>Undisclosed</td>
</tr>
<tr>
<td>Corn for grain</td>
<td>Undisclosed</td>
<td>Undisclosed</td>
</tr>
<tr>
<td>Grapes</td>
<td>81</td>
<td>11</td>
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### TOP LIVESTOCK ITEMS

<table>
<thead>
<tr>
<th>Crop</th>
<th>Quantity</th>
<th>State Rank</th>
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</thead>
<tbody>
<tr>
<td>Cattle and calves</td>
<td>18,760</td>
<td>31</td>
</tr>
<tr>
<td>Layers</td>
<td>1,086</td>
<td>60</td>
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<tr>
<td>Goats, all</td>
<td>566</td>
<td>34</td>
</tr>
<tr>
<td>Horses and ponies</td>
<td>486</td>
<td>54</td>
</tr>
<tr>
<td>Guineas</td>
<td>206</td>
<td>6</td>
</tr>
</tbody>
</table>

Source: 2012 USDA Census
410 farms
96,299 acres in farms
Average farm size = 235 acres
$12,623,000 in products sold
Average value of products sold per farm = $30,789

**Agriculture IMPACT**
- DIRECT
  - $14.7 M
  - 293 jobs
- TOTAL
  - $17.2 M
  - 314 jobs

**Forestry IMPACT**
- DIRECT
  - $33.1 M
  - 241 jobs
- TOTAL
  - $40.7 M
  - 312 jobs

Sources:
- 2012 USDA Census
- The Economic Impacts of Agriculture and Forest Industries in Virginia, June 2013, Weldon Cooper Center for Public Service, University of Virginia
### TOP CROP ITEMS BY VALUE OF SALES

<table>
<thead>
<tr>
<th>Crop</th>
<th>Amt. ($1,000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cattle and calves</td>
<td>6,962</td>
</tr>
<tr>
<td>Other crops and hay</td>
<td>1,314</td>
</tr>
<tr>
<td>Soybeans</td>
<td>877</td>
</tr>
<tr>
<td>Wheat</td>
<td>738</td>
</tr>
<tr>
<td>Vegetables, melons, potatoes, and sweet potatoes</td>
<td>423</td>
</tr>
</tbody>
</table>

### TOP CROP ITEMS

<table>
<thead>
<tr>
<th>Crop</th>
<th>Acres</th>
<th>State Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>Forage - land used for all hay and haylage, grass silage, and greenchop</td>
<td>17,791</td>
<td>32</td>
</tr>
<tr>
<td>Soybeans for beans</td>
<td>2,345</td>
<td>50</td>
</tr>
<tr>
<td>Wheat for grain, all</td>
<td>2,148</td>
<td>36</td>
</tr>
<tr>
<td>Winter wheat for grain</td>
<td>2,148</td>
<td>36</td>
</tr>
<tr>
<td>Corn for silage</td>
<td>355</td>
<td>46</td>
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</table>

### TOP LIVESTOCK ITEMS

<table>
<thead>
<tr>
<th>Crop</th>
<th>Quantity</th>
<th>State Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cattle and calves</td>
<td>20,924</td>
<td>29</td>
</tr>
<tr>
<td>Layers</td>
<td>19,235</td>
<td>16</td>
</tr>
<tr>
<td>Roosters</td>
<td>Undisclosed</td>
<td>14</td>
</tr>
<tr>
<td>Horses and ponies</td>
<td>292</td>
<td>74</td>
</tr>
<tr>
<td>Bison</td>
<td>177</td>
<td>73</td>
</tr>
</tbody>
</table>

Source: 2012 USDA Census
1,369 farms
206,534 acres in farms
Average farm size = 151 acres
$28,283,000 in products sold
Average value of products sold per farm = $20,660

Agriculture IMPACT
- DIRECT $146.5 M
- 1,486 jobs
- TOTAL $182.9 M
- 1,826 jobs

Forestry IMPACT
- DIRECT $299.4 M
- 868 jobs
- TOTAL $394.4 M
- 1,736 jobs

Sources:
2012 USDA Census
The Economic Impacts of Agriculture and Forest Industries in Virginia, June 2013, Weldon Cooper Center for Public Service, University of Virginia
### TOP CROP ITEMS BY VALUE OF SALES

<table>
<thead>
<tr>
<th>Crop</th>
<th>Amt. ($1,000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cattle and calves</td>
<td>15,814</td>
</tr>
<tr>
<td>Milk from cows</td>
<td>4,272</td>
</tr>
<tr>
<td>Other crops and hay</td>
<td>1,766</td>
</tr>
<tr>
<td>Grains, oilseeds, dry beans, and dry peas</td>
<td>1,698</td>
</tr>
<tr>
<td>Nursery, greenhouse, floriculture, and sod</td>
<td>1,157</td>
</tr>
</tbody>
</table>

### TOP CROP ITEMS

<table>
<thead>
<tr>
<th>Crop</th>
<th>Acres</th>
<th>State Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>Forage - land used for all hay and haylage, grass silage, and greenchop</td>
<td>46,147</td>
<td>4</td>
</tr>
<tr>
<td>Corn for silage</td>
<td>2,575</td>
<td>10</td>
</tr>
<tr>
<td>Wheat for grain, all</td>
<td>1,879</td>
<td>38</td>
</tr>
<tr>
<td>Winter wheat for grain</td>
<td>1,879</td>
<td>38</td>
</tr>
<tr>
<td>Corn for grain</td>
<td>734</td>
<td>62</td>
</tr>
</tbody>
</table>

### TOP LIVESTOCK ITEMS

<table>
<thead>
<tr>
<th>Crop</th>
<th>Quantity</th>
<th>State Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cattle and calves</td>
<td>49,253</td>
<td>9</td>
</tr>
<tr>
<td>Layers</td>
<td>6,576</td>
<td>20</td>
</tr>
<tr>
<td>Horses and ponies</td>
<td>2,506</td>
<td>7</td>
</tr>
<tr>
<td>Goats, all</td>
<td>1,137</td>
<td>10</td>
</tr>
<tr>
<td>Hogs and pigs</td>
<td>435</td>
<td>29</td>
</tr>
</tbody>
</table>

Source:  
2012 USDA Census
761 farms
150,689 acres in farms
Average farm size = 198
$24,235,000 in products sold
Average value of products sold per farm = $31,864

Agriculture IMPACT*

DIRECT
$1.28 B
3,078 jobs
TOTAL
$1.58 B
5,468 jobs

Forestry IMPACT*

DIRECT
$245.9 M
999 jobs
TOTAL
$329.7 M
1,640 jobs

* Impact figures include Campbell County and Lynchburg City
Sources:
2012 USDA Census
The Economic Impacts of Agriculture and Forest Industries in Virginia, June 2013, Weldon Cooper Center for Public Service, University of Virginia
## TOP CROP ITEMS BY VALUE OF SALES

<table>
<thead>
<tr>
<th>Crop</th>
<th>Amt. ($1,000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cattle and calves</td>
<td>12,755</td>
</tr>
<tr>
<td>Milk from cows</td>
<td>4,272</td>
</tr>
<tr>
<td>Soybeans</td>
<td>1,766</td>
</tr>
<tr>
<td>Other crops and hay</td>
<td>1,698</td>
</tr>
<tr>
<td>Nursery, greenhouse, floriculture, and sod</td>
<td>1,157</td>
</tr>
</tbody>
</table>

## TOP CROP ITEMS

<table>
<thead>
<tr>
<th>Crop</th>
<th>Acres</th>
<th>State Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>Forage - land used for all hay and haylage, grass silage, and greenchop</td>
<td>27,383</td>
<td>17</td>
</tr>
<tr>
<td>Soybeans for beans</td>
<td>4,338</td>
<td>40</td>
</tr>
<tr>
<td>Wheat for grain, all</td>
<td>2,470</td>
<td>32</td>
</tr>
<tr>
<td>Winter wheat for grain</td>
<td>2,470</td>
<td>32</td>
</tr>
<tr>
<td>Corn for silage</td>
<td>2,082</td>
<td>13</td>
</tr>
</tbody>
</table>

## TOP LIVESTOCK ITEMS

<table>
<thead>
<tr>
<th>Crop</th>
<th>Quantity</th>
<th>State Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cattle and calves</td>
<td>34,314</td>
<td>16</td>
</tr>
<tr>
<td>Sheep and lambs</td>
<td>2,075</td>
<td>25</td>
</tr>
<tr>
<td>Layers</td>
<td>1,633</td>
<td>45</td>
</tr>
<tr>
<td>Horses and ponies</td>
<td>972</td>
<td>33</td>
</tr>
<tr>
<td>Sheep and lambs</td>
<td>934</td>
<td>24</td>
</tr>
</tbody>
</table>

Source: 2012 USDA Census
Appendix H: Asset Map Inventory and Digital Asset Map

Asset Map Inventory

The Asset Map Inventory provides contacts at agencies, suppliers, resources, and technical assistance available to support agriculture and forestry operations as well as information on major ag-related and forestry-related employers in the region. It first provides regional and local contacts for agriculture resources, forestry resources, and educational resources. It then provides county-specific contacts at local businesses available to support producers, information on major local agriculture and forestry employers, and contacts at economic development organizations. It concludes with contacts at statewide agencies and organizations. Many thanks to the members of the Strategic Plan Coordinating Team for their support in developing the Asset Map Inventory.

Digital Asset Map

The Asset Map Inventory is translated into a web-based Digital Asset Map utilizing the Google Maps platform. It can be viewed here: https://mapsengine.google.com/map/embed?mid=zg0ss2EL190kiFR8LiVzMw. An Excel Worksheet of information in the asset map is available for each local area. Representatives from the local economic development organization and Virginia Cooperative Extension (VCE) office should review annually to make updates. A member of the Strategic Plan Coordinating Team should be designated to combine and incorporate into the Digital Asset Map following the provided instructions.

Embedding the Digital Asset Map into Existing Websites

The capability is there to incorporate the Digital Asset Map into Virginia’s Region 2000 website, existing local economic development organization websites, local VCE office websites, and other regional websites. The instructions on the next page describe how this is accomplished. They were adapted from Google Earth Outreach (see link: https://www.google.com/earth/outreach/tutorials/websitemaps.html).

1. Go to Google Maps. Open the map that you wish to embed in your website. You can embed a map of driving directions, a local search or a map you’ve created using Custom Maps. If you want to view your saved maps, sign in with your Google Account. If you don’t have a Google Account, sign up here.
2. Click Link to this page and copy the code from the Paste HTML to embed in website field. To resize and preview the map, click Customize and preview embedded map.
3. Go to your webpage editing application and locate the best place for the map within your website.
4. Paste the map code you copied into the HTML code where you'd like your map to appear on your website.
5. Save your web page and view the map you just embedded.

A tutorial video is available here: https://www.youtube.com/watch?feature=player_embedded&v=Zo0AV54jPw.
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Introduction

Virginia’s Region 2000 is a regional leadership organization consisting serving Amherst County, Appomattox County, Bedford County, Campbell County, and the City of Lynchburg. As part of its mission, Region 2000 is focused on regional economic development activities identifying ways to promote economic growth that capitalize on the region’s industries, infrastructure, workforce, and natural resources. Industries such as manufacturing, information technology, energy, and healthcare provide the region with a diverse economy and often where economic development attraction, retention, and expansion efforts are focused.

Region 2000 is fortunate to have a number of agriculture and forestry operations as part of its regional economy. This has not been a traditional focus for economic development strategy but an area that Region 2000 is interested in exploring further and defining a collaborative approach to promote economic growth.

The Asset Map Inventory is the first step in a larger project to define an economic development strategy for agriculture and forestry in Region 2000. It provides contacts at agencies, suppliers, resources, and technical assistance available to support agriculture and forestry operations as well as information on major ag-related and forestry-related employers in the region.
Agriculture Resources

Virginia Farm Bureau

Farm Bureau is a non-governmental, nonpartisan, voluntary organization committed to protecting Virginia's farms and ensuring a safe, fresh and locally grown food supply. With nearly 150,000 members in 88 county Farm Bureaus, the Virginia Farm Bureau Federation is Virginia's largest farmers' advocacy group. The organization works to support its producer members through legislative lobbying, leadership development programs, commodity associations, rural health programs, insurance products, agricultural supplies and marketing, and other services. Virginia Farm Bureau is a voluntary organization wholly controlled by its members and financed by members' $40 annual dues.

CONTACT INFORMATION

Amherst County Farm Bureau
113 Falcon Crest Lane
Amherst, VA 24521
(434) 946-5336
https://vafarmbureau.org/MemberPrograms/CountyFarmBureaus/AmherstCounty.aspx
Contact: Derek Mays, President

Appomattox County Farm Bureau
230 Lees Crossing Lane
Appomattox, VA 24522
(434) 352-7851
http://www.vafbarchive.org/Appomattox/
Contact: Joanne Jones, President

Bedford County Farm Bureau
803 Blue Ridge Ave.
Bedford, VA 24523
(540) 586-9103
Contact: Bill Nance, President

Campbell County Farm Bureau
923 Village Highway
Rustburg, VA 24588
(434) 332-5411
http://www.vafbarchive.org/Campbell/
Contact: Brian Bennett, President
Peaks of Otter Soil and Water Conservation District

The Peaks of Otter Soil & Water Conservation District serves Bedford City and Bedford County, and aims to focus or coordinate available technical, financial and educational resources so that they meet the needs of the local citizens for conservation of soil, water and related resources.

CONTACT INFORMATION

1071 A Turnpike Road
Bedford, VA 24523
(540)587-7645
www.poswcd.com

Robert E. Lee Soil & Water Conservation District

The Robert E. Lee Soil & Water Conservation District is made up of Amherst, Appomattox, and Campbell Counties, and the City of Lynchburg. The District exists to prevent the loss of valuable soil resources through conservation efforts. The District covers an area of about 1,385 square miles.

KEY PROGRAMS/INITIATIVES/SERVICES

- **Virginia Agriculture Cost-Share Program** – The cost-share program supports using numerous practices in conservation planning to treat animal waste, cropland, pastureland, and forest land. Some are paid for at a straight per acre rate, while others are cost-shared on a percentage basis up to 75%. In some cases, USDA also pays a percentage. In fact, the program’s practices often can be funded by a combination of state, federal and even private funds, reducing the landowner’s expense to less than 20% of the total cost.

- **Watershed Protection Program** – The Watershed Protection Program exists to protect the water supply in the region. The goal of the program is to try to reduce non-point source pollution (NPS) from entering local waterways.

CONTACT INFORMATION

7631 A Richmond Highway
Appomattox, VA 24522
(434) 352-9405
http://www.releeconservation.com/index.htm
Contact: Julie Stratton, Office Administrator (julie.stratton@releeconservation.com)
USDA Rural Development – Lynchburg

US Department of Agriculture (USDA), Rural Development provides financing through loans, loan guarantees, and grants, for the construction, remodeling or purchasing of modest housing. The agency also provides financing for essential community facilities in the form of loans, business and industry loan guarantees, and loan and grants for water and waste disposal systems. There are also loan programs for Multi-Family Housing, Farm Labor Housing and Self Help Housing.

CONTACT INFORMATION

20311-A Timberlake Road
Lynchburg, VA 24502
(434) 239-3473
Contact: Anne Herring, Area Director (anne.herring@va.usda.gov)
www.rurdev.usda.gov/va

USDA Service Centers (Farm Service Agency, Natural Resources Conservation Service)

USDA Service Centers are designed to be a single location where customers can access the services provided by the Farm Service Agency and Natural Resources Conservation Service. See link for additional information:

CONTACT INFORMATION

Bedford County Service Center
1031 Turnpike Road
Bedford, VA 24523
(540) 586-9646
Contacts: Shelley Trail, County Executive Director (shelby.trail@va.usda.gov)
Jessie Howard, District Conservationist (jessie.howard@va.usda.gov)

Rustburg Service Center (serves Amherst, Appomattox, and Campbell Counties, and City of Lynchburg)
163 Kabler Ln
Rustburg, VA 24588
(434) 332-6640 ext. 2
Contacts: Anthony Landrum, County Executive Director (anthony.landrum@va.usda.gov)
Ronald Kraszewski, Farm Loan Manager (ron.kraszewski@va.usda.gov)
Don Yancey, District Conservationist (don.yancey@va.usda.gov)
Forestry Resources

Virginia Department of Forestry

The mission of the VA Department of Forestry is to protect and develop healthy, sustainable forest resources for Virginians by providing service focused on:

- Protecting Virginia's Forests from Wildfire
- Managing the Forest Resource
- Protecting Virginia's Waters
- Conservation of Virginia's Forests
- Managing the State Lands and Nurseries
- Regulated Incentive Programs for Forest Landowners


KEY PROGRAMS/INITIATIVES/SERVICES

- **Landowner Services** – VDOF offers a variety of services to landowners, including incentive programs, forest management assistance, timber sales assistance, forestry consultants, and tax credits.
- **Cooperative Forestry** – Cooperative Forestry allows private landowners and rural communities to use VDOF programs and partnerships to help care for their forests, strengthen local economies, and maintain a high quality of life.

CONTACT INFORMATION

**Amherst County Office (serves Amherst and Campbell Counties)**
177 East Monitor Road
Amherst, VA 24521
(434) 946-7955
Contact: Martha Warring, Senior Area Forester (martha.warring@dof.virginia.gov; (434) 981-4548)

**Appomattox County (served by office based in Buckingham County Office)**
1685 Francisco Road
Dillwyn, VA 23936
(434) 983-1486
Contact: Patrick Murphy, Senior Forester (patrick.murphy@dof.virginia.gov; (434) 547-3421)

**Bedford County Office**
1071 Turnpike Road, Suite B
Bedford, VA 24523
Virginia Cooperative Extension brings the resources of Virginia’s land-grant universities, Virginia Tech and Virginia State University, to the people of the commonwealth. Understanding that knowledge is power, it places that power in the hands of Virginians and help them learn how to use it to improve the quality of their lives. Extension agents and specialists form a network of educators whose classrooms are the communities, homes, and businesses of Virginia, where they bring research-based solutions to the problems facing Virginians today.

To better utilize the available resources, the Extension forms collaborations with hundreds of public and private partners and volunteers, who help reach larger and more diverse audiences and also leverage the impact of the institutions’ work.

**KEY PROGRAMS/INITIATIVES/SERVICES**

- **Agriculture and Natural Resources** – Agriculture and natural resources (ANR) programs help sustain the profitability of agricultural and forestry production and enhance and protect the quality of our land and water resources. We help the agriculture industry use the most current technology and management practices to develop strong businesses that prosper in today’s economy. We deliver programs that help put research-based knowledge to work for Virginia’s agriculture industry.

- **Family and Consumer Sciences** – Virginia Cooperative Extension views the family unit as the cornerstone of a healthy community. We strive to improve the well-being of Virginia families through programs that help participants put research-based knowledge to work in their lives.

- **4-H Youth Development** – 4-H is a community of young people across America who are learning leadership, citizenship, and life skills. 4-H, the largest comprehensive youth development program in the nation, educates young people, ages 5 to 18, through a variety of experiential techniques that encourage hands-on, active learning.

- **Community Viability** – Community viability programs are dedicated to strengthening communities and their economic viability by creating innovative programs that allow citizens and local governments to respond to local issues. Our faculty can assess community needs, design a plan of action, and determine the appropriate delivery method suitable for various programs.
CONTACT INFORMATION

Amherst County Office – Virginia Cooperative Extension
100 Goodwin Street
Amherst, VA 24521
(434) 946-9365
Contact: John Benner, Extension Agent (benner89@vt.edu)
http://offices.ext.vt.edu/amherst/

Appomattox County Office – Virginia Cooperative Extension
177 Morton Lane
Appomattox, VA 24522
(434) 352-8244
Contact: Bruce Jones, Unit Coordinator, Extension Agent (brjones4@vt.edu)
http://offices.ext.vt.edu/appomattox/

Bedford County Office – Virginia Cooperative Extension
122 East Main Street, Suite 102
Bedford, VA 24523
(540) 586-7675
Contact: Scott Baker, Unit Coordinator, Extension Agent (scbaker@vt.edu)
http://offices.ext.vt.edu/bedford/

Campbell County Office – Virginia Cooperative Extension
163 Kabler Lane
Rustburg, VA 24588
(434) 332-9538
Contact: Todd Scott, Unit Coordinator, Extension Agent (todds08@vt.edu)
http://offices.ext.vt.edu/campbell/

City of Lynchburg Office – Virginia Cooperative Extension
2348 Lakeside Drive
P.O. Box 10364
Lynchburg, VA 24506
(434) 455-3740
Contact: Kevin Camm, Unit Coordinator, Extension Agent (kecamm@vt.edu)
http://offices.ext.vt.edu/lynchburg/
Virginia 4-H Youth Development Program

4-H is the youth development education program of Virginia Cooperative Extension. Through 4-H, young people are encouraged to participate in a variety of activities that emphasize 4-H's "learning by doing" philosophy of youth development. Young people in 4-H learn leadership, citizenship, and a vast array of life skills that benefit them for the rest of their lives.

4-H participants are youth, ages 5 to 19, taking part in programs provided as the result of actions planned and initiated by Extension personnel in cooperation with volunteers. With a direct connection to research at Virginia's land-grant universities, Virginia Tech and Virginia State University, 4-H is the first experience many young people have with higher education. 4-H is characterized as being community-centered, volunteer-led, Extension-staff supervised, research-based, home- and family-oriented, and responsive to change. See link for additional information: http://www.4-h.ext.vt.edu/.

CONTACT INFORMATION

Amherst County 4-H Youth Development
100 Goodwin Street
Amherst, VA 24521
(434) 946-9365
Contact: Kevin Irvin (keirvin@vt.edu)

Appomattox County 4-H Youth Development
177 Morton Lane
Appomattox, VA 24522
(434) 352-8244
Contact: Bonnie Tillotson (btillots@vt.edu)

Bedford County 4-H Youth Development
122 East Main Street
Bedford County Administration Building, Suite 102
Bedford, VA 24523
(540) 586-7675
Contact: Beth Hawse (bhawse@vt.edu)

Campbell County 4-H Youth Development
163 Kabler Lane
Rustburg, VA 24588
(434) 332-9538
Contact: Robbie Morrison (robbiem7@vt.edu)
Holiday Lake 4-H Educational Center

Located only 14 miles northeast of the town of Appomattox, Holiday Lake 4-H Center is within easy driving of many Virginia cities including Richmond, Lynchburg, Roanoke, Charlottesville, and Farmville.

During the months of October through April (by the day or week) and weekends year-round, Holiday Lake 4-H Center facilities are available for groups of up to 120 to experience the stress-free, back-to-basics atmosphere.

The Holiday Lake 4-H Educational Center programs include leadership development, environmental and aquatic science, performing arts, shooting education, forestry, outdoor adventure, high/low ropes course, climbing, primitive skills, journalism and broadcasting, animal science, wildlife, canoeing, fishing, outdoor sports, and swimming.

KEY PROGRAMS/INITIATIVES/SERVICES

- **Youth and Family Programs** – includes various camps for youth, teens, and families.
- **Adult Programs** – The Adult Education Workshops & Experiential Programs (AEWEP) grew out of a desire to provide adults 18 years and older the opportunities to continue their educations through a variety of hands-on, cultural, and service-oriented programs. Piloted at Holiday Lake in the fall of 2000 with a Banjo Making Workshop, the AEWEP has blossomed into a multi-offering program annually at both centers. Workshops including Natural Dyes, Mandolin Making, Weaving, Outdoor Skills and Experience, Golf, Shooting Education, and Trail-Building and Maintenance.
- **Natural Resource Education** – During the year over 3,200 youth from public and private schools, as well as home school associations, learn through experiencing the Natural Resource Education Program (NRE). The NRE program focuses on teaching students hands-on earth and live science curriculum that is correlated to Virginia’s Standard of Learn (SOLs) during the school year.

CONTACT INFORMATION

1267 4-H Camp Road
Appomattox, VA 24522
(434) 248-5444
Contact: Bryan Branch, Center Director (bbranch@vt.edu)
[http://holidaylake4h.com/](http://holidaylake4h.com/)
Virginia FFA Association

The mission of the National FFA Organization is to make a positive difference in the lives of students by developing their potential for premier leadership, personal growth and career success through agricultural education.

To accomplish its mission, FFA:

- Develops competent and assertive agricultural leadership.
- Increases awareness of the global and technological importance of agriculture and its contribution to our well-being.
- Strengthens the confidence of agriculture students in themselves and their work.
- Promotes the intelligent choice and establishment of an agricultural career.
- Encourages achievement in supervised agricultural experience programs.
- Encourages wise management of economic, environmental and human resources of the community.
- Develops interpersonal skills in teamwork, communications, human relations and social interaction.
- Builds character and promotes citizenship, volunteerism and patriotism.
- Promotes cooperation and cooperative attitudes among all people.
- Promotes healthy lifestyles.
- Encourages excellence in scholarship.

Virginia provides FFA activities overseen by the Virginia FFA Association (see link: http://www.vaffa.org) and has local programming available through regional schools.

CONTACT INFORMATION

Amherst County High School FFA
139 Lancer Lane
Amherst, VA 24521
(434) 946-2898
Contact: Derek Mays (wmays@amherst.k12.va.us)

Appomattox County High School FFA
198 Evergreen Ave, Appomattox, VA 24522
(434) 352-7146
Contact: Ed McCann (EWMcCann@appomattox.k12.va.us)
http://acpssharepoint.appomattox.k12.va.us/agriculture/FFA/SitePages/Home.aspx

Staunton River High School FFA (Bedford County)
1095 Golden Eagle Drive
Moneta, VA 24121
Liberty High School (Bedford County)
100 Liberty Minuteman Drive
Bedford, VA 24523
(540) 586-2541, ext. 725
Contact: Lindsay Tomlinson (ltomlinson@bedford.k12.va.us)

William Campbell Combined School (Campbell County)
474 William Campbell Drive
Naruna, VA 24576
(434) 376-2015
Contact: Roy Wilson (rwilson@campbell.k12.va.us)

Central Virginia Community College

Central Virginia Community College, a two-year institution established as a member of the Virginia Community College System, provides State-supported educational facilities beyond the high school level for the cities of Lynchburg and Bedford and the counties of Amherst, Appomattox, Bedford, and Campbell. The curricula and programs of the College serve more than 228,000 people within this geographical jurisdiction.

CONTACT INFORMATION

Central Virginia Community College
3506 Wards Road
Lynchburg, VA 24502
(434) 832-7600
http://cvcc.vccs.edu/index.asp

Altavista Center (Campbell County)
701 5th Street, Suite 100
Altavista, VA 24517
(434) 309-1225

Amherst Center
200 Richmond Highway
Suite 103
Amherst, VA 24521
(434) 832-7898
Appomattox Center
136 Carver Lane
Appomattox, VA 24522
(434) 832-7200

Bedford Center
1633 Venture Blvd.
P.O. Box 925
Bedford, VA 24523
(434) 832-7284

Liberty University
Liberty University is the largest private, nonprofit university in the nation, the largest university in Virginia, and the largest Christian university in the world. Nestled in the Blue Ridge Mountains on more than 7,000 acres in Lynchburg, VA, Liberty offers over 300 programs from the certificate to the doctoral level, and is home to more than 100,000 residential and online students.

KEY PROGRAMS/INITIATIVES/SERVICES

- **Morris Campus Garden** – The campus garden became available to students in the summer of 2013. Liberty University developed a 70-acre tract of land where students can enjoy farming and agriculture. The 15 acres of prepared land is home to various fruits, vegetables, and herbs. Students take part in preparing the soil, planting the seed, and harvesting the crops. The vegetables have been used by campus dining halls and local community food organizations.

CONTACT INFORMATION

1971 University Boulevard
Lynchburg, VA 24515
(434) 582-2000
Contact: Alicia Cripe, Campus Garden Manager (abcripe@liberty.edu)

Lynchburg College
Lynchburg College is a private, independent, residential college located on 250 beautiful acres in central Virginia. The student body numbers 2,700 undergraduate and graduate students. LC offers 39 undergraduate majors, 52 minors, 13 pre-professional programs, and 14 graduate degrees, all supported by a strong liberal arts foundation.
KEY PROGRAMS/INITIATIVES/SERVICES

- **Environmental Science and Environmental Studies** – Majors and minors are available in environmental science and environmental studies to study the effects of the human population on the environment and the pressures that face the earth, as well as strategies for environmental protection, conservation, and sustainability.

- **Claytor Nature Study Center** – The Claytor Nature Study Center is a preserved farm and plantation that serves as an education and research center for environmental study.

- **Center for Economic Education** - The Center for Economic Education at Lynchburg College promotes economic literacy with a special emphasis on educating and supporting K-12 teachers. Innovative, SOL-compliant economic education resources and training opportunities are provided for teachers to develop students into competent, productive participants in our local and global economy.

CONTACT INFORMATION

1501 Lakeside Drive
Lynchburg, VA 24501
(434) 544-8791
Contact: Rebecca Booth, Director (booth.r@lynchburg.edu)
http://www.lynchburg.edu/center-economic-education

Randolph College

Randolph College in Lynchburg offers liberal arts curriculum in 30 majors and 44 minors. Randolph’s campus—all trees and grass and red brick buildings—is minutes from the Blue Ridge Mountains and the James River, so any time is a good time for mountain biking, hiking, rafting or simply taking a scenic study break.

KEY PROGRAMS/INITIATIVES/SERVICES

- **Organic Garden and Orchard** – The Organic Garden at Randolph College is a small parcel of land located on a hill northeast of the Maier Museum that has been developed through the efforts of students, staff, faculty, and members of the Lynchburg community dedicated to the principles and practices of organic gardening such as Permaculture and Indigenous Knowledge (IK).

CONTACT INFORMATION

2500 Rivermont Ave.
Lynchburg, VA 24503
(434) 947-8387
Sweet Briar College

Sweet Briar College is a small liberal arts college for women located 12 miles north of Lynchburg with a total enrollment of 760 students. According to its mission statement, Sweet Briar College prepares women (and at the graduate level, men as well) to be productive, responsible members of a world community. It focuses on personal and professional achievement through a customized educational program that combines the liberal arts, preparation for careers, and individual development. The faculty and staff guides students to become active learners, to reason clearly, to speak and write persuasively, and to lead with integrity. They do so by creating an educational environment that is both intense and supportive and where learning occurs in many different venues, including the classroom, the community, and the world (see link: http://sbc.edu/about/our-mission).

KEY PROGRAMS/INITIATIVES/SERVICES

- **Sustainability Steering Committee** – Work has begun through an identified steering committee focused on a long-range plan focused on a commitment to sustainability. So far, it has identified five areas that will underpin the plan: energy usage, student engagement, community initiatives, land usage and a mechanism to make progress reports available.

CONTACT INFORMATION

134 Chapel Road
(434) 381-6276
Sweet Briar, VA 24595
Contact: Donna Meeks, Grounds Superintendent, Physical Plant (dmeeks@sbc.edu)
http://www.sustainability.sbc.edu/index.html

Economic Development Resources

Amherst County Economic Development

Amherst County Economic Development is committed to the local business community and its success. The department advertises the advantages of doing business in Amherst County to support business retention, expansion, and attraction.
Amherst County Economic Development Authority

The Economic Development Authority of Amherst County was created by the Amherst County Board of Supervisors with authority to acquire, own, lease, and dispose of properties and make loans for the general purpose of promoting and developing manufacturing, industrial, governmental, non-profit, and commercial enterprises and institutions of higher education to locate or remain in Amherst County.

P.O. Box 390
Amherst, VA 24521
(434) 946-9400
Donald Manley, Chairman

Appomattox County Economic Development Authority

The Appomattox County Economic Development Authority develops and executes a business attraction and retention program in order to stimulate job creation and build the commercial tax base. The Board of Supervisors uses the commercial tax base to fund public services for a growing and diversifying population.

153-A Morton Lane
Appomattox, VA 24522
(434) 352-3637
Contact: Jeff Taylor, Director (jeff.taylor@appomattoxcountyva.gov)
http://www.appomattoxcountyva.gov/

Bedford County Office of Economic Development

The Bedford County Office of Economic Development understands the drivers that support a healthy economy, and is committed to nurturing and supporting efforts to sustain a community that results in quality jobs for county residents. The office assists with starting, locating or expanding businesses in the County, and provides information and connections with local, state and national resources that offer programs or assistance that meet businesses’ needs. The Office of Economic Development works with the Bedford County Economic Development Authority (EDA) which consists of members appointed by the Board of Supervisors to four-year terms and represent one of the seven election districts.
The Bedford County Agriculture Economic Development Advisory Board was established by the Bedford County Board of Supervisors in the spring of 2007 to develop and implement a continuing plan to sustain and enhance the rural economy, including support for farms, dairies, cattle operations and other industries. [http://www.bedfordeconomicdevelopment.com/agriculture-in-bedford-county-virginia/ag-board/](http://www.bedfordeconomicdevelopment.com/agriculture-in-bedford-county-virginia/ag-board/)

122 East Main Street, Suite 202
Bedford County, VA 24523
(540) 587-5670
Contact: Traci Bildo, Director of Economic Development ([tblido@bedfordcountyva.gov](mailto:tblido@bedfordcountyva.gov))

Campbell County Department of Economic Development

The Campbell County Department of Economic Development supports the growth of the local economy through the promotion of resources for improving quality of life, business development, and tourism.

47 Courthouse Lane
Rustburg, VA 24588
(434) 592-9595
Mike Davidson, Director ([jmdavidson@co.campbell.va.us](mailto:jmdavidson@co.campbell.va.us))

Lynchburg Economic Development Authority

The Lynchburg Economic Development Authority, or LEDA, is a political subdivision of the Commonwealth of Virginia and serves as the incentive arm of the City of Lynchburg. But the LEDA takes a much more active role in economic development efforts than more passive, pass-through-oriented EDAs. LEDA actively pursues investment and development opportunities, and elevates the economic development profile of the City.

900 Church Street
Lynchburg, VA 24504
(434) 455-4490
Marjette Upshur, Director ([marjette.upshur@lynchburgva.gov](mailto:marjette.upshur@lynchburgva.gov))
Amherst County

Amherst Milling Company

140 Union Hill Road
Amherst, VA 24521
(434) 946-7601

Colleen Feed & Seed

4071 Thomas Nelson Highway
Arrington, VA 22922
(434) 263-4919

Green Valley Meat Processors

2494 W. Perch Road
Monroe, VA 24574
(434) 299-5529
Contact: Joseph Albert

Greif Brothers

P.O. Box 339
Amherst, VA 24521
(434) 933-8681

Outback Motorsports

After opening in 1996 as a used car and ATV dealership, Outback Motorsports has steadily grown to include used farm equipment, implements, new/used lawn and garden equipment, and new/used compact and utility tractors.

1953 South Amherst Highway
Amherst, VA 24521
(434) 381-6035
http://www.outbackmotorsports.com/
Performance Livestock and Feed Company –Amherst Dealers

A.W. Tomlin
Madison Heights, VA 24572
(434) 316-3054

Frank Walton
222 Smokey Haven Rd
Amherst, VA 24521
(434) 922-7485

Tractor Supply Co.

Tractor Supply provides products to support their customers’ rural lifestyle, from welders and generators to animal care products and men and women's workwear. Each store team includes welders, farmers and horse owners who collectively provide an exceptional depth of knowledge and resources. Tractor Supply is committed to understanding and fulfilling the needs of those who enjoy the rural lifestyle: folks who frequently describe themselves as hobby farmers and hobby ranchers.

248 Amelon Square
Madison Heights, VA 24521
(434) 929-6730
http://www.tractorsupply.com/

Appomattox County

Agrarian Veterinary Services

Agrarian Veterinary Services is a full service large animal veterinary practice.

P.O. Box 225
Buckingham, VA 23921
(757) 277-2637
Dr. Lincoln Montgomery-Rodgers
http://www.agrarianvet.com/

Appomattox Animal Hospital

5399 Richmond Hwy
Appomattox, VA
(434) 352-8483
http://www.appomattoxanimalhosp.com/
Dr. Bill Burger

**Campbell Lumber Company**

4374 Promise Land Rd  
Appomattox, VA 24522  
(434) 352-7829

**Chestnut Mountain Feed**

557 Vineyard Road  
Concord, Virginia 24538  
(434) 993-2556  
http://chestnutmountainfeed.homestead.com/

**Coleman Farm Supply**

125 Main Street  
Appomattox, VA 24522  
(434) 352-7298  
Contact: Ron Coleman

**MeadWestvaco Forestry (now Plum Creek Timber)**

MeadWestvaco has divested the local timber holdings to Plum Creek Timber.

6969 Richmond Hwy  
Appomattox, VA 24522  
(434) 352-2622

**Rockydale Quarries Corporation**

The Appomattox location provides agricultural lime for raising soil pH for row crop and forage production.

143 Quarry Road  
Appomattox, VA 24522  
(434) 933-8258  
Contact: Bobby Sutphin  
http://www.rockydalequarries.com/sp/AgriculturalLime.htm
**Tiger Fuel**

Tiger Fuel Company is Central Virginia’s largest local distributor of petroleum energy products, including propane, heating oil, and branded gasoline: Exxon, Texaco, Shell, BP, Citgo, and EXCEL.

103 Commerce Street  
Appomattox, VA 24522  
(434) 352-5757  
Contact: T.B. Wright, Facility Manager

**Tractor Supply Co.**

Tractor Supply provides products to support their customers’ rural lifestyle, from welders and generators to animal care products and men and women’s workwear. Each store team includes welders, farmers and horse owners who collectively provide an exceptional depth of knowledge and resources.

7645 Richmond Highway  
Appomattox, VA 24522  
(434) 352-5206  

**Bedford County**

**Augusta Co-op**

The Augusta co-op supplies the items you need to keep your farm running – feed, fertilizer, agronomic services, fencing, cattle handling equipment, and waterers.

1078 Custer Lane  
Bedford, VA 24523  
(434) 546-0771  
[www.augustacoop.com](http://www.augustacoop.com)

**Bedford Animal Hospital**

1064 Centerville Road  
Bedford, VA 24523  
(540) 586-0372  
Contact: Dr. Scott Noe ([bedfordanimalhospital@yahoo.com](mailto:bedfordanimalhospital@yahoo.com))
**Boone Tractor**

Boone Tractor supplies top products to the agricultural, industrial and commercial markets. Services include equipment rental, repair and parts supply.

1111 East Main Street  
Bedford, VA 24523  
(540) 586-2134  
www.boonetractor.com

**Boxely Materials Co.**

Boxely primarily engages in producing stone and paving materials. They also produce and market agricultural lime as part of Blue Ridge location’s business.

15415 West Lynchburg Salem Turnpike  
Blue Ridge, VA 24064  
Main Office (540) 947-2211  
Contact: Ronnie Thompson, (540) 354-5971  
http://www.boxley.com/products/aggregate/

**EcoFriendly**

As a leading proponent of alternative agriculture, EcoFriendly Foods purchases locally grown, specially bred livestock from a regional network of farmers adhering to strict ethical standards, and processes pork, beef, lamb and chicken at its Moneta, Va., facility for sale to leading East Coast restaurateurs and direct-to-consumers at several regional farmers’ markets.

3397 Stony Fork Road  
Moneta, VA 24121  
(540) 297-9582  
http://ecofriendly.com/

**Georgia Pacific – Big Island**

Utilizes wood products to produce containerboard used as corrugating medium for boxes.

9363 Jackson Hwy  
Big Island, VA 24526  
(434) 299-5911
Little Doc’s Veterinary Care
1484 Wandering Acres Road
Huddleston, VA  24104
(540) 297-1051
Contact: Karen Baum (lildoc@mindspring.com)

Moneta Home and Farm Center
11739 Moneta Road
Moneta, VA  24121
(540) 297-5558
www.monetafhc.com

New London Trailers
13001 East Lynchburg-Salem Turnpike
Forest, VA  24551
(434) 525-1211
www.newlondontrailers.com

Oakridge Cattle Equipment
1954 Patterson Mill Road
Bedford, VA 24523
(540) 330-9089
oakridgeche@gmail.com

Powers Tractor & Equipment
17690 Stewartsville Road
Vinton, VA  24179
(540) 890-4055
www.powerstractor.com

Robertson Equipment
1545 Link Road
Bedford, VA 24523
(540) 586-9186
Royal Oak Farm

Royal Oak Farm, LLC owns and operates the largest solid waste composting operation in Virginia, capable of handling over 300 tons per day of clean, non-toxic, non-hazardous biodegradable materials. These materials are professionally recycled into composts, topsoils, and specialty compost-based soil blends.

1220 Royal Oak Farm Road
Evington, VA 24550
(540) 297-3299
http://www.royaloakfarmllc.com/

Southern State Co-op

1053 Independence Blvd.
Bedford, VA 24523
(540) 586-8201
www.southernstates.com

Springlake Stockyard

1069 Sickle Court
P O Box 147
Moneta, VA 24121
(540) 297-1707
Contact: Brandy Ferguson, General Manager
www.springlakeauctions.com

Tractor Supply – Bedford

1128 East Lynchburg-Salem Turnpike
Bedford, VA 24523
(540) 587-6600
www.tractorsupply.com
Campbell County

Altavista Power Station

Altavista Power Station uses 100% renewable biomass as its fuel. The fuel is primarily derived from waste wood typically left behind in the forests as part of the logging process for roundwood. Roundwood is harvested to make lumber, pulp and paper, or wood pellets. Waste wood is the smaller tree tops and branches left behind after roundwood harvesting.

104 Wood Lane
Altavista, VA 24517
(434) 369-4406
https://www.dom.com/about/stations/fossil/altavista-power-station.jsp

Bartlett Milling Co. Inc.

7126 Wards Road
Rustburg, VA 24588
(434) 821-2501

Dodd Farm Supply

1103 Lynchburg Ave
Brookneal, VA 24528
(434) 376-5901

Goldys Truck Plaza

7335 Wards Road
Rustburg, VA 24588
(434) 821-1513

Farm Bureau Insurance

923 Village Highway
Rustburg, VA 24588
(434) 332-5411
Farm Service Co. Inc.
13693 Wards Road
Lynchburg, VA 24501
(434) 239-2421

Foster Fuels
6720 Brookneal Highway
Brookneal, VA 24528
(434) 376-2322

Georgia Pacific – Brookneal
Processes hardwood chips into paper products
245 Price Ave
Brookneal, VA 24528
(434) 376-6202

Lynchburg Livestock Market
243 Livestock Road
Lynchburg, VA 24501
(434) 821-5956
Dwayne Gilliam, Owner

Peaks Slaughter House
4832 Campbell Highway
Lynchburg, VA 24501
(434) 846-5593

Phillips Equipment Corp.
10364 Wards Road
Rustburg, VA 24588
(434) 821-2649
Schrocks Slaughter House
4141 Pigeon Run Rd.
Glayds, VA 24554
(434)283-5400

VDACS Lab
4832 Tyreeanna Road
Lynchburg, VA 24504
(434) 200-9994

City of Lynchburg

Conner Produce Co., Inc.
Wholesale company for fruits and vegetables in Central Virginia.
125 Oakley Avenue Suite B
Lynchburg, VA 24501
(434) 845-4583
Contact: Connie Mattox
http://connerproduce.com

Flowers Baking Company of Lynchburg
Produces fresh baked breads and cakes with 160 employees at its Lynchburg facility.
1905 Hollins Mill Road
Lynchburg, VA 24503
(434) 528-0441
Contact: Jackie Forrest
http://www.flowersfoods.com/

Frito Lay
Food manufacturer of snack products including tortilla chips and potato chips with 400 employees at its Lynchburg facility.
230 Jefferson Ridge Pkwy
International Paper

Manufacturer of corrugated packaging employing 175 employees at its Lynchburg facility.

3491 Mayflower Drive
Lynchburg, VA 24501
(434) 522-2701
Contact: Aimee Gregg

Lynchburg Area Food Council

The Lynchburg Area Food Council (LAFC) is a non-profit organization, comprised of partners from various segments of the health, farm, education, service, and food communities. It is a forum for food system issues, advocate for coordination between sectors, clearinghouse to develop and evaluate policy affecting health and nutrition, and the catalyst to launch and support programs as they address food access, insecurity, quality, and systems.

(434) 947-2629
Contact: Leslie Hoglund, Senior Health Educator (leslie.hoglund@vdh.virginia.gov)
http://lynchburgareafoodcouncil.org/

Lynchburg Community Market

The Lynchburg Community Market offers the best of locally produced fruit, vegetables, cheese, meat, baked goods, and specialty items. Farmers sell their products on Wednesdays and Saturdays year-round.

1219 Main Street
Lynchburg, VA 24504
(434) 455-4485
http://www.lynchburgva.gov/community-market

Lynchburg Grows

Lynchburg Grows’ mission is to help all disadvantaged persons enjoy the healthy benefits of gardening and have access to such spaces. Lynchburg Grows is responding to critical community issues by creating nutrition and food systems programming for elementary school children, implementing a vocational training program for disabled and low-income individuals, and organizing workshops for anyone interested
in increasing their gardening efforts. Lynchburg Grows currently has programs at seven community centers, five targeted elementary schools, six local gardening efforts, and a summer camp.

1339 Englewood Street
Lynchburg, VA 24501
(434) 846-5665
Contact: Michael G. Van Ness, Esq., President (mgvanness@gmail.com)
http://lynchburggrows.org/

**Lynchburg Wholesale Floral Corporation**

Wholesale company that provides fresh cut flowers and floral supplies to businesses in Central Virginia.

2004 Memorial Avenue
Lynchburg, VA 24501
(434) 845-9095
http://lynchburgwholesale.com/

**Westover Dairy**

Dairy processing facility for the Kroger Co. in Lynchburg with 90 employees.

2801 Fort Avenue
Lynchburg, VA 24501
(434) 528-2580
Contact: Jeff Wilkerson, General Manager (jeff.wilkerson@kroger.com)

**Statewide Resources and Organizations in Virginia**

**Virginia Department of Agriculture and Consumer Services**

The Virginia Department of Agriculture and Consumer Services is located within the Governor’s Secretariat of Agriculture and Forestry and has both economic development and regulatory responsibilities under state law.

VDACS is organized into four units - the Commissioner’s Office, Division of Animal and Food Industry Services (AFIS), Division of Consumer Protection, and Division of Marketing.

The agency employs about 498 employees who work in and out of the Department’s several field offices; in the agency’s five regional diagnostic animal health laboratories located in Warrenton, Lynchburg, Ivor, Harrisonburg, and Wytheville; at an international office in Hong Kong and at the VDACS headquarters in
Richmond. The Agency utilizes representatives in Asia, Europe, India and Latin America to promote Virginia agricultural products in these important export markets.

**KEY PROGRAMS/INITIATIVES/SERVICES**

- **Virginia Grown** – To encourage consumers to buy from local farmers and vendors, VDACS hosts [www.VirginiaGrown.com](http://www.VirginiaGrown.com) to assist in locating local foods and beverages, plus plants, gifts, wool, and other non-edible items.

- **Agriculture and Forestry Development Services** – Agriculture and Forest Development Services (AFDS) staff assist entrepreneurs and existing companies at every stage of their business, from developing the concept to coordinating the Grand Opening.

- **Virginia’s Finest** – Virginia’s Finest promotes the development of Virginia agriculture and specialty food products. It highlights top quality Virginia-produced and processed products, including snacks, candy, nuts, cider, meats, and produce. Consumers recognize the familiar Virginia's Finest "checkmark" and trust that Virginia's Finest products have been deemed the best of the best.

**CONTACT INFORMATION**

Virginia Department of Agriculture and Consumer Services  
102 Governor Street  
Richmond, VA 23219  
(804) 786-7686  
Contact: Sandra J. Adams, Acting Commissioner ([sandy.adams@vdacs.virginia.gov](mailto:sandy.adams@vdacs.virginia.gov))  

**Virginia Department of Conservation and Recreation**

The Virginia Department of Conservation and Recreation (DCR) works to give individuals, businesses, communities and all levels of government the tools and information needed to make wise decisions in conserving Virginia’s natural and recreational resources through planning, funding, education, and in some cases, regulation.

**KEY PROGRAMS/INITIATIVES/SERVICES**

- **Land Conservation** – The Office of Land Conservation helps citizens and organizations protect their land by understanding all of the options available, providing information to the public, and providing services to state and local agencies through technical assistance, workshops and training, and serving as a clearinghouse for information.
CONTACT INFORMATION

Virginia Department of Conservation and Recreation
600 East Main Street, 24th Floor
Richmond, VA 23219
(804) 786-6124
Contact: David Johnson, Director (david.johnson@dcr.virginia.gov)
http://www.dcr.virginia.gov

Virginia Department of Environmental Quality

DEQ administers state and federal laws and regulations for air quality, water quality, water supply and land protection. In addition, other programs cover a variety of environmental activities, such as improving the ability of businesses and local governments to protect the environment, and offering technical and financial assistance for air and water quality improvements.

CONTACT INFORMATION

Virginia Department of Environmental Quality
Blue Ridge Regional Office
7705 Timberlake Road
Lynchburg, VA 24502
Contact: Robert Weld, Regional Director, (540) 562-6870
http://www.deq.virginia.gov/TheVirginiaDepartmentofEnvironmentalQuality.aspx

Virginia Agribusiness Council

The Virginia Agribusiness Council is a non-profit member organization committed to representing the agriculture and forest industries in the Commonwealth with a unified voice through effective government relations efforts. Members include family and commercial farms, agribusiness companies, agricultural leaders, urban agriculture, industry associations, and professional individuals.

CONTACT INFORMATION

Virginia Agribusiness Council
P.O. Box 718
Richmond, VA 23218
(804) 643-3555
Contact: Katie Frazier (Katie.agribusiness@att.net)
Virginia Association of Biological Farming

The Virginia Association for Biological Farming (VABF) is the primary organization in the state of Virginia concerned with organic and biological farming and gardening. The organization is dedicated to bringing best practices and information about living lightly on the land.

CONTACT INFORMATION

Virginia Association for Biological Farming
9501 Deer Range Road
Moseley, VA 23120
Contact: Janet Aardema (janet@vabf.org)
http://vabf.org/

Virginia Biosolids Council

OVERVIEW DESCRIPTION

The Virginia Biosolids Council supports the recycling of biosolids in Virginia through information and education on the beneficial use and safety of biosolids. Its membership includes municipal wastewater treatment facilities that clean the waters of Virginia communities, companies that recycle biosolids for gardening and home use, and companies that apply biosolids to agricultural fields and forests throughout Virginia.

CONTACT INFORMATION

Virginia Biosolids Council
1011 E. Main Street, Suite 400
Richmond, VA 23219
(804) 525-1145
Contact: info@virginiabiosolids.com
http://www.virginiabiosolids.com

Virginia Cattlemen’s Association

The Virginia Cattlemen’s Association (VCA) was organized in 1944 and chartered in 1953 to promote the profit potential of Virginia's cattle industry. The early objectives of VCA were to promote more effective marketing from the farm to the consumer and to present cattlemen's views to the legislature on the state and local levels. These primary objectives provide the basis for most of VCA’s activities today.
In addition to marketing, VCA works for Virginia's cattlemen in many areas, including: media relations, producer information, sponsorship of educational seminars for cattlemen, administrative support for Virginia's Beef Checkoff Program, and coordination of activities with cattle related organizations in Virginia.

CONTACT INFORMATION

Virginia Cattlemen’s Association
4466 Roanoke Road
P.O. Box 9 (Mailing address)
Daleville, VA 24083
(540) 992-1009
Contact: Jason H Carter, Executive Secretary (jcarter@vacattlemen.org, (540) 292-7688)
http://www.vacattlemen.org/

Virginia Farmers Direct Marketing Association

OVERVIEW DESCRIPTION

The members of Virginia Farmers Direct Marketing Association are a diverse group of large and small farmers producing an array of farm-fresh products such as fresh fruits and vegetables, organic herbs, honey, meat and dairy products, Christmas trees, farm experiences, tours, fine dining, bed and breakfasts, and many other value-added products. Their products are marketed in a variety of ways: pick-your-own, on-farm markets, roadside stands, farmers markets, and directly to restaurants and specialty stores. Many direct marketing operations also offer educational and entertaining programs for their customers and their local school systems.

CONTACT INFORMATION

Virginia Farmers Direct Marketing Association
(757) 357-6126
Contact: Rachel Chieppa, President (rchieppa@iwus.net)
http://www.vfdma.org/

Virginia Food System Council

OVERVIEW DESCRIPTION

The Virginia Food System Council is a Board of 24 volunteer Directors, representing all aspects of our food system from local producers and consumers, social justice and environmental non-profit organizations, to dietitians and statewide organizations. We formally began working to strengthen Virginia's local and
regional food systems in late 2007. Our mission is to help ensure that all Virginians have access to healthy, affordable food grown right here in Virginia by:

- Educating and communicating to the public, the food system stakeholders, and to key decision makers, a sustainable food system’s impact on health, economic development, natural resources, and social well-being.
- Examining how food is produced, distributed, and consumed throughout Virginia’s localities and regions, in order to expedite connections and identify barriers to improvement.
- Making policy recommendations and implementing networking strategies to improve the availability and accessibility of safe, nutrient-rich foods to Virginians in all areas.

KEY PROGRAMS/INITIATIVES/SERVICES

- **$10-a-week Campaign** – A campaign to encourage local residents to incorporate more local food into their diets. The campaign offers tips on finding local food in the community, eating local on a budget, eating local year-round, and nutrition.

CONTACT INFORMATION

Virginia Food System Council  
410 East Water Street, Suite 700  
Charlottesville, VA 22903  
Contact: Spencer Neale, Chair  
http://virginiafoodsystemcouncil.org/

Virginia Grain Producers Association

OVERVIEW DESCRIPTION

The Virginia Grain Producers Association (VGPA) represents Virginia's corn and small grains producers. VGPA's strategic plan focuses on Market Infrastructure, Media, Influence and Information Technology. The association's resources combined with staff and Board efforts include leadership meetings and travel, five annual events and producer programs implemented to support busy grain producers and Virginia's corn and small grains industries.

CONTACT INFORMATION

Virginia Grain Producers Association  
2201 West Main Street  
Richmond, VA 23220
Virginia Independent Consumers & Farmers Association

VICFA was started by a handful of individuals in central Virginia who are deeply concerned about the over-regulation of small farm sales direct to consumers. Consumers were, in fact, being denied their right to have fresh, wholesome foods from farmers whom they knew and trusted. Incorporated in April of 2001 as a non-profit corporation, VICFA's mission statement was and remains: "To promote and preserve unregulated direct farmer-to-consumer trade that fosters availability of locally-grown or home-produced food products."

CONTACT INFORMATION
Virginia Independent Consumers & Farmers Association
P.O. Box 6838
Charlottesville, VA 22906
(804) 366-6051
Contact: Lois Smith, President
http://www.vicfa.org

Virginia State Dairymen’s Association

The goal of the Virginia State Dairymen’s Association (VSDA) is to provide information about the dairy industry and its producers in Virginia.

CONTACT INFORMATION
Virginia State Dairymen’s Association
P.O. Box 29
104 North Main St.
Bridgewater, VA 22812
(540) 828-6960
Contact: Cline Brubaker, President
http://www.vsdaonline.com
At a regular meeting of the Board of Supervisors of the County of Bedford, Virginia held at the Bedford County Administration Building on the 12th day of September, 2014, beginning at 7:30 p.m.:

A RESOLUTION

ENDORSING A REGIONAL STRATEGIC PLAN
FOR THE AGRICULTURE AND FORESTRY ECONOMY IN VIRGINIA’S REGION 2000

WHEREAS, the localities of Region 2000 are committed to thinking strategically about how they can better support and integrate agriculture and forestry-based industries into their community’s overall economic development efforts, and

WHEREAS, the Strategic Plan for the Agriculture and Forestry Economy in Virginia’s Region 2000 (hereinafter the Plan) is the result of a collaboration between Region 2000 localities and represents collective input from their localities' staff and citizenry; and

WHEREAS, the Plan represents completion of the planning process funded in part by Virginia’s Department of Agriculture and Consumer Services “Agriculture and Forestry Industries Development (AFID) grant program, and

WHEREAS, the Plan is regional in scope and provides immediate and long-term action items to facilitate support and integration of agriculture and forestry-based industries into the overall economic development efforts in Region 2000 communities;

NOW, THEREFORE, BE IT RESOLVED, by the Bedford County Board of Supervisors that the Board does hereby endorse the Strategic Plan for the Agriculture and Forestry Economy in Virginia’s Region 2000.
BOARD MEETING
AGENDA
BEDFORD COUNTY BOARD OF SUPERVISORS
BEDFORD COUNTY ADMINISTRATION BUILDING
NOVEMBER 12, 2014

7:30 P.M.  WELCOME
a.  Moment of Silence
b.  Pledge of Allegiance

(1)  APPROVAL OF AGENDA

(2)  FIFTEEN MINUTE CITIZEN COMMENT PERIOD

(3)  APPROVAL OF CONSENT AGENDA

a.  Consideration of a request from the Depart of Parks and Recreation to accept a $500.00 grant from the Walmart Local Facility Giving Program, and to authorize a Supplemental Appropriation in the amount of $500.00.  (Resolution #R111214-01)

b.  Consideration of a request from the Department of Fire and Rescue to accept the Local Emergency Management Performance Grant in the amount of $26,610.00, and to authorize a Supplemental Appropriation in the amount of $13,305 to purchase radios.  (Resolution #R111214-02)

c.  Consideration of a request from the Department of Public Works to appropriate donated funds and issue an Invitation to Bid for Animal Shelter HVAC improvements.  (Resolution #R111214-03)

(4)  APPROVAL OF MINUTES – October 14, 2014

(5)  PUBLIC HEARINGS / PUBLIC APPEARANCES

a.  Public Appearance – Introduction of Gregg Zody, Director of Community Development

   •  Staff Presentation: Mark K. Reeter, County Administrator

(6)  ACTION ITEMS

a.  Consideration of Supplemental Appropriation for Purchase of Remaining Public Safety Radios - Regional Radio Project  (Resolution #R111214-04)

   •  Staff Presentation: Jeff Johnson, 911 Communications Manager
b. Consideration of Authorization to Re-establish and Fill Position of Assistant County Administrator *(Resolution #R111214-05)*
   - **Staff Presentation: Mark K. Reeter, County Administrator**

c. Consideration of the 2015 Virginia General Assembly Session Legislative Priorities (continued from the October 27, 2014 meeting). *(Resolution #R111214-06)*
   - **Staff Presentation: Mark K. Reeter, County Administrator**

(7) **BOARD COMMENTS, COMMITTEE REPORTS, REQUESTS AND RECOMMENDATIONS**
   a. Bedford Communications Report for October 1, 2014
   b. Tri-County Lakes Administrative Commission meeting minutes from August 12, 2014
   c. Social Services Board meeting minutes from September 18, 2014
   d. Bedford Regional Water Authority Board of Directors meeting minutes from September 16, 2014

(8) **APPOINTMENTS TO BOARDS, COMMISSIONS AND COMMITTEES**
   a. Reminder – An Appointment is needed for the Recreation Advisory Board for District 5.
   b. Appointments/Re-Appointments will be needed for two ‘At-Large’ representative on the Agricultural Economic Development Advisory Board. *(Daniel Layman does not wish to be reappointed; Ken Newman is willing to serve another term.)*
   c. Appointment to the Economic Development Authority for District 1 *(Application sent to the Board under separate cover)*

(9) **COUNTY ATTORNEY REPORTS, REQUESTS AND RECOMMENDATIONS**

(10) **COUNTY ADMINISTRATOR’S REPORTS, REQUESTS AND RECOMMENDATIONS**
   a. Draft 2015 Board Meeting Calendar for review

(11) **PENDING MATTERS**

(12) **UPCOMING MEETINGS**
   - November 24th – Regular Meeting at 7:30 p.m.
   - December 8th – Regular Meeting at 7:30 p.m. (Work Session 5:00 – 6:45 P.M.)
MEMORANDUM

TO: Board of Supervisors

THROUGH: Mark Reeter, County Administrator

FROM: Petrina E. Grubbs, Financial Analyst

DATE: October 31, 2014

SUBJECT: Walmart Local Facility Giving Grant for Parks & Recreation

Bedford County has been awarded a grant from the Walmart Local Facility Giving Program in the amount of $500.00. The grant funds will be used to enhance activities and programs for youth, adults, and seniors. There are no local matching funds. Wyatt Woody, Director of Parks & Recreation, is requesting that the Board of Supervisors accept this grant and approve a Supplemental Appropriation of $500.00 for FY 2014-2015 for this project.

This supplemental appropriation request is in accordance with the Board’s supplemental appropriation policy.

If the Board concurs, the following motion is in order.
At a regular meeting of the Board of Supervisors of the County of Bedford, Virginia held at the Bedford County Administration Building on the 12th day of November, 2014, beginning at 7:30 p.m.:

A RESOLUTION

AUTHORIZING ACCEPTANCE AND A SUPPLEMENTAL APPROPRIATION OF A WALMART LOCAL FACILITY GRANT FOR PARKS & RECREATION

WHEREAS, the Bedford Parks & Recreation was awarded a Walmart Local Facility Giving Grant in the amount of $500.00; and

WHEREAS, the funds will be used to enhance activities and programs for youth, adults, and seniors at the former Bedford County Nursing Home; and

WHEREAS, the grant does not require a local match; and

WHEREAS, this amount was not included in the revenue and expenditure budget for FY 2014-2015 for Parks & Recreation:

NOW, THEREFORE, BE IT RESOLVED, by the Bedford County Board of Supervisors that the Board does hereby accept the Walmart Local Facility Giving Grant and authorize a Supplemental Appropriation in the amount of 500.00 to department 7100, Recreation, for FY 2014-2015.
TO: Board of Supervisors

THROUGH: Mark Reeter, County Administrator

FROM: Jack W. Jones, Jr., Fire & Rescue Chief
       Susan Crawford, Director of Fiscal Management

DATE: October 28, 2014

SUBJECT: Acceptance Of FY2014 LEMPG Grant

On October 27, 2014, the Virginia Department of Emergency Management (VDEM) announced that Bedford County has been awarded funding under the FY2014 Local Emergency Management Performance Grant, CFDA#97.042 in the amount of $26,610 to support local emergency management performance. Bedford County Fire & Rescue will use the grant funding to purchase 12 portable XG-75 radios to replace current radios that are not P25 compliant with the Regional Radio System.

The grant period runs from July 1, 2014 – June 30, 2015. This grant requires a local 50/50 match of funds and our portion will come from monies the Board has appropriated in CIP for new radio purchases.

It is requested that the Board of Supervisors accept the 2014 LEMPG Grant in the amount of $26,610 and authorize a Supplemental Appropriation in the amount of $13,305 to 33-9356 Radios.
At a regular meeting of the Board of Supervisors of the County of Bedford, Virginia held at the Bedford County Administration Building on the 12th day of November, 2014, beginning at 7:30 p.m.:

A Resolution

Acceptance Of FY2014 LEMPG Grant

WHEREAS, on October 28, 2014, the Virginia Department of Emergency Management (VDEM) announced that Bedford County has been awarded funding under the FY2013 Local Emergency Management Performance Grant, CFDA#97.042 in the amount of $26,610 to support local emergency management performance; and

WHEREAS, Bedford County Fire & Rescue will use the grant funding to purchase 12 portable XG-75 radios to replace current radios that are not P25 compliant with the Regional Radio System; and

WHEREAS, the grant period runs from July 1, 2014 – June 30, 2015. This grant requires a local 50/50 match of funds and our portion will come from monies the Board has appropriated in CIP for new radio purchases;

NOW, THEREFORE, BE IT RESOLVED, by the Bedford County Board of Supervisors that the Board does hereby accept the 2014 LEMPG Grant in the amount of $26,610 and authorize a Supplemental Appropriation in the amount of $13,305 to 33-9356 Radios.
To: Board of Supervisors  
Through: Mark Reeter, County Administrator  
From: Sheldon Cash, Director of Public Works  
Cc: Wyatt Woody, Director of Parks and Recreation  
Date: November 12, 2014  
Subject: Request to Appropriate Donated Funds and Issue an Invitation to Bid for Animal Shelter HVAC Improvements

The County’s Animal Shelter is in need of an upgrade to its heating, ventilating, and air conditioning (HVAC) system. The existing system was constructed with the original building and is approximately 20 years old. The primary concern is the lack of cooling in the rear portion of the building. For the past several years, shelter employees have been able to utilize fans and portable cooling units to provide some level of additional cooling. Unfortunately, this does not fully address the overall need.

Due to the nature of animal shelters, there are specific design considerations for dealing with humidity issues, noise issues, odor issues, fresh air exchange rates, filtering, etc. Therefore, staff is recommending the hiring of a design engineer to fully address these needs. In addition, staff is recommending that 3-phase power also be brought to the facility to power the proposed new HVAC equipment. This will require some additional electrical design work.

There is approximately $250,000 in donated funds available for improvements to the shelter. At this point, staff is requesting an appropriation of $15,000 to the Animal Shelter CIP (33-9438) to address design needs for the proposed new HVAC system and corresponding electrical design. Special considerations will be taken in the design work in order to develop a system that will not interfere with (and will be adaptable with) any future expansion of the shelter.

At this point, staff is also requesting that the Board authorize the issuance of an Invitation to Bid for the HVAC improvements (once the design work is completed). Staff will be returning to the Board at a later date with the bid results and will request the appropriation of additional donated funds/award of contract for the actual project.

A draft resolution is attached for the Board’s consideration.
At a regular meeting of the Board of Supervisors of the County of Bedford, Virginia held at the Bedford County Administration Building on the 12th day of November, 2014, beginning at 7:30 p.m.:

A RESOLUTION AUTHORIZING THE APPROPRIATION OF FUNDS AND THE ISSUANCE OF AN INVITATION TO BID FOR IMPROVEMENTS TO THE BEDFORD COUNTY ANIMAL SHELTER HVAC SYSTEM

WHEREAS, the Bedford County Animal Shelter’s existing heating, ventilating, and cooling (HVAC) system is approximately 20 years old and is need of significant improvements, and

WHEREAS, approximately $250,000 in donated funds are available for improvements related to the Bedford County Animal Shelter, and

WHEREAS, at this time, staff is requesting the appropriation of $15,000 to cover the anticipated cost of HVAC design work for the animal shelter, and

WHEREAS, staff is further requesting that the Board authorize the issuance of an Invitation to Bid once the design work is complete, and

NOW, THEREFORE, BE IT RESOLVED, by the Bedford County Board of Supervisors that the Board does hereby authorize the appropriation of $15,000 in donated funds for the animal shelter to the Animal Shelter CIP (33-9438) for HVAC design work.

NOW, THEREFORE, BE IT FURTHER RESOLVED, by the Bedford County Board of Supervisors that the Board does hereby authorize the issuance of an Invitation to Bid, subsequent to the completion of necessary design work, for improvements to the HVAC system at the animal shelter.
BEDFORD COUNTY BOARD OF SUPERVISORS
BEDFORD COUNTY ADMINISTRATION BUILDING
OCTOBER 14, 2014

5:00 P.M. JOINT WORK SESSION WITH THE ECONOMIC DEVELOPMENT AUTHORITY
a. Welcome & Introductions – Board Chairman John Sharp and EDA Chairman Craig Coker
b. Past year snapshot – Presented by Craig Coker, EDA Chairman
c. FY 15 Budget & Business Parks – Presented by Craig Coker, EDA Chairman
d. Priorities Moving Forward - Open discussion

6:00 P.M. Dinner – Presentation by Virginia’s Region 2000 Office: Mrs. Megan A. Lucas, Region 2000 Alliance CEO; Gary F. Christie, Executive Director, Local Government Council; Ben Bowman, Workforce Development Director.

7:30 P.M. WELCOME
a. Moment of Silence
b. Pledge of Allegiance

(1) APPROVAL OF AGENDA
(2) FIFTEEN MINUTE CITIZEN COMMENT PERIOD
(3) APPROVAL OF CONSENT AGENDA
a. Consideration of a request from the Commonwealth Attorney’s Office to submit an application for the Virginia Sexual and Domestic Violence Victim Fund Grant (no local match is required). (Resolution #R101414-01)
b. Consideration of a request from the Administration Office to accept the Local Government Challenge Grant in the amount of $5,000.00 (a local match of $5,000.00 is required). (Resolution #R101414-02)
c. Consideration of a request from the Virginia Department of Transportation to add Deer Track Drive to the secondary system of State highways. (Resolution #R101414-03)
d. Consideration of a request from the E-911 Communications Department to accept a grant from the Office of Emergency Medical Services in the amount of $32,786.54. (A local match of $8,196.64 is required and was included in FY2014-14 adopted budget). *(Resolution #R101414-04)*

e. Consideration of New Memorandum of Understanding between County and Bedford County Department of Social Services Regarding State Payments for Use of County-Owned Office Space. *(Resolution #R101414-05)*

(4) **APPROVAL OF MINUTES** – September 8, 2014

(5) **PUBLIC HEARINGS / PUBLIC APPEARANCES**

a. Public Appearance – Damien Cabezas will introduce himself as the new CEO for Horizon Behavioral Health.

(6) **ACTION ITEMS**

a. Consideration of a resolution to assign a lease to Virginia’s Region 2000 Local Government Council. *(Resolution #R101414-06)*

   • *Staff Presentation: Carl Boggess, County Attorney*

(7) **BOARD COMMENTS, COMMITTEE REPORTS, REQUESTS AND RECOMMENDATIONS**

a. Department of Social Services Board meeting minutes from June 19, July 17 and August 21, 2014.

b. E-911 Communications Department reports for August and September 2014.

c. Planning Commission meeting minutes from August 19, 2014.

d. Bedford Regional Water Authority Board of Directors meeting minutes from August 19, 2014.

e. Department of Community Development’s Build Report from September 2014.

(8) **APPOINTMENTS TO BOARDS, COMMISSIONS AND COMMITTEES**

a. Reminder – An Appointment is needed for the Recreation Advisory Board for District 5.

b. Appointment and/or Re-Appointments needed for the Economic Development Authority; terms for Districts 2 and 5 will expire in January 2015. (The current District 2 appointee does not wish to serve again; applications will be sent to the Board under separate cover. The current District 5 appointee is willing to serve again and may be re-appointed if the Board so desires.)

c. Appointment to Bedford Regional Water Authority Board of Directors.

(9) **COUNTY ATTORNEY REPORTS, REQUESTS AND RECOMMENDATIONS**

(10) **COUNTY ADMINISTRATOR’S REPORTS, REQUESTS AND RECOMMENDATIONS**
a. Approval of Letter to Commonwealth Transportation Board Concerning Bedford County’s Priorities for Six-Year Plan Primary Highway Improvements.

b. VACo Preliminary 2015 Legislative Program

c. Special Review Project Application #150001 – Bedford County Public Schools/Bedford Regional Water Authority

d. Closed Session pursuant to Section 2.2-3711 (A) (1) as to the discussion, consideration, or interviews of prospective candidates for employment; assignment, appointment, promotion, performance, demotion, salaries, disciplining, or resignation of specific public officers, appointees, or employees of any public body; specifically, related to the County Administrator.

(11) PENDING MATTERS

(12) UPCOMING MEETINGS

- October 20th – Joint Meeting with the Bedford Town Council at the Bedford Welcome Center (dinner at 6:30 p.m., followed by a presentation by E. W. Tibbs of Centra Health at 7:00 p.m.)
- October 27th – Regular Meeting at 7:30 p.m.
- November 12th (Wednesday) – Regular Meeting at 7:30 p.m. (Work Session at 5:00 p.m.)
- November 24th – Regular Meeting at 7:30 p.m.

5:00 P.M. – WORK SESSION (Ground Floor Meeting Room)

Board of Supervisors: John Sharp, Chairman – District 4; Tammy Parker, Vice-Chairman, District 7; Bill Thomasson, District 1; Curry Martin, District 2; Steve Wilkerson, District 3; Steve Arrington, District 5 (arrived at 5:32 p.m.); and Annie Pollard, District 6 (arrived at 5:08 p.m.)

Economic Development Authority: Craig Coker, Chairman – District 1; Matthew Braud, Vice-Chairman – District 4 (arrived at 5:35 p.m.); Raymond P. Sellers – District 2; Wyatt Walton, III – District 3; Jim Lusk – District 5; Kimberly McCabe – District 6; Paul Kelbaugh – District 7

Town Staff Present: Charlie Kowlakowski

Staff Present: Mark K. Reeter, Carl Boggess, Frank Rogers and Brigitte Luckett

Board of Supervisors Chairman Sharp and Economic Development Authority Chairman Craig Coker called their respective Boards to order. Chairman Coker stated that Economic Development
Director Traci Blido would start the meeting; he would follow up with a presentation and then take questions from the Board.

Mrs. Blido opened by stating that the Economic Development Authority’s (EDA) mission had not changed from last year, which is to sustain and improve the quality of life for all of Bedford County through a prudent and cost effective Economic Development program that results in quality jobs for all residents. She reviewed population, employment, unemployment and company start-up numbers, noting that there were 86 start-ups between the County and the Town. Mrs. Blido stated there are more than 350 job openings in Bedford, but nevertheless unemployment has risen since last year to 6.0% in the County and 7.5% in the Town. She said there is expansion in businesses in our County, and that the incentives provided to business by the Board of Supervisors is greatly appreciated.

Chairman Coker then took over the presentation with a review of the EDAs involvement with local companies over the past year, such as LiteSheet Solutions LLC, Bedford Lofts and Valtim. He noted that with new employee Jessica Hupp working for the Economic Development Department (EDD) the Business Appreciation Program has been revitalized. Chairman Coker touched briefly on the success of the Bedford One Program and the Bedford Artisan Trail, before moving on to a review of the businesses in the New London Business and Technology Park, the Montvale Center for Commerce and the Bedford Center for Business. He also noted that the substation at New London is ready to go live.

Chairman Coker said the EDA is still working on a better vision for the Washington Street properties. He reviewed the FY2015 budget as approved by the EDA, noting that the EDA is now a revenue producing authority and new opportunities are on the horizon. Chairman Coker and Mrs. Blido then briefly discussed the work by the EDA and the EDD over the past year to gain assistance with marketing Bedford to potential businesses. Mrs. Blido also commented on the many trade shows the County now participates in across the Country to attract businesses to our area.

Chairman Coker said the key issues the EDA needs to discuss with the Board include what the Board sees as Economic Developments role with the Town of Bedford; should the EDA be involved with economic development improvements in the Town and Main Street projects; and how the Board wants the County industrial parks marketed. He also noted that he anticipates more requests to the EDA for funding assistance for connection with for the Bedford Regional Water Authority.

There followed a brief question and answer period between Chairman Coker, Mrs. Blido and members of both public bodies. Chairman Sharp commented that he sees no difference in providing EDA assistance to the County or to the Town; Supervisor Pollard concurred. Bill Thomasson commented that when you have a limited amount of resources, those resources have to be prioritized to get the best return on investment.

Mrs. Blido thanked the Board for funding the EDA and putting policies in place that support economic growth in the County.
The Board and the EDA then took a quick break for dinner. During dinner, they heard a presentation from Megan Lucas, the new CEO of the Region 2000 Business and Economic Development Alliance. She briefly gave an overview of her work history and qualifications, as well as the recent reorganization of Region 2000. Mrs. Lucas said their goals are to generate discussions around Region 2000 to in turn generate jobs and investments. She stated that talent development, job and business retention, marketing and image regeneration, etc., will be integral to these goals.

There followed a brief question and answer session between Mrs. Lucas, the Board of Supervisors and the EDA.

Ben Bowman, Executive Director of the Workforce Investment Board, then addressed the Board and the EDA with a presentation regarding Region 2000’s workforce development plans. Mr. Bowman said his office is working on several projects including the development of a credential list of desirable training and skills companies are looking for; addressing the changes to the Workforce Investment and Opportunity Act; the Career Pathways program with the local schools; and a relocation of the current Career Center.

There followed a brief question and answer session between Mr. Bowman the Board of Supervisors and the EDA.

The meeting was then turned over to Gary Christie, Executive Director of Region 2000. Mr. Christie began his presentation by giving a brief explanation of the mission of Region 2000. He then moved through a presentation covering some of the regional projects run by his organization such as the regional landfill; the replacement of the regional radio system; the ride-sharing service for commuters; and a planned investment in a regional tourism program. It was noted during Mr. Christie’s presentation that while some of the radio towers could possibly be used to assist in expanding broadband in the County, Region 2000 does not have permission or property rights to utilize them for that purpose.

There followed a brief question and answer session between Mr. Christie, the Board of Supervisors and the EDA.

Chairman Sharp called for a motion to adjourn the meeting; the motion was made by Supervisor Parker and passed unanimously by acclamation. The Board then moved to the Boardroom for their regular meeting at 7:30 p.m.

7:30 P.M. – REGULAR MEETING

Board of Supervisors: John Sharp, Chairman – District 4; Tammy Parker, Vice-Chairman, District 7; Bill Thomasson, District 1; Curry Martin, District 2; Steve Wilkerson, District 3; Steve Arrington, District 5; and Annie Pollard, District 6

Staff Present: Mark K. Reeter, Carl Boggess and Brigitte Luckett
Chairman Sharp called the meeting to order and welcomed those in attendance; a moment of silence was held and the Pledge of Allegiance was said.

(1) APPROVAL OF AGENDA

Mr. Mark Reeter, County Administrator, noted the following changes to the agenda:

- Added Agenda Action Item: #6a – Consideration of a resolution to assign a lease to Virginia’s Region 2000 Local Government Council. (Resolution #R101414-06).
- Added Agenda Item – Appointments: #8c – Appointment to the Bedford Regional Water Authority Board of Directors.
- Additional Documentation for Agenda Item: #10a – House Bill 2 (Prioritization).

Supervisor Thomasson made a motion to approve the agenda as amended.

Voting yes:   Mr. Thomasson, Mr. Martin, Mr. Wilkerson, Mr. Sharp, Mr. Arrington, Mrs. Pollard and Mrs. Parker

Voting no: None

Motion passed.

(2) FIFTEEN MINUTE CITIZEN COMMENT PERIOD

- Jackie Davis, citizen from Thaxton, addressed the Board with a prayer.
- Ruby Dooley, citizen from Montvale, addressed the Board. She stated that the New London Business and Technology Center needed to be sold. She asked exactly how much has been received from Region 2000 versus how much the County has given. Mrs. Dooley said the Board needs to start asking for this information before they spend more tax dollars. She said there are less than five dairies left in Bedford, and farming is too expensive for people to continue. Mrs. Dooley said she is not happy with the state of the Farmer’s Market, which is needed for those who don’t plant a garden; she asked the Board to look into the Farmer’s Market. Mrs. Dooley reiterated that she wants actual dollar amounts on what is given to Region 2000 and what is Bedford getting out of their investment. She said we need jobs that are suited to the skills of people who live in Bedford. Mrs. Dooley said she keeps hearing the phrase ‘metropolitan area’, but she does not want to live or pay taxes in a metropolitan area. (Chairman Sharp explained that a ‘metropolitan statistical area’ is how the entire county is broken up for statistical purposes; it does not mean that Bedford is being turned into a metropolitan area. Mrs. Dooley disagreed and said people are working on making Bedford a metropolitan area.) Chairman Sharp requested that Mr. Reeter get Mrs. Dooley the figures she requested regarding Region 2000.

(3) APPROVAL OF CONSENT AGENDA
County Administrator Mark Reeter read the consent agenda as follows:

a. Consideration of a request from the Commonwealth Attorney’s Office to submit an application for the Virginia Sexual and Domestic Violence Victim Fund Grant (no local match is required). \( \text{(Resolution \#R101414-01)} \)

b. Consideration of a request from the Administration Office to accept the Local Government Challenge Grant in the amount of $5,000.00 (a local match of $5,000.00 is required). \( \text{(Resolution \#R101414-02)} \)

c. Consideration of a request from the Virginia Department of Transportation to add Deer Track Drive to the secondary system of State highways. \( \text{(Resolution \#R101414-03)} \)

d. Consideration of a request from the E-911 Communications Department to accept a grant from the Office of Emergency Medical Services in the amount of $32,786.54. (A local match of $8,196.64 is required and was included in FY2014-14 adopted budget). \( \text{(Resolution \#R101414-04)} \)

e. Consideration of New Memorandum of Understanding between County and Bedford County Department of Social Services Regarding State Payments for Use of County-Owned Office Space. \( \text{(Resolution \#R101414-05)} \)

Supervisor Thomasson made a motion to approve the Consent Agenda.

\begin{tabular}{ll}
Voting yes: & Mr. Thomasson, Mr. Martin, Mr. Wilkerson, Mr. Sharp, Mr. Arrington, Mrs. Pollard and Mrs. Parker \\
Voting no: & None
\end{tabular}

Motion passed.

\textbf{(4) APPROVAL OF MINUTES}

Vice-Chairman Parker requested that on lines 465, 497 and 536 the minutes be changed to reflect a roll call vote. Attorney Boggess agreed that, although during the meeting these three items were passed by acclamation, the record could be changed to reflect who voted yes and if there were any voting no. Supervisor Wilkerson noted that on line 231, it should read ‘Area 5’.

Supervisor Wilkerson made a motion to approve the minutes of September 8, 2014 as amended.

\begin{tabular}{ll}
Voting yes: & Mr. Thomasson, Mr. Martin, Mr. Wilkerson, Mr. Sharp, Mr. Arrington, Mrs. Pollard and Mrs. Parker \\
Voting no: & None
\end{tabular}

Motion passed.

\textbf{(5) PUBLIC HEARINGS / PUBLIC APPEARANCES}
Damien Cabezas introduced himself to the Board as the new Director and CEO for Horizon Behavioral Health. Mr. Cabezas gave a brief background of his work history before moving on to an overview of the services provided by Horizon. He stated they serve approximately 8,000 individuals in thirty locations with services addressing substance abuse, mental health and persons with intellectual disabilities. He said the goal of Horizon is to provide fully integrated accessible consumer-centered and performance-based services. Mr. Cabezas said they are in the process of implementing a new electronic records system to improve the quality and reduce the cost of the care they provide, and briefly described some of the services they’ve provided in the past. He said he looked forward to a continued partnership with Bedford County.

Action Items

County Attorney Carl Boggess addressed the Board with a request to assign a lease to Virginia’s Region 2000 Local Government Council. Attorney Boggess gave a short background review on the process that led to this request, noting that the Board is no longer obtaining these types of leases as they are all done by Region 2000. He said it makes no sense for the County to continue to be the holder of this lease, so the request before the Board is to transfer it to Region 2000. He noted that he has requested that the lease be executed subject to getting the commencement date changed to November.

In response to a question from Supervisor Thomasson, Attorney Boggess confirmed that this tower is part of the regional radio system; we will pay the County’s proportional share of 42% of the $865 of the lease fee to Region 2000. Attorney Boggess noted that this tower is a critical asset and the system could not be run without it.

There followed a brief discussion between Attorney Boggess and the Board dealing with the history of tower leases in the County.

Supervisor Wilkerson made a motion to approve Resolution #R101414-06.

WHEREAS, American Towers, LLC, owns a certain communications tower and leases a certain parcel of land located at 3829 Mountainview Church Rd., Blue Ridge, VA 24064-3061 more commonly known as the Foster Knob VA, VAA tower site (the “Premises”); and

WHEREAS, American Towers predecessor interest and the County entered into the Agreement for the use of the tower for public safety purposes; and

WHEREAS, Amherst County, Bedford County, the Town of Bedford, and the City of Lynchburg have been operating a jointly funded Regional Emergency Communications System (“System”) since 1996; and

WHEREAS, the localities determined in 2011 that significant upgrades to the System were necessary and entered into the Region 2000 Emergency Communications Regional Cooperative Agreement with the Virginia’s Region 2000 Local Government Council (“Cooperative Agreement”) in
order to jointly finance such upgrades and in order to transfer ownership and operation of the System to
the Council; and

WHEREAS, the Licensed Premises has been and continues to be integral to the operation of the
System, and as such it has been previously agreed that the Council will implement all necessary system
upgrades at the Premises and take over ongoing the responsibility of maintaining and operating the
system equipment located at the Premises pursuant to the terms of the Cooperative Agreement; and

NOW, THEREFORE, BE IT RESOLVED, that providing a reliable emergency communications
system to serve law enforcement agencies and fire and rescue agencies is in the best interest of the
citizens of Bedford County and necessary to protect the public’s health, safety and welfare. The Bedford
County Board of Supervisors hereby assigns all of County’s rights, duties and obligations under the
previous leases and under this First Amendment to Virginia’s Region 2000 Local Government Council.
The Board further authorizes the Chairman to execute the Agreement, subject to review by the County
Attorney.

Voting yes: Mr. Thomasson, Mr. Martin, Mr. Wilkerson, Mr. Sharp, Mr. Arrington,
Mrs. Pollard and Mrs. Parker

Voting no: None

Motion passed.

(7) BOARD COMMENTS, COMMITTEE REPORTS, REQUESTS AND RECOMMENDATIONS

(7a) The Board was given a copy of the Department of Social Services Board meeting minutes from
June 19, July 17 and August 21, 2014 for review.

(7b) The Board was given a copy of the E-911 Communications Department reports for August and
September 2014 for review.

(7c) The Board was given a copy of the Planning Commission meeting minutes from August 19, 2014
for review.

(7d) The Board was given a copy of the Bedford Regional Water Authority Board of Directors
meeting minutes from August 19, 2014 for review.

(7e) The Board was given a copy of the Department of Community Development’s Build Report from
September 2014 for review.

(8) APPOINTMENTS TO BOARD, COMMISSIONS AND COMMITTEES

(8a) Supervisor Arrington commented that he is working on an appointee for this Board for District 5.

(8b) Supervisor Arrington made a motion to reappoint Mr. Jim Lusk to the Economic
Development Authority for a term commencing on the 1st day of February, 2015 and ending on the
31st day of January, 2019.
Voting yes: Mr. Thomasson, Mr. Martin, Mr. Wilkerson, Mr. Sharp, Mr. Arrington, Mrs. Pollard and Mrs. Parker

Voting no: None

Motion passed.

(8c) At the suggestion of Supervisor Thomasson, the Board decided to table the appointment to the Bedford Regional Water Authority until a later meeting.

(9) COUNTY ATTORNEY’S REPORTS, REQUESTS AND RECOMMENDATIONS

Attorney Boggess stated he had a memo regarding the AEP dock permits (as requested by Supervisor Martin) for the Board that he would leave at their stations after the closed session.

(10) COUNTY ADMINISTRATOR’S REPORTS, REQUESTS AND RECOMMENDATIONS

(10a) Mr. Reeter asked for the Board’s approval of a letter he had drafted to the Commonwealth’s Department of Transportation Board pertaining to the County’s primary 6-year highway improvement plan priorities. He also drew the Boards attention to a House Bill that would adjust how the State would prioritize road projects in the future.

Supervisor Arrington asked to have the issue of the pending ‘devolution’ addressed with the Transportation Board as well. Supervisor Thomasson said devolution may be going away eventually, but it does need to be added to this letter.

Mr. Reeter said he would add the suggested issue to the letter before presenting it to the Transportation Board.

(10b) Mr. Reeter noted that the 2015 Legislative Program would be approved at the next VACo Conference, and asked that the Board look to its own legislative program by the next regular Board meeting.

(10b) Mr. Reeter stated that the Planning Commission completed a special project review and has approved the extension of sanitary sewer services by the Bedford Regional Water Authority up to Moneta Elementary. In response to a question from Supervisor Pollard, Attorney Boggess clarified that this was simply a land use issue regarding compliance and it did not consider any funding aspects of the project.

(10e) Supervisor Wilkerson made a motion for the Board to enter into closed session pursuant to Section 2.2-3711 (A) (1) as to the discussion, consideration, or interviews of prospective candidates for employment; assignment, appointment, promotion, performance, demotion, salaries, disciplining, or resignation of specific public officers, appointees, or employees of any public body; specifically, related to the County Administrator.
Voting yes: Mr. Thomasson, Mr. Martin, Mr. Wilkerson, Mr. Sharp, Mr. Arrington, Mrs. Pollard and Mrs. Parker

Voting no: None

Motion passed.

Supervisor Pollard made a motion to go back into regular session.

Voting yes: Mr. Thomasson, Mr. Martin, Mr. Wilkerson, Mr. Sharp, Mr. Arrington, Mrs. Pollard and Mrs. Parker

Voting no: None

Motion passed.

WHEREAS, the Bedford County Board of Supervisors has convened a Closed Meeting, pursuant to an affirmative recorded vote and in accordance with the provisions of the Virginia Freedom of Information Act; and

WHEREAS, §2.2-3712 of the Code of Virginia requires a certification by the Bedford County Board of Supervisors that such closed meeting was conducted in conformity with Virginia Law.

NOW, THEREFORE BE IT RESOLVED, that the Bedford County Board of Supervisors does hereby certify 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 public business matters as were identified in the motion convening the closed meeting was heard, discussed or considered by the Bedford County Board of Supervisors.

MEMBERS: VOTE:
John Sharp, Chairman Yes
Tammy Parker, Vice-Chairman Yes
Bill Thomasson Yes
Curry W. Martin Yes
Steve Wilkerson Yes
Steve Arrington Yes
Annie S. Pollard Yes

PENDING MATTERS
There were no pending matters to discuss.

UPCOMING MEETINGS
Chairman Sharp noted the Board’s upcoming meetings as follows: October 20th – Joint meeting with the Bedford Town Council at the Welcome Center at 6:30 p.m.; October 27th – Regular Meeting at 7:30 p.m.; October 27th – Regular Meeting at 7:30 p.m.; November 12th (Wednesday) – Regular Meeting at 7:30 p.m. (Work Session at 5:00 p.m.; and November 24th – Regular Meeting at 7:30 p.m.

___________

Supervisor Pollard made a motion to adjourn the meeting at 10:09 p.m.

Voting yes: Mr. Thomasson, Mr. Martin, Mr. Wilkerson, Mr. Sharp, Mr. Arrington, Mrs. Pollard and Mrs. Parker

Voting no: None

Motion passed.
MEMORANDUM

To: Bedford County Board of Supervisors

From: Mark K. Reeter
County Administrator

Date: November 12, 2014

Subject: Supplemental Appropriation for Purchase of Remaining Public Safety Radios

Bedford County is a participating member jurisdiction of Virginia's Region 2000 Regional Radio Board, responsible for overseeing the upgrade of the region's public safety radio communications system. While funding for the primary infrastructure involved in this upgrade (radio towers and sites, antennae and related transmission equipment) was jointly financed via a bond issuance through the Regional Radio Board backed collectively by its member jurisdictions, the acquisition of individual radio devices (both handhelds and mobiles) for use at the local level is the responsibility of each individual jurisdiction. Over the past several budget cycles, staff has advised the Board that cost of these devices to re-equip Bedford County's law enforcement personnel and emergency responders would approximate $2.5 million. At its May 27 meeting this year, the Board initially appropriated $1.5 million toward the purchase of these radios. The attached spreadsheet illustrates the specific radio equipment needs, grant funds successfully obtained by the County Department of Fire & Rescue to offset radio purchases, and the remaining radio equipment needs vs. remaining available funding.

Fire & Rescue

In addition to the appropriated County funds, the Department of Fire & Rescue has secured funding for some radio devices through a Federal Emergency Management Agency (FEMA) Assistance to Firefighters grant and a Local Emergency Management Planning Grant (LEMPG) award. Local matching funds for each of these grants came from the $1.5 million initial appropriation approved by the Board in May of this year.

The Board's Fire & Rescue Committee (Supervisors Parker and Wilkerson) has reviewed various methods for determining the number of radios to be purchased and distributed to County fire and rescue units. The methodology chosen is one whereby individual units will receive the number of radios equal to (1) the number of seats in County-approved motor vehicle apparatuses (ambulances and firefighting vehicles) owned or operated by the unit, plus (2) additional radios equal to the number of officers in the unit. Should the total number of radios derived from this formula exceed the total number of active members in a unit, that unit will receive only the number of radios equal to the number of active members. For all Bedford County Fire &
Rescue units, this comes to a total of 74 mobile (vehicle-mounted) radios for apparatus and 481 handheld portable radios.

As of this date 253 radios have been obtained with the aforementioned grant funding, significantly reducing the local (County) cost for radio purchases. Mobile radios have been or will be secured with new fire apparatus acquisitions as follows: 2 for Bedford and 1 each for Forest, Boonesboro, Huddleston, Big Island, Stewartsville-Chamblissburg and Shady Grove Volunteer Fire Departments. These represent fire apparatus equipment that was either replaced (in the case of Bedford, Forest and Boonesboro) or new apparatus purchased (in the case of Huddleston, Big Island, Shady Grove and Stewartsville-Chambilissburg). The remaining mobile radios will be deployed within existing apparatus prior to system switch-over. To complete all needed radio purchases for County Fire & Rescue units, funding for an additional 228 portable radios and 67 mobile radios is needed.

**Sheriff’s Office**

In addition to fire & rescue units, other emergency response agencies—primarily the Bedford County Sheriff’s Office—require new radio equipment for their fleet vehicles and personnel. The Sheriff’s Office estimates a total need for 104 mobile radios and 111 portable devices; 2 tactical devices and another 25 portable radios for educational/training use. As of this date 12 mobile radios have been installed in Sheriff Office vehicles and another 20 mobile radios have been ordered. In addition, County funding for 5 additional mobile radios is also included in the Vehicle Replacement Fund for the 5 replacement Sheriff’s Department vehicles budgeted for purchase in Fiscal Year (FY) 2014-2015. To complete all needed radio purchases for the Sheriff’s Office, 67 additional mobile units, 136 portable radios and 2 tactical radios are needed.

At this time, staff of the County Departments of Communications and Fire & Rescue and the Bedford County Sheriff’s Office are working to purchase, program and deploy the new radio devices. After utilizing the available grant resources, there remains an anticipated need for an additional $600,000 in County funds to fully fund the necessary remaining radio purchases and associated costs. The Board will recall that the project was originally estimated at $2.5 million; grant awards have significantly reduced the local funding need. County Department of Communications Manager Jeff Johnson will appear before the Board to briefly update the status of the project as well as to answer questions. A draft Resolution has been prepared to appropriate the needed additional funds.
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<tr>
<th>Date</th>
<th>Action</th>
<th>CIP Appropriation</th>
<th>Other County Funds</th>
<th>Grant Funds</th>
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Total Radio Funding: 1,996,157.24

### Remaining Needs

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<td>F &amp; R Portable</td>
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<td>Sheriff Education Portable</td>
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Total Remaining Funds Needed: (589,805)

### Additional Request

- 600,000

Total Radio Funding: 2,596,157
At a regular meeting of the Board of Supervisors of the County of Bedford, Virginia held at the Bedford County Administration Building on the 12th day of November, 2014, beginning at 7:30 p.m.:

A RESOLUTION

AUTHORIZING AN APPROPRIATION OF $600,000 FROM FUND BALANCE TO CIP FOR THE PURCHASE OF RADIOS

WHEREAS, Virginia's Region 2000 regional public safety radio communication system is undergoing an comprehensive upgrade under the auspices of Region 2000's Regional Radio Board, and

WHEREAS, in conjunction with this upgrade, Bedford County must purchase new mobile and portable radios and related equipment for County public safety and other key personnel; and

WHEREAS, the Bedford County Board of Supervisors (hereinafter the Board) acted pursuant to Resolution 052714-09 to initially appropriate $1.5 million of an estimated $2.5 million needed from Bedford County's fund balance reserves to the Capital Improvement Program (CIP) component of the County's Fiscal Year (FY) 2013-2014 Budget to fund initial purchases of radio equipment and related costs, and also appropriated various grants received toward the purchase of such equipment, the unexpended portion thereof having carried-over into the County's FY 2014-2015 Budget, and

WHEREAS, after nearly full utilization of this initially appropriated amount, an additional $600,000 is now anticipated to be needed to fully fund all remaining radio purchases in order to complete the project;

NOW, THEREFORE, BE IT RESOLVED, by the Bedford County Board of Supervisors that the Board does hereby authorize an additional appropriation of $600,000 from the County's fund balance reserves to CIP Line-Item 33-9356, Radios, of the County's FY 2014-2015 Budget for the purchase of additional radio equipment and related costs.

BE IT FURTHER RESOLVED, that any remaining County matching funds needed for previously-appropriated grants may be taken from this additional appropriation.
MEMORANDUM

To:        Bedford County Board of Supervisors
From:      Mark K. Reeter
            County Administrator
Date:      November 12, 2014
Subject:   Position of Bedford County Assistant County Administrator

At its October 27 meeting, the County Personnel Committee (Supervisors Arrington and Sharp) considered recommendations from this Office with respect to the vacant Deputy County Administrator position formerly held by Mr. Frank Rogers. The Board may recall that, prior to his appointment as Interim County Administrator, Rogers' position title was that of Assistant County Administrator; the Board acted in February of last year to designate Rogers as Deputy County Administrator at the time I was appointed as County Administrator (by Board Resolution adopted February 25, 2013). Going back to the early part of the last decade, at one time Bedford County employed both an Assistant and a Deputy County Administrator as part of its staffing plan; when a vacancy occurred in the Deputy's position, it was never re-filled and eventually Rogers was hired in 2005 when the Assistant's position also became vacant.

The Personnel Committee recommends the position be re-designated as that of an Assistant County Administrator. There is a subtle but distinct difference in the use of the terms "deputy" versus "assistant" in the context of certain local government position titles under Virginia law, as follows (underlined for emphasis):

Code of Virginia
§ 15.2-1502. Employment of certain deputies and assistants; delegation of powers and duties.

A. Local government officers may employ, when duly authorized by the governing body, deputies and assistants to aid them in carrying out their powers and duties. The provisions of this section and § 15.2-1503 shall not be applicable to the constitutional offices of treasurer, commissioner of the revenue, sheriff, attorney for the Commonwealth and clerk of the circuit court.

B. "Deputy" means a person who is appointed to act as a substitute for his principal, in the name of the principal and in his behalf, in matters in which the principal himself may act; such person shall be a public officer. Members of governing bodies may not have or appoint deputies for themselves.

C. "Assistant" means a person who is not a public officer or deputy but who aids or helps a public officer.

D. Subject to the limitations and requirements of the preceding subsections, an officer of a locality may delegate, to a person reporting to him, his powers and duties unless it is some power or duty the exercise of which by another person is expressly forbidden by law or requires the exercise of judgment for the public welfare. However, such delegation shall not act to relieve the officer making such delegation of his legal obligations for the exercise of powers and performance of duties of his office.

Persons employed by virtue of this subsection shall be designated either deputy or assistant and shall take such oath and post such bond as may be required by ordinance.
Designation of the position as that of an "assistant" would not materially diminish the duties and responsibilities which may be assigned to the position by the County Administrator. The position would, however, lose some of its peer group status and lawful (statutory) authority to act unilaterally as a substitute in the event of the absence or vacancy in the position of County Administrator, until such time as the Board of Supervisors acted to appoint a new, acting or interim administrator. The decision whether to authorize employment of an Assistant County Administrator or a Deputy County Administrator must be made by the Board, based on the Board's assessment of the overall needs of county government administration and with the Board's understanding of and comfort with the authoritative differences between the two position titles. Once the Board makes that decision, the recruitment, selection and appointment process is that solely of the County Administrator as the local government officer directly to whom the position reports.

A new 'Position Profile' document has been drafted setting out in detail the scope and nature of the Assistant County Administrator's position as envisioned by this Office (attached following this Memorandum). This profile is far more thorough and informative in its treatment of the position than the County's current 'position description' document format, and will better facilitate both the recruitment and selection process as well as serve as a management and performance evaluation tool. The attached profile is subject to further, minor revisions prior to being finalized for the purpose of position recruitment. Board approval of the Position Profile is not required since the document is administrative in nature, but is provided here for the Board's review and information.

During Rogers' tenure as Assistant County Administrator, the position was designated at Pay Grade 31 in Bedford County's Position Classification and Pay Plan ($67,422.30 - $117,989.03). Rogers' initial starting salary in 2005 was $67,000.00 and received a number of merit increases over the years. Administrative records indicate the Deputy position to have been upgraded to Pay Grade 35 ($81,952.23 - $143,416.40) when Rogers was designated as such in February of last year (the Board's February 25, 2013 Resolution established the Deputy position as part of the County Pay Plan but was unspecific as to an assigned Pay Grade). Rogers' final salary as Deputy County Administrator was $104,349.74. In consideration of the above, I am recommending the 'new' Assistant position's Pay Grade be designated at 32 ($70,793.42 - $123,888.48), one grade above the 'original' Assistant's level and three grades below that of Deputy. For persons meeting the education and preferred experience requirements set out in the Position Profile, I am recommending an initial starting salary range between $86,721.93 and $99,110.78, or no less than 70% and no more than 80% of the Pay Grade 32's maximum, subject to negotiation and subject to Personnel Committee pre-approval for any starting salary offer above $95K.

The Deputy's position was provided an additional $300.00 per month as a stipend for the use of its personal vehicle for in-County and in-region business travel - this stipend began with the appointment of Rogers as Interim County Administrator and continued during his service as Deputy. As I envision the Assistant to travel in-County and in-region frequently, as well as in consideration of the very limited number of County staff vehicles available for use and the parking limitations of the County Administration Building simply making it more practical to use one's personal vehicle for most County business-related travel, I am requesting the stipend be continued. Finally, I would recommend providing the position up to $3,500.00 in relocation expense reimbursement due to the County's residency requirement, and a starting paid leave balance of five (5) days total (2 days paid vacation and 3 days paid sick leave).

Upon Board approval of the attached draft Resolution, the position will be posted (advertised) on the Virginia Association of Counties (VACo) and Virginia Municipal League (VML) websites and other venues beginning around the first of December with a stated deadline for submission of applications and resumes around mid-January of next year. Potential applicants would be directed to the Bedford County website to obtain a copy of the Position Profile and employment application materials. I will be happy to address any questions the Board may have at the November 12 meeting.
Assistant County Administrator

General Description of Position:

The position of Assistant County Administrator of Bedford County (hereafter the position) is the second highest-ranking administrative official of the Bedford County government, appointed by and serving under the direction of the County Administrator charged with assisting in the performance and discharge of the responsibilities of that Office. The position has limited executive authority and general administrative and managerial duties, and principally functions as an adjutant to the County Administrator within the organizational framework of Bedford County's central county government. The position is primarily continuous administrative and managerial oversight of operational, personnel, logistical/material resource and fiscal/budgetary matters across central county government departments and agencies, and in closely working with all department and agency heads to facilitate effective, efficient and economic governmental operations. The position is situated within the Office of County Administrator, one of currently two (2) operational divisions within the Bedford County Department of Administration.

Appointment & Legal/Statutory Authority:

The position is appointed by and serves solely at the pleasure of the County Administrator as its Appointing Authority and immediate superior. The position was re-established by the Bedford County Board of Supervisors via Resolution adopted November 12, 2014 pursuant to §15.2-1502.C of the Code of Virginia (after briefly being designated as a Deputy County Administrator pursuant to §15.2-1502.A. and B. of the Code of Virginia). A single (1) assistant administrator position is currently authorized by the Board of Supervisors. Disciplinary action against the position by the County Administrator, including termination of appointment (employment) is not subject to review under Bedford County's grievance procedures. In the event of vacancy in the position of County Administrator (and prior to Board of Supervisors' action to officially appoint a new, acting or interim County Administrator), the position is authorized to act in the place of the County Administrator with respect to those matters minimally necessary for continuity of Bedford County government operations.

Roles, Responsibilities, Duties & Functions:

The position is charged with a number of both broadly-defined and specific roles, responsibilities, duties and functions as part of Bedford County's administration, summarized as follows:

- To fulfill the role of County Administrator in the conduct of any regular or special meeting of the Bedford County Board of Supervisors in the absence of the County Administrator, and to represent the County Administrator and/or Bedford County Board of Supervisors at official and unofficial meetings, events and functions as may be authorized or directed, including specific designation or appointment as the County's official or lawful representative or liaison to various other boards, authorities, commissions, committees, advisory bodies and other entities.

- Acts as the 'day-to-day' department head of the County Department of Administration and its divisions with respect to routine departmental budget, operational and personnel matters (with the County Administrator retaining final authority in this regard as de facto head of the Department of Administration).

- Serves as the County Administrator's designated purchasing agent for the County pursuant to §15.2-414 of the Code of Virginia, exercising this role in coordination and consultation with the County Attorney and various department/agency heads to develop, implement and oversee formal County purchasing and procurement policies, procedures and practices for all goods and services in accordance with Virginia law.

- In coordination with the Director of Fiscal Management, coordinates, oversees and assists in the preparation of annual operating and capital budget requests at the departmental/agency level in consultation with department/agency heads, and monitors the management and expenditure of funds appropriated to departmental/agency operating and capital budgets on a continuing basis.
• Serves as the County's principal liaison with the Virginia Department of Transportation with respect to the preparation coordination and implementation of transportation plans and transportation-related projects (both primary and secondary highways), supported by staff of the County Department of Community Development.

• Contributes to development of personnel/human resources policies, procedures and practices in collaboration with the County Administrator, Human Resources Manager and County Attorney, and monitors and oversees general compliance with same at the departmental/agency level.

• Participates in the recruitment and selection (hiring) of various County positions in conjunction with the County Administrator, Human Resources Manager and department/agency heads as either prescribed by County personnel policy or otherwise directed by the County Administrator.

• Acts as coordinator and staff support for various formal and ad hoc committees and advisory boards of the Bedford County Board of Supervisors as directed by the County Administrator.

• As requested by the County Administrator or otherwise necessary and/or appropriate for the position, researches, prepares and presents/distributes reports, documents, correspondence, memoranda, presentations, etc. on various matters pertaining to County government operations, concerns, issues and interests.

The foregoing are illustrative of currently assigned or routine roles, responsibilities, duties and functions associated with the position, and not exclusive of other matters as may be assigned to the position by the County Administrator or as otherwise expected or implied of the position.

Relationship of Position with Departmental/Agency Management:

Bedford County's central county government is currently organized into eleven (11) administrative departments (Administration, Communications, Community Development, Economic Development, Fire & Rescue, Fiscal Management, Information Technology, Nursing Home, Parks & Recreation, Public Works and Tourism) with over 300 full- and part-time employees. All administrative departments are managed by Directors employed as department heads by the County Administrator and are subordinate to that Office and to the position. The position generally serves as 'chief-of-staff' with respect to these department heads and County Administrator, the scope and responsibilities of that role being defined and refined on a continuing basis as organizational needs and dynamics dictate. As vacancies or extended absences occur within directorships, as authorized by the County Administrator the position may serve as interim or acting departmental director as well as continuing to fulfill the position's other duties and responsibilities.

Relationship of Position with Board of Supervisors & Other Officials:

The position has regular contact with members of the Board of Supervisors, individually and as a body politic, as well as frequent contact with other local, regional, state and federal elected and appointed officials, boards, authorities, commissions and agencies. The position is expected to accurately and without bias represent the position of the County Administrator and the Board of Supervisors as the Bedford County's governing body in all official matters. The County Administrator or Board of Supervisors may designate the position to be the official representative to and/or liaison with various officials, public and private agencies and organizations and informal groups. The position is expected to keep the County Administrator fully, promptly and accurately informed as to contact and communications with such individuals and groups.

Administrative/Clerical Support:

The position is currently provided limited, shared administrative and clerical support through the Executive Assistant position within the Office of County Administrator. Other support personnel within the Department of Administration and
its divisions may provide specific, limited administrative and/or clerical services to the position as well. The position is expected to independently prepare correspondence, memoranda, reports, presentations and other documents via computer word-processing; compose, send and receive e-mails, place telephone calls and file/maintain physical media and electronic records as necessary. Incoming telephone and office visitor screening and reception services are provided by support personnel, along with bulk photocopying and document compilation and binding.

Probationary Employment & Performance Expectations:

No formal probationary initial employment period is established for the position. The performance of the position will be periodically assessed and evaluated by the County Administrator as its immediate superior, both informally and formally. Professional, competent conduct, handling and management of matters placed in its charge and the state of working relationships the position must establish and maintain to be effective will serve as the primary basis for assessments and evaluations. The position shall also be assessed/evaluated with respect its handling of specific, special or situational responsibilities, tasks, projects, matters, etc. as may be assigned from time to time. Such assessments and evaluations are principally intended to serve as a measurement of continuing professional development and as a source of ‘feedback', and may also affect future compensation considerations as well as continued appointment to the position. With respect to the position's overall performance and conduct, the general attributes and characteristics most valued by the appointing County Administrator are: professional knowledge of local government administrative/management disciplines and practices, sound, reliable professional judgment and reasoning; correct and expedient problem/issue identification and resolution; consistency in meeting and/or establishing practical deadlines; discretion, confidentiality, loyalty and trustworthiness; clear, concise, accurate and timely information and communications; ability to establish and maintain productive, professional working relationships with other elected and appointed officials and County employees; understanding of and sensitivity to the local political environment, and consistent projection of a positive image of Bedford County and its county government.

Formal Education & Experience Requirements:

Formal academic education from a nationally-recognized, accredited institution, combined with significant previous employment experience in position(s) of a similar scope and character is required for the position. Academic degree(s) minimally at the Bachelor's level in fields and disciplines such as (but not limited to) public administration, municipal management, political science, government, management, business administration, urban and regional planning, accounting, finance, economics, sociology and/or civil engineering is required of those under consideration for the position. Master's degree-level or higher academic education is preferred but not required. Of equal value to formal academic education is past employment experience in position(s) of a similar scope, character and nature - a minimum of five (5) years combined experience with at least two (2) consecutive years in a single, similar post is strongly preferred for those under consideration for the position. Individuals who are on a demonstrated, dedicated career path in local government administration are strongly preferred. Employment experience of similar scope, character and nature within the Commonwealth of Virginia at the municipal or county level of government is also strongly preferred.

Technical/Practical & Interpersonal Skills Requirements:

Performance of the position requires various practical and interpersonal skills associated with administrative and managerial activities within a modern local government work environment. No specific technical skills are required. From a practical skills standpoint, thorough working familiarity with current Microsoft Office Suite software applications, especially Outlook, Word, Excel, and PowerPoint and Adobe Acrobat (PDF) is essential and required (all County-supplied computer hardware and software is PC-based). Good listening skills, quick, detailed and accurate handwritten note-taking capabilities and clear business writing/ narrative compositional skills with the ability to compose clear and concise e-mails, reports, presentations, minutes, memoranda and letters are essential. Succinct, accurate and tactful verbal communication skills, public speaking experience and confidence along with professional poise and demeanor are important. Internet research skills and knowledge of various informational resources and professional contacts useful to the position are also valued. Strong managerial and well-developed 'people' skills, especially in the area of negotiations,
administrative investigations and dispute/conflict analysis and resolution, are crucial. The position is expected to accomplish assigned responsibilities and tasks under general direction with no immediate supervision; to establish and/or meet achievable deadlines consistently and be able to engage with County, local, state and federal elected and appointed officials, employees and the public to discuss issues courteously and effectively. Above all, the position must earn and maintain the trust and respect of, and establish and maintain productive working relationships with the County Administrator, elected and appointed local, state and federal officials, County employees, media and the public to be successful and effective.

**Licensure & Certification Requirements:**

The work of the position requires frequent, independent travel by passenger motor vehicle (both personal and County-owned); a valid passenger motor vehicle drivers license is required as prerequisite for the position and must be maintained during the course of employment at personal expense (a valid Virginia drivers license is required within 30 days of in-County residency). Permanent loss/revocation or lengthy suspension of driver's license may negatively affect viability of continued appointment to the position.

As determined by the County Administrator the position may be required (either personally or on behalf of the County as its agent) to obtain and maintain in good legal standing various governmental (federal, state and/or local) as well as private licenses, permits, certifications or similar designations as the roles and responsibilities of the position and operational needs of the County government necessitate. If so required the cost associated with same shall be paid by the County during the course of employment. Inability to obtain or maintain same under certain circumstances may negatively affect viability of continued appointment to the position.

**Attire, Work Environment & Physical Requirements:**

Personal attire suitable for a 'traditional' (i.e., conservative) office working environment on a day-to-day basis is required; other personal attire suitable for specific, non-routine work activities and unusual indoor and outdoor locations and environments may be needed on occasion. Specialized or safety attire and related equipment is not routinely required; if/when required same shall be provided by the County.

A majority of the position's roles, responsibilities, duties and functions occur within the office building environment of the Bedford County Administration Building (BCAB), with occasional travel to other Bedford County and non-County office buildings and facilities having varying indoor and outdoor environments and conditions which may present occasional mobility and accessibility challenges. The BCAB has certain interior handicapped-accessibility and handicapped vehicle parking limitations which may adversely impact the ease of mobility and accommodation of wheelchair-bound and mobility-assisted persons in the position. The position is not routinely subject to unusual or extreme environmental conditions; however, occasional outdoor 'fieldwork' to view/inspect property having varying topographic characteristics and under differing weather conditions may be required.

The typical conduct of the work of the position consists primarily of seated, sedentary activities requiring the exertion of up to 10 pounds of force regularly with additional force up to 50 pounds occasionally to move objects. The position is frequently mobile, often traveling alone to various meeting locations and other offices and facilities within and outside of the BCAB. The position requires adequate visual acuity and manual dexterity for handwriting and operation of basic office equipment such as desktop telephones and photocopiers, and computer keyboarding skills to facilitate operation of standard commercial office personal computer and related peripheral equipment; adequate visual acuity is also required for reading computer and video monitors, handwritten and printed materials and observing general surroundings and activities. The position is required to carry a cell phone (either personal or County-supplied). Color-blindness or color-vision deficiency is not a mitigating safety consideration for this position. Vocal communication with no significant speech impediment is required for expressing or exchanging ideas by means of the spoken word (in person and telephonically, including public speaking before groups); hearing is required to perceive auditory information at normal spoken word levels (in person and telephonically) and in discerning various audible sounds and signals (natural and electronic).
Working Hours & Fair Labor Standards Act Classification:

The regular working or 'office' hours for the position are Monday through Friday, 8:30 AM to 5:00 PM (these hours may be adjusted by the County Administrator). A one (1) hour Meal Period (lunch) is allowed (no specific Meal Period time is currently designated). In addition to the position's regular working hours, the nature of the position's responsibilities and the current operational characteristics of the County government's various elected and appointed political bodies and citizen organizations (i.e., Board of Supervisors, Board Committees and various other impaneled organizations and civic groups) requires the position regularly attend numerous weekday evening (5:00 PM or later) meetings and other events, averaging approximately 12 to 20 additional hours per month. The position will also be required to attend early morning (8:30 AM or earlier) events on a occasional basis. On average, two (2) weekends per year may also be affected by required work-related activities.

The position is classified as 'Exempt' by Bedford County under the federal Fair Labor Standards Act (FLSA); as such the position is not eligible for overtime pay or compensatory time off for hours worked in excess of 40 per five-day workweek. With prior approval of the County Administrator, the position may modify its regular work schedule to offset some excess hours worked on monthly basis.

In- & Out-of-County Business Travel Requirements:

Frequent in- and out-of-County business travel using a personal vehicle is required; common destinations for out-of-County business travel are the Cities of Lynchburg and Roanoke, the county seats of neighboring counties and the state capitol of Richmond. Occasional to infrequent out-of-state domestic travel to attend various functions may be anticipated, in some instances involving air travel. Bedford County currently maintains a small number of County-owned motor vehicles for general administrative use. Limited, off-site parking at the BCAB makes it more practical and convenient for County officials and employees to use their personal vehicles for most routine County-related business travel. County motor vehicles designed for off-road or other unusual conditions or for transporting County-owned equipment may be used as necessary for in- and out-of-County business travel.

Residency Requirement:

The position is required by policy of the Bedford County Board of Supervisors to establish and maintain legal residency within Bedford County as soon as practical upon appointment to the position, generally within one (1) calendar year of appointment (legal residency within the Town of Bedford satisfies this requirement, residency within the contiguous but independent City of Lynchburg does not).

Position Compensation & Employment Benefits:

The position is salaried with access to the full range of employment benefits currently afforded full-time employees of Bedford County. The position is presently classified as Pay Grade 32 in accordance with Bedford County's Position Classification and Pay Plan (minimum entry-level salary of $70,793.42; maximum position salary of $123,888.48). For applicants meeting the stated education and preferred experience requirements, the initial starting salary range is anticipated to be between 70% and 80% of the Pay Grade 32 maximum position salary ($92,916.36 to $99,110.78), subject to negotiation. Compensation is generally rendered on the last working day of each month in accordance with current County policy. In addition, Bedford County presently provides a flat (gross) monthly stipend of $300.00 in addition to the position's regular monthly compensation in consideration of the use of the position's personal vehicle for County business travel, both in-County and for in-region/out-of-County. Mileage at the current Virginia state rate may be reimbursed to the position for business travel out-of-region (to/from Richmond, Virginia for example) using personal vehicle under current County policy.
Bedford County presently offers employment benefits such as paid leave, holidays, relocation assistance, retirement, health insurance and professional development opportunities, briefly summarized as follows:

**Paid Leave & Holidays** - Regular full-time County employees receive twelve (12) paid holidays per year along with (1) one day (8 hours) of paid vacation per month and one (1) day (8 hours) of paid sick leave per month under current County policy. The position will begin employment with a starting balance of two (2) days paid vacation and three (3) days paid sick leave.

**Relocation Assistance** - The position is eligible to receive a reimbursement up to $3,500.00 for relocation expenses associated with the County's residency requirement.

**Retirement** - Regular full-time County employees are automatic members in the Virginia Retirement System (VRS), the state government retirement system of the Commonwealth of Virginia. In 2012 the Virginia General Assembly approved a series of significant VRS reforms, notably the establishment of the VRS Hybrid Retirement Plan. Most employees with no prior service in VRS will automatically be enrolled in the new Hybrid Retirement Plan which combines the features of a 'defined benefit plan', which pays a monthly retirement benefit based on age, total service credits and average final compensation, and a 'defined contribution plan', which provides a retirement benefit based on total contributions and the investment performance of those contributions. In addition, the Hybrid Retirement Plan includes a group short- and long-term disability benefits as well as a life insurance benefit presently twice the employee's annual salary, with double indemnity in the case of accidental death or dismemberment. Participation is funded through mandatory and voluntary contributions by the employee and employer (Bedford County) to both the defined benefit and the defined contribution Plan components via monthly payroll deductions. Supplemental retirement income benefits via Section 457 Deferred Compensation Plans offered through VALIC Financial Advisors and Nationwide Retirement Solutions are also available (no employer contributions are made to these supplemental plans).

**Health Insurance** - Regular full-time County employees are eligible to participate in Bedford County's Group Health Insurance Plan currently provided through Piedmont Community HealthCare Partners (PHCP). The County through PHCP presently offers three (3) 'preferred provider organization' (PPO) plans that employees may choose from featuring both in- and out-of-network benefits. County (employer) contributions by plan type and coverage (i.e., employee-only, employee & spouse, full family, etc.) are subject to adjustment on an annual basis. Other health care related benefits currently offered include dental and vision insurance, various life insurance options through different providers, and cancer, intensive care, accident, disability plans.

**Professional Development** - The position is currently allowed annual memberships in various professional development and other organizations related to Virginia local government management at County expense (subject to budget and appropriation). These memberships may be maintained at the discretion of the position or as otherwise determined by the County Administrator. As a guideline, up to five (5) working days per County fiscal year are afforded the position for attending/participating in continuing professional development opportunities of the position's choice.

● ● ●
At a regular meeting of the Board of Supervisors of the County of Bedford, Virginia held at the Bedford County Administration Building on the 12th day of November, 2014, beginning at 7:30 p.m.:

A RESOLUTION

AUTHORIZING REINSTATEMENT OF THE POSITION OF ASSISTANT COUNTY ADMINISTRATOR AND AUTHORIZING APPOINTMENT OF SAME BY THE COUNTY ADMINISTRATOR

WHEREAS, the position of Deputy County Administrator for Bedford County was vacated as of September 30, 2014, and

WHEREAS, the Deputy's position was originally that of an Assistant County Administrator in title, prior to the position's appointment as Interim County Administrator and subsequent to its re-designation as Deputy County Administrator by action of the Board in February of 2013 upon the appointment of a new County Administrator; and

WHEREAS, the Board has further considered the administrative needs of the County government and the Office of County Administrator in the context of § 15.2-1502 of the Code of Virginia and determined that the current position of Deputy County Administrator should be re-designated as an Assistant County Administrator;

NOW, THEREFORE, BE IT RESOLVED, by the Bedford County Board of Supervisors that the Board does hereby re-designate the position of Deputy County Administrator as Assistant County Administrator and authorize the County Administrator to recruit and appoint such position as soon as practical.

BE IT FURTHER RESOLVED, that the position of Assistant County Administrator be designated as a Pay Grade 32 position in accordance with the current Bedford County Position Classification and Pay Plan, with an initial starting salary range between $86,721.93 and $99,110.78, subject to negotiation and subject to County Personnel Committee pre-approval for any starting salary offer above $95,000.00.

BE IT FURTHER RESOLVED, that the Board also approves a monthly stipend of $300.00 be paid to the Assistant County Administrator position for use of the position's personal vehicle for County business-related travel (in-County and in-region), reimbursement of relocation expenses for in-County residency up to $3,500.00 and a starting balance of five (5) paid leave days.
MEMORANDUM

To: Bedford County Board of Supervisors

From: Mark K. Reeter
County Administrator

Date: November 6, 2014

Subject: Consideration of 2015 Virginia General Assembly Session Legislative Priorities

As discussed at the October 27, 2014 Board meeting, a draft Resolution has been prepared following this Memorandum setting out Board legislative priorities for the 2015 Session of the Virginia General Assembly. The draft incorporates the accepted changes and amendments to the general legislative priorities as requested by the Board.
At a regular meeting of the Board of Supervisors of the County of Bedford, Virginia held at the Bedford County Administration Building on the 12th day of November, 2014, beginning at 7:30 p.m.:

A RESOLUTION

EXPRESSING THE BEDFORD COUNTY BOARD OF SUPERVISORS' LEGISLATIVE PRIORITIES FOR THE
2015 SESSION OF THE VIRGINIA GENERAL ASSEMBLY

WHEREAS, the Board of Supervisors of Bedford County, Virginia has identified a number of legislative issues of import to the Board and the citizens of Bedford County that it wishes to bring to the attention of the Governor of the Commonwealth, the Virginia General Assembly and others prior to the start of the 2015 Session of the Virginia General Assembly; and

WHEREAS, it is the intent of this Resolution to set forth and convey the Board's position on such matters and to call upon its recipients to consider same during the 2015 Session;

NOW, THEREFORE, BE IT RESOLVED, by the Bedford County Board of Supervisors that the Board sets forth the following Legislative Priorities (General Priorities and Specific Legislative Requests) for the 2015 Session of the Virginia General Assembly:

General Priorities

Intergovernmental Revenue and State Mandates
The Bedford County Board of Supervisors is keenly aware of the fiscal realities facing the Commonwealth over recent years due to the national economic slowdown. However, the Board wishes to remind the legislature that these conditions have also dramatically reduced the ability of the Commonwealth's local governments to absorb reductions in state funding across the board and continuing state mandates. The Board calls upon the General Assembly to stem the flow of drastic reductions in state aid to localities coupled with increasing state mandates that has been the hallmark of recent legislative sessions. The Board strongly objects to the return of "Aid to the Commonwealth" as a means of reducing or recovering state funding for local governments.

Machinery and Tools Taxation
In a period of diminishing revenues and increasing mandates and rising demand for services, the local machinery and tools tax represents a significant and reliable source of revenue for Bedford County and for all localities which are home to major manufacturers. Because several manufacturers have chosen Bedford County as a location for their facilities, eliminating or reducing the source would be crippling to Bedford County's revenue structure. Machinery and tools taxation generates more than $2 million in
reliable revenue, which would have to be raised elsewhere or result in reduced services. The Board calls upon the General Assembly to preserve and protect this source of vital local revenue.

Transportation

The 2013 General Assembly Session made great progress in enhancing funding for transportation, but many transportation issues remain unaddressed and uncertain, especially in view of the failure to meet certain revenue levels which triggered automatic reductions in state transportation funding. State funding for the Secondary Six-Year Plan Program, vital to rural localities in particular, remains inadequate. The Board respectfully asks that the legislature scrutinize the distribution of resources to ensure as much funding as is absolutely possible is directed to secondary and unpaved road maintenance and construction. While recognizing that significant progress was made in the 2013 Session, the Board strongly encourages continued assessment and development of new and innovative funding strategies for transportation not tied to meeting certain revenue levels. The Board asks that the members of the Commonwealth Transportation Board, legislators and representatives from jurisdictions throughout Virginia continue to work toward thoughtful, measured and responsible approaches to providing adequate transportation funding that will meet the needs of both rural and urban localities now and into the future. In particular, the Board continues to be seriously opposed to the concept of "devolution", the gradual transfer of responsibility for secondary roads from the Commonwealth to its localities. Predominately rural Virginia localities are simply not financially or structurally able to fully assume all responsibility for their extensive secondary road systems, even if assisted financially by the state.

Rural Broadband

Broadband Internet connectivity has become as important to business success as any other utility. It is especially important to many home-based businesses and for telecommuters. Unfortunately, reliable high-speed broadband service is rarely available outside very urbanized areas, leaving suburbanizing and rural areas at a distinct disadvantage in the information marketplace. The Board has placed a high priority on this issue and has formed a Broadband Authority to independently research methods and means to foster the development of universal broadband coverage in Bedford County. These local efforts, while potentially productive, must compete for limited County resources resulting in slow implementation. The Board requests that the Commonwealth fast-track its efforts to develop ways to efficiently and economically provide "last mile" broadband coverage to suburban and rural areas of Virginia and support efforts to offer incentives for expansion of this service.

Specific Legislative Requests

Training/Certification Requirements for EMS Volunteers

The Board specifically endorses the statement within the Virginia Association of Counties (VACo) 2015 Legislative Program "supporting practical and reasonable initial certification and ongoing continuing medical education (CME) requirements for County emergency medical service (EMS) and rescue squad volunteers". The Board feels that a major deterrent to volunteer service presently exists within the current, onerous training and certification/re-certification requirements imposed on EMS personnel by the state. The Board strongly supports a comprehensive re-evaluation of such requirements in an effort to
both provide adequately-trained response personnel while at the same time reducing the hardship the current training/certification program imposes on career and especially volunteer personnel rural localities must rely upon for EMS response.

Conceal-Carry by Local School Personnel
The Board urges consideration by the General Assembly to allow, as an option of the local School Board, the carrying of concealed firearms on school property by specially-trained school personnel as a means of enhancing the safety and security of children and employees.

BE IT FURTHER RESOLVED, that the Board directs this Resolution be distributed to Bedford County's representatives within the House of Delegates and Senate of the Virginia General Assembly and the Virginia Association of Counties.
# BEDFORD COMMUNICATION

**Number Of Calls Report by Day of Week - Hour of Day**

**First Date:** 10/01/2014  
**Last Date:** 10/31/2014  
**Jurisdiction:** BEDFORD

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**Calls By Hour Of Day**

**Calls By Day Of Week**
Bedford E-911 Communications
October 2014
Total Calls For Service

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Bedford E-911 Communications
October 2014
Total Telephone Calls

Wireless 911: 1920
Wireline 911: 586
Admin: 12579
Total: 15085
Bedford E-911 Communications
October 2014
Total EMS Calls Dispatched

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Tri-County Lakes Administrative Commission  
Monthly Board Meeting Minutes  
August 12, 2014

Members Present:  
Bob Camicia  Stan Goldsmith  Jerry Hagerman  Larry Iceman  David Laurrell  
John Lindsey  Curry Martin  *  Clarence Monday  Kristina Mize  Mark Reeter  
Sherwood Zimmerman  *Bedford County Supervisor

Members Absent:  
Rick Huff  Ron Miller  Frank Simms  Bill Thomasson

Staff Present:  
Pam Collins  Karen Henson

Others Present: Larry Jackson, APCo; Bill Marshall, LVLA; Megan Carpenter, Laker Weekly

Chairman Jerry Hagerman called the meeting to order at 4:01 p.m. and welcomed guests.

1. Approval of Revised Agenda: Pam Collins distributed a revised agenda prior to the meeting. Larry Iceman made a motion to approve the revised agenda as presented. David Laurrell seconded the motion. The motion carried unanimously.

2. Approval of Minutes: Mark Reeter made a motion to approve the July 8, 2014 minutes as presented. Bob Camicia seconded the motion. The motion carried unanimously.

3. Approval of Financial Reports:  
a. End of Year Report for SML Department for FY13/14: Larry Iceman made a motion to approve the End of FY13/14 Smith Mountain Lake Department Financial Report. Bob Camicia seconded the motion. The motion carried unanimously.


David Laurrell made a motion to allow all Board Members to vote on General TLAC Business. Sherwood Zimmerman seconded the motion. The motion carried unanimously. Staff shall develop a policy for consideration at the next Board meeting.

4. Action Items:  
a. Request Approval of Proposed TLAC Line Item Budget for Leesville Lake for FY14/15: Pam Collins reported that she met with Bill Marshall (LVLA President) and Sherwood Zimmerman to review this budget in an attempt to resolve the concerns discussed at last month’s meeting. Pam noted that revisions included TLAC contributing $2,500 toward the Leesville Lake Beautification Day event and moving $2,500 into a line item for Contributions and Public Assistance. These funds would be used to produce a Leesville Lake map that would include LVL bathymetry, navigation aids, etc., similar to the one for Smith Mountain Lake. David Laurrell made a motion to adopt the FY14/15 Leesville Lake Department Budget. Sherwood Zimmerman seconded the motion. The motion carried with Bob Camicia and Kristina Mize abstaining. Mark Reeter asked if the County’s GIS Departments would be able to produce a map rather than have an outside source do it. He noted that he would get in touch with Bedford’s GIS Department to make inquiries regarding this project.

b. Request Approval of TLAC Work Plan for Leesville Lake Department for FY14/15: Pam Collins reviewed the revised LVL Department Work Plan with the Board. Changes and or revisions discussed during the aforementioned meeting with Sherwood Zimmerman, Bill Marshall included; adding a LVL portion to the current TLAC website, remove administrative assistance with Beautification Day, and the Environmental Committee could look into researching the Pigg River’s impact on the lake. Stan Goldsmith made a motion to approve the Leesville Lake Department Work Plan as presented. Sherwood Zimmerman seconded
the motion. The motion carried with Bob Camicia and Kristina Mize abstaining. Stan Goldsmith thanked Pam for the great job she did resolving the concerns expressed by the Leesville Lake Board members.

c. Request Approval of Revised Line Item Budget for Smith Mountain Lake Department for FY14/15: Pam Collins reported that the revised budget was due to funds from last year’s and this year’s Vessel Pump Out Program. Bob Camicia made a motion to approve the revised FY14/15 Smith Mountain Lake Department budget (Resolution #2014-072). Larry Iceman seconded the motion. The motion carried with Stan Goldsmith, David Laurrell and John Lindsey abstaining.

5. Updates:
   a. Tri-County Relicensing Committee: Bob Camicia noted, as there was nothing new to report, that this agenda item be removed until further notice.
   b. Executive Director: Pam Collins reported the following:
      • To date, on behalf of residents, staff has forwarded 15 SML navigation aid reports and 27 SML debris reports to APCo. She noted that we would encourage Leesville Lake residents to call us so we can report Leesville Lake debris on their behalf. Bob Camicia and Stan Goldsmith each commended APCo for responding quickly to resident reports.
      • The classified advertisement for the position of Administrative Manager was revised to include: travel will be required and that the new staff’s headquarters will not always be at the West Lake office.
      • Attorney, Johnny Overstreet advised adopting a policy regarding member participation via conference phone. Staff will prepare a draft policy and present it for the consideration of the Board at its next meeting.

6. Reports from the Board and Committees:
   a. Environmental Committee: Bob Camicia reported that the Committee did not meet in July. On the agenda for August is a presentation by the SMLA on Lake Level Predictions.
   b. APCo Report: In Frank Simm’s absence, Larry Jackson reported the following:
      • The skimmer has moved to Leesville Lake and should be there until November
      • Debris removal is down this year due to fewer major rain events
      • APCo will soon be ordering new debris removal equipment for SML
      • Oak Grove Ramp construction is slow going due to hitting rock
      • As of this morning, SML is almost at full pond
   c. Leesville Lake Association: Sherwood Zimmerman thanked Pam for meeting with them to discuss the concerns they had with the previous Leesville Lake Department Line Item Budget and Work Plan and for reaching a compromise. He also reported that the Annual Beautification Day picnic was a success, with 86 residents in attendance.
   d. SMLA Report: Larry Iceman reported the following:
      • To date, there have been no calls to the SMLA regarding invasive aquatic vegetation, although he noted that there is Hydrilla around Lucky Island
      • Divers will be checking areas with previous Hydrilla growth at the end of August
      • Discussion for a feasibility study to develop wetland areas around SML will be discussed at the next SMLA Board meeting

Mark Reeter reported that Bedford County Citizen Representative, Ron Miller has resigned, as he is moving out of the area. Bedford County Board of Supervisors has appointed Teresa ‘Teri’ Morris of Goodview as his replacement.

7. Adjournment: The meeting adjourned at 4:45 p.m.

Respectfully submitted,
Karen Henson
September 18, 2014

The Bedford County Department of Social Services Board met in regular session on Thursday, September 18, 2014, in the Board Room of the Burks-Scott Building at 119 East Main Street, Bedford, Virginia, with the following members present, representing a quorum: Mrs. Rosemary Pawlas, Chairman, Mrs. Janet Brouhard, Vice Chairman, Mrs. Phoebe Hayden, Mrs. Tammy Parker and Mrs. Patsy Wheat. Mrs. Pawlas called the Meeting to order at 9:30 a.m. Also joining the Meeting with Mr. Crawford were Mrs. Debbie Drake, Family Services Manager, Mrs. Tomi Turner, Child Protective Services Supervisor, Casey Reynolds, Family Services Specialist II, Jeanne Deese and Melissa Matchett, Administrative Program Assistants and Mrs. Patricia McCauley, Assistant Director.

Mrs. Brouhard made motion, seconded by Mrs. Wheat and approved unanimously, approving the revised Agenda for September as presented. Mrs. Wheat made motion, seconded by Mrs. Hayden and approved unanimously, the August Minutes from the previous Meeting as presented.

Prior to the Program Reports, Mr. Crawford had Mrs. Turner introduce our new Family Services Specialist in the CPS Unit, Miss Casey Reynolds. Mrs. McCauley then introduced Mrs. Jeanne Deese and Miss Melissa Matchett, our two new Administrative Program Assistants at the front window. The DSS Board and staff welcomed all of them to our office.

Program Reports:

Mr. Crawford reviewed the Program Reports with the Board. He explained the low percentage in categories of the Foster Care unit. He pointed out that the agency has, for the last several months, has struggled to process Medicaid applications in a timely manner. The state expectation is that all Medicaid cases be processed within 45 day of application date at a rate of 97%. Historically the agency has been very successful
in timeliness; however, in June we were at 81.4% and in July we fell to 68.8%. This is due to an increased number of applications, problems with the newly released computer system, and a 28% turnover rate in the Families and Children Unit. The agency has lost 5 Benefit Program Specialist in the last two months. Turnover in that unit has not been that high in many years and seems to be due to stress levels with the work load and staff’s ability to find other employment within the VRS retirement system. Training time for these positions can be as long as 8-9 months which has put an additional load on the existing staff. Staffs that have a history of working timely are now not able to keep up and their frustration level is increasing. Our Foster Care numbers continue to remain steady.

**Strengthening Families Monthly Discussion:**

Mr. Crawford informed the Board that Bridges Out of Poverty was gaining traction and the State should be getting back to us with some money to help fund the needed services. Another meeting is scheduled for the steering committee on September 24, 2014. We hope to have money to provide more training in December of this year.

Bedford’s Fatherhood Initiative has been providing mentoring to citizens for a few weeks now. There will be a steering committee meeting for this group on September 25, 2014 to review the progress with that endeavor.

**Action Items:**

There were no Adoption Consents presented at this meeting.

Mr. Crawford then distributed and reviewed the Memorandum of Understanding we completed in partnership with the County to document our use and costs of the Burks Scott Building, the County Storage Building and the Youth and Family Services Office space in the County Building. There was some discussion among the Board for
explanation as we have been trying to get this document completed for 3 years. It has been presented now, though, to the County Attorney for review and hopefully we will have it completed soon.

Next, Mr. Crawford reviewed with the Board our current costs for blackberries and cell phone usage by our workers. The State has now offered an application that can be used on an employee's personal phone which makes it possible for them to access their email, calendars, etc. on their personal phone. The cost is $15.01 per month which is billed to the Agency and the State allows a $45 stipend to be given to staff for their use of their personal phone rather than having to have a work phone. Our current cost is $54.46 per month just for the phone with an additional $15.01 to the State for use of their internet so this would be a substantial savings to all. After discussion, Mrs. Wheat made motion, seconded by Mrs. Brouhard and passed unanimously, that we offer this to employees and any who want to switch may do so.

Informational Items:

The first Information Item was the review of our current Budget. Mr. Crawford informed the Board we continue to stay within our means on the Budget being under the Administrative limit and just barely exceeding the Public Assistance lines, that being because of more IVE children in Foster Care than we had anticipated. The IVE money can be pulled down through the State from the Federal funds, however, and should not cost the County any more. Mr. Crawford also pointed out the Foster Family Maintenance costs were skyrocketing due to the VEMAT rates being set by the State that could add as much as $3,000 to an existing payment to Foster Families. We also have 22 Adoptions finalized in the past 2 years which has caused us to have to look to private agencies for placement as our families who adopt usually opt out of Foster Care. This has increased our costs last year and the trend seems to be continuing this year.
Mr. Crawford also informed the Board that he has ordered cubicles to make a current 2 staff office become a 3 staff office. We are still in discussion about placement of a Benefit staff member in the basement as we have hired more now than we have space for on the main floor. We are also going to place the Therapist across the street in the Youth and Family Services office with the CSA Coordinator. We are also considering moving our Foster Care Recruitment person across the street after our current person retires next year.

Next, Mr. Crawford told the Board the transition continues with the Youth and Family Services employees working under DSS. Heather Jones and Tim Heck have organized the Truancy Task Force their first meeting will be held on September 23, 2014. DSS Board member Janet Brouhard will sit on that task force as representative of our DSS Board. The Task Force will be made up of many community partners that have involvement in the truancy process to include the J&D Judge, Bedford County Schools, the Sherriff’s Department, the Town Police, the Court Service Unit, DSS Staff and a parent/community representative.

Mr. Crawford also advised the Board we were filling the Therapist position as it would be very beneficial to our clients and parents to help them maintain more stability and a productive and healthy lifestyle.

Mr. Crawford reported he had been in Richmond on Wednesday along with 2 other DSS Directors to meet with Delegate Chris Jones, the Chair of the House Appropriations Committee. The meeting was organized by the Virginia League of Social Services Executives’ lobbyist as a way to talk to Delegate Jones about the General Assembly’s recent code changes mandating further services to be delivered without any additional funding. Delegate Jones was given examples of increased
mandates that make it harder on local agencies to provide services, train staff and control staff turnover. While the change in laws are intended to improve our services, the required time and staff to provide them is not available. Mr. Crawford feels our General Assembly needs to be aware of exactly what’s going on and what their changes cause in local departments while understanding that this year’s budget short fall will not likely provide departments any new funding.

Next, Mr. Crawford informed the Board Mrs. Hullette was ill and could not be here today for her scheduled presentation so it would be rescheduled for a later date.

**Closed Session:**

There was one item for Closed Session today being a personnel issue. After returning to Public Session, the Board unanimously passed the Resolution as set forth in the State Code Section 2.2-3712 of the Code of Virginia which is attached to the Board Minutes and states no other business was conducted in Closed Session other than that which the Board went into Closed Session to discuss. (See attached.)

**Board Concerns:**

There were no Board Concerns brought forth in this Meeting.
September Totals

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Special Welfare</td>
<td>$ 9,488.37</td>
</tr>
<tr>
<td>Refunds</td>
<td>$ 5,811.22</td>
</tr>
<tr>
<td>Total</td>
<td>$ 15,299.59</td>
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<tr>
<td>Disbursements</td>
<td>$ 5,811.22</td>
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The September Report of Financial Assistance shows the following:

<table>
<thead>
<tr>
<th>Category</th>
<th>CONSOLIDATED</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aged</td>
<td>$ 9,558.00</td>
</tr>
<tr>
<td>Disabled</td>
<td>$ 8,590.00</td>
</tr>
<tr>
<td>TANF</td>
<td>$ 38,676.25</td>
</tr>
<tr>
<td>TANF/UP</td>
<td>$ 2,522.00</td>
</tr>
<tr>
<td>TANF/Diversionary</td>
<td>$ 1,772.00</td>
</tr>
<tr>
<td>TANF/UP Diversionary</td>
<td>$ -0-</td>
</tr>
<tr>
<td>TANF/FC/TV-E</td>
<td>$ 33,106.66</td>
</tr>
<tr>
<td>Subsidized Adoption</td>
<td>$ 94,159.14</td>
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<tr>
<td>Special Needs Adoption</td>
<td>$ 46,733.94</td>
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<tr>
<td>Purchased Services</td>
<td>$ 1,085.58</td>
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<tr>
<td>VIEW</td>
<td>$ 16,424.54</td>
</tr>
<tr>
<td>Administration</td>
<td>$ 371,166.28</td>
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<tr>
<td>SNAP</td>
<td>$ 708,884.00</td>
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<tr>
<td>Medicaid-Average per month</td>
<td>$4,072,404.49</td>
</tr>
</tbody>
</table>
Child Care

$ 51,975.00

There being no further business to conduct, motion was made by Mrs. Pawlas, seconded by Mrs. Parker and approved unanimously for this Meeting to be adjourned at 11:10 a.m.

Chairman

Director

Date 10-16-14

Date 10-16-14
<table>
<thead>
<tr>
<th>Transformation Outcomes</th>
<th>Performance</th>
<th>Performance Standard</th>
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</thead>
<tbody>
<tr>
<td>Discharges to Permanency</td>
<td>90.8%</td>
<td>&gt; 86%</td>
</tr>
<tr>
<td>[Jul, 2014]</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Congregate Care Placements</td>
<td>18.2%</td>
<td>&lt; 16%</td>
</tr>
<tr>
<td>[Jul, 2014]</td>
<td></td>
<td></td>
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<tr>
<td>Family-Based Placements</td>
<td>81.8%</td>
<td>&lt; 80%</td>
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<tr>
<td>[Jul, 2014]</td>
<td></td>
<td></td>
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<tr>
<td>Kinship Placements</td>
<td>0%</td>
<td>&lt; 24%</td>
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<tr>
<td>[Jul, 2014]</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Foster Care Monthly Worker Visits</td>
<td>100%</td>
<td>&lt; 95%</td>
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<tr>
<td>[Jul, 2014]</td>
<td></td>
<td></td>
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<tr>
<td>CFSR Outcomes</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Time in Care: Reunification Within 12 Months</td>
<td>100%</td>
<td>&lt; 75.2%</td>
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<tr>
<td>[Jul, 2014]</td>
<td></td>
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<tr>
<td>Reentries Within 12 Months</td>
<td></td>
<td>&lt; 9.6%</td>
</tr>
<tr>
<td>[Jul, 2014]</td>
<td></td>
<td></td>
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<tr>
<td>Time in Care: Adoption Within 24 Months</td>
<td>83.3%</td>
<td>&lt; 35.6%</td>
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<tr>
<td>[Jul, 2014]</td>
<td></td>
<td></td>
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<tr>
<td>24-Month Discharges to Permanency</td>
<td>20%</td>
<td>&lt; 29.1%</td>
</tr>
<tr>
<td>[Jul, 2014]</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Setting Stability</td>
<td>68%</td>
<td>&lt; 86%</td>
</tr>
<tr>
<td>[Jul, 2014]</td>
<td></td>
<td></td>
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<tr>
<td>Safety Outcomes</td>
<td></td>
<td></td>
</tr>
<tr>
<td>No Recurrence of Maltreatment</td>
<td>99.2%</td>
<td>&lt; 94.8%</td>
</tr>
<tr>
<td>[Jul, 2014]</td>
<td></td>
<td></td>
</tr>
<tr>
<td>No Abuse While in Foster Care</td>
<td>100%</td>
<td>&lt; 99.68%</td>
</tr>
<tr>
<td>[Jul, 2014]</td>
<td></td>
<td></td>
</tr>
<tr>
<td>CPS Ongoing Contacts Made</td>
<td>87.4%</td>
<td>&lt; 90%</td>
</tr>
<tr>
<td>[Jul, 2014]</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Referral Contacts Within Response Priority</td>
<td>100%</td>
<td>&lt; 90%</td>
</tr>
<tr>
<td>[Jul, 2014]</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Score</td>
<td>62</td>
<td></td>
</tr>
<tr>
<td>FIPS</td>
<td>Local Department</td>
<td>Timeliness of Application Processing: Expedited SNAP Applications</td>
</tr>
<tr>
<td>------</td>
<td>------------------</td>
<td>-------------------------------------------------</td>
</tr>
<tr>
<td>019</td>
<td>Bedford CoJ City</td>
<td>100.0%</td>
</tr>
</tbody>
</table>

VSSS Performance Indicators Monthly Report

Report Period Begin
Report Period End
Target: 97.0% 97.0% 97.0% 89.0% 3.0% 2.0% 75.0% $7.25
Statewide Data: 97.3% 96.7% 96.2% 70.6% 0.4% 16.8% 70.1% $8.44 $9.48 89.1% 55.5% 97.9% 43.8% 79.8% 92.9% 41,173
<table>
<thead>
<tr>
<th>APPLICATIONS: August 2014</th>
<th>TOTAL</th>
<th>2013 TOTAL</th>
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<tbody>
<tr>
<td>Temporary Assistance for Needy Families</td>
<td>26</td>
<td>22</td>
</tr>
<tr>
<td>Temporary Assistance for Needy Families/Unemployed Parent</td>
<td>1</td>
<td>0</td>
</tr>
<tr>
<td>SNAP (Food Stamps)</td>
<td>179</td>
<td>192</td>
</tr>
<tr>
<td>Medicaid</td>
<td>178</td>
<td>208</td>
</tr>
<tr>
<td>Auxiliary Grants</td>
<td>3</td>
<td>1</td>
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<tr>
<td>Total Applications:</td>
<td>389</td>
<td>423</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>CASES UNDER CARE:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Temporary Assistance for Needy Families</td>
</tr>
<tr>
<td>Temporary Assistance for Needy Families/Unemployed Parent</td>
</tr>
<tr>
<td>SNAP (Food Stamps)</td>
</tr>
<tr>
<td>Medicaid</td>
</tr>
<tr>
<td>Auxiliary Grants (consolidated)</td>
</tr>
<tr>
<td>Total Cases Under Care:</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Expenditure-Benefits Unit:</th>
</tr>
</thead>
<tbody>
<tr>
<td>TANF</td>
</tr>
<tr>
<td>TANF-UP</td>
</tr>
<tr>
<td>TANF-Diversionary Expenses</td>
</tr>
<tr>
<td>Auxiliary Grants</td>
</tr>
<tr>
<td>SNAP (Food Stamps)</td>
</tr>
<tr>
<td>Medicaid Monthly Average</td>
</tr>
</tbody>
</table>
FRAUD SUMMARY
SEPTEMBER 2014

I. COURT CASES

There were no cases referred to the Commonwealth Attorney in August 2014.

Of the cases already in the Judicial System, six cases were continued and one case was certified to the Grand Jury from Bedford General District Court.

II. INTENTIONAL PROGRAM VIOLATIONS

There were three Disqualifications for an Intentional Program Violation within the SNAP Program in August 2014.

Case No. 0774092 - Client is disqualified from the SNAP program for twelve months due to her failure to report income. Investigation received a Fraud Referral regarding household composition. During the investigation it was discovered that the client began employment with Lewis Gale February 5, 2014. Her income did not exceed the Federal Poverty Limit; therefore, not required to be reported until the next review. Client had submitted an application on 04/01/14, failing to report the employment with Lewis Gale. Due to the client failing to report her employment she has a SNAP overissuance of $1,069.00. No evidence of household composition being different from what was reported.

Case No. 1432551 – Client was receiving SNAP benefits for himself, spouse, and two children when he submitted an Interim Report indicating no changes in his situation. During processing of the application an inquiry with Virginia Employment Commission indicated that his wife was employed with Day’s Inn. She began employment on 07/07/13 but was not required to be reported until his Interim Report due to the household’s income was still under the Federal Poverty Limit. He is disqualified for twelve months due to submitting a falsified Interim Report and has no overpayment due to the information being discovered before the application was processed.

Case No. 1464080 – Client is disqualified from receiving SNAP benefits for twelve months due to his failure to report when his income exceeded the Federal Poverty Limit which is a change that is required to be reported within ten days. He has a SNAP overissuance of $189.00 due to the unreported income which he has repaid.
CURRENT REFERRAL ACTIONS

Referrals carried over from the prior month 24
Referrals left off August Report 00
Referrals received in the month of August 14
Completed Investigations in the month of August 13

Which include:
• Referrals for Prosecution 0
• ADH Disqualifications 3
• No Intent or Insufficient Evidence 10

Currently pending 25

III. COLLECTIONS

<table>
<thead>
<tr>
<th>Service</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>TANF</td>
<td>$52.00</td>
</tr>
<tr>
<td>SNAP</td>
<td>$5,204.27</td>
</tr>
<tr>
<td>MEDICAID</td>
<td>$923.63</td>
</tr>
<tr>
<td>FUEL</td>
<td>$45.00</td>
</tr>
<tr>
<td>CRISIS</td>
<td>$0.00</td>
</tr>
<tr>
<td>COOLING</td>
<td>$0.00</td>
</tr>
<tr>
<td>CHILD CARE</td>
<td>$180.00</td>
</tr>
<tr>
<td>CUSTODY</td>
<td>$0.00</td>
</tr>
</tbody>
</table>

TOTAL $6,404.90

IV. COST SAVINGS

<table>
<thead>
<tr>
<th>Savings Type</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>DISQUALIFICATION SAVINGS</td>
<td>$5,748.00</td>
</tr>
<tr>
<td>ONGOING SAVINGS</td>
<td>$2,952.00</td>
</tr>
<tr>
<td>INVESTIGATION SAVINGS</td>
<td>$0.00</td>
</tr>
</tbody>
</table>

TOTAL $8,700.00

Signed [Signature]

Date Sept. 18, 2014
ENERGY ASSISTANCE BOARD REPORT

August 2014
COOLING ASSISTANCE:

COOLING ASSISTANCE PROGRAM

Total Cooling Assistance Applications 689
Applications Approved 492
Applications Denied 197
Applications Pending 0

FINANCIAL STATUS FOR COOLING ASSISTANCE

Encumbered $87,131.35
Unpaid to Date $0.00
Paid to Date $87,131.35

TOTAL ENCUMBERED: $87,131.35
<table>
<thead>
<tr>
<th></th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>NEW APPLICATIONS:</strong></td>
<td></td>
</tr>
<tr>
<td>Child Care</td>
<td>21</td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>CASES UNDER CARE:</strong></td>
<td></td>
</tr>
<tr>
<td>Child Care</td>
<td>105</td>
</tr>
<tr>
<td>Families Served</td>
<td>Not Posted</td>
</tr>
<tr>
<td>Children Served</td>
<td>220</td>
</tr>
<tr>
<td>View</td>
<td>98</td>
</tr>
<tr>
<td>Employed Full Time</td>
<td>34</td>
</tr>
<tr>
<td>Employed Part Time</td>
<td>4</td>
</tr>
<tr>
<td><strong>Total Cases Under Care:</strong></td>
<td>203</td>
</tr>
</tbody>
</table>

**Expenditures-Child Care and VIEW**

<table>
<thead>
<tr>
<th>Expenditure</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>VIEW Working</td>
<td>$5,313.00</td>
</tr>
<tr>
<td>VIEW Transitional</td>
<td>$1,192.00</td>
</tr>
<tr>
<td>TANF Transitional</td>
<td>$329.00</td>
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<tr>
<td>TANF Working</td>
<td>$10,077.00</td>
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<tr>
<td>TANF Education/Training</td>
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<td>Fee</td>
<td>$32,856.00</td>
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<tr>
<td>Head Start Wrap-Around</td>
<td>$582.00</td>
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<tr>
<td>CDC Quality Initiative Program</td>
<td>$656.00</td>
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<tr>
<td>VIEW Purchased</td>
<td>$11,439.00</td>
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<tr>
<td><strong>Total Child Care and VIEW Expenditures</strong></td>
<td>$64,289.00</td>
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### Applications/Referrals:

<table>
<thead>
<tr>
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<tr>
<td>Foster Care Referrals</td>
<td>3</td>
</tr>
<tr>
<td>Title IV-E Approved</td>
<td>2</td>
</tr>
<tr>
<td>CSA Approved</td>
<td>0</td>
</tr>
<tr>
<td>Withdrawn</td>
<td>0</td>
</tr>
<tr>
<td>Pending</td>
<td>0</td>
</tr>
</tbody>
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### Cases Under Care

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Title IV-E</td>
<td>18</td>
</tr>
<tr>
<td>CSA</td>
<td>18</td>
</tr>
<tr>
<td>Pending</td>
<td>0</td>
</tr>
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</table>

Total IV-E & CSA Cases Under Care & Ongoing: 37

Interstate (Medicaid only): 2

### Expenditures

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>Title IV-E Expenditures</td>
<td>$28,668.40</td>
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<tr>
<td>CSA Expenditures</td>
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<td>Total Foster Care Expenditures</td>
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### ADOPTION SUBSIDY/ MEDICAID CASES

<table>
<thead>
<tr>
<th></th>
<th>No. of Cases</th>
<th>Medicaid Only</th>
<th>Medicaid&amp;Pmt</th>
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<tbody>
<tr>
<td>State</td>
<td>27</td>
<td>0</td>
<td>22</td>
</tr>
<tr>
<td>Federal</td>
<td>56</td>
<td>0</td>
<td>51</td>
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<tr>
<td>Interstate</td>
<td>27</td>
<td>27</td>
<td>0</td>
</tr>
<tr>
<td>Total Cases</td>
<td>110</td>
<td>27</td>
<td>73</td>
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</tbody>
</table>

### ADOPTION SUBSIDY EXPENDITURES

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
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<tbody>
<tr>
<td>Funded by State</td>
<td>$48,103.94</td>
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<tr>
<td>Funded by Federal</td>
<td>$91,642.64</td>
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<tr>
<td>Total Adoption Subsidy Payments</td>
<td>$139,746.58</td>
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<td>Category</td>
<td>TOTALS</td>
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<tr>
<td>----------------------------------------------------</td>
<td>--------</td>
</tr>
<tr>
<td>Adult Protective Service Valid Complaints</td>
<td>27</td>
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<tr>
<td>Adult Protective Service Invalid Complaints</td>
<td>3</td>
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<tr>
<td>Courtesy Investigations</td>
<td>0</td>
</tr>
<tr>
<td>Adult Service Cases</td>
<td>1</td>
</tr>
<tr>
<td>Referrals To Other Agencies</td>
<td>0</td>
</tr>
<tr>
<td>Incidental Calls</td>
<td>6</td>
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<tr>
<td>Companion Provider Cases Open</td>
<td>2</td>
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<tr>
<td>Screenings and Reassessments</td>
<td>13</td>
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<tr>
<td><strong>GRAND TOTAL APPLICATIONS</strong></td>
<td><strong>52</strong></td>
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<tr>
<td>Guardianships Closed</td>
<td>0</td>
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<td>New Guardianship Orders</td>
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<td><strong>GRAND TOTAL GUARDIANSHIP ORDERS</strong></td>
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<td>Expenditures</td>
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<td>Adult Protective Services</td>
<td>$386.00</td>
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<td>Companion Services</td>
<td>$794.21</td>
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<td>Administration</td>
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<td><strong>GRAND TOTAL EXPENDITURES</strong></td>
<td><strong>$1,180.21</strong></td>
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<tr>
<td>Collections</td>
<td></td>
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<tr>
<td>Screenings and Reassessments</td>
<td>$369.50</td>
</tr>
<tr>
<td>Applications: (New)</td>
<td>TOTAL</td>
</tr>
<tr>
<td>------------------------------------</td>
<td>-------</td>
</tr>
<tr>
<td>Custody</td>
<td>3</td>
</tr>
<tr>
<td>Independent Adoptions</td>
<td>1</td>
</tr>
<tr>
<td>Interstate Placement (ICPC)</td>
<td>0</td>
</tr>
<tr>
<td>Total Applications</td>
<td>4</td>
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<tr>
<td>Custody Home Studies completed</td>
<td>1</td>
</tr>
<tr>
<td>Adoptions completed</td>
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</tr>
<tr>
<td>Interstate Placement completed</td>
<td>0</td>
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</table>

<table>
<thead>
<tr>
<th>Ongoing Cases:</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Independent Adoptions</td>
<td>4</td>
</tr>
<tr>
<td>Custody</td>
<td>5</td>
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<tr>
<td>Interstate Placement (ICPC)</td>
<td>1</td>
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<tr>
<td>Total Ongoing Cases</td>
<td>10</td>
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</table>

| TOTAL CURRENT CASE LOAD            | 14    |

<table>
<thead>
<tr>
<th>Collections:</th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Custodies &amp; Adoptions</td>
<td>$625.00</td>
</tr>
<tr>
<td>Service</td>
<td>Count</td>
</tr>
<tr>
<td>----------------------------------------------</td>
<td>-------</td>
</tr>
<tr>
<td>Child Protective Services - Valid</td>
<td>38</td>
</tr>
<tr>
<td>Child Protective Services - Invalid</td>
<td>32</td>
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<tr>
<td>Other Locality (Transferred Out) - Invalid</td>
<td>3</td>
</tr>
<tr>
<td>Other Locality (Transferred Out) - Valid</td>
<td>4</td>
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<tr>
<td>Total Complaints Taken by Service Intake</td>
<td>77</td>
</tr>
<tr>
<td>Courtesy for Sheriff's Dept.</td>
<td>1</td>
</tr>
<tr>
<td>Courtesy for Town Police</td>
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<tr>
<td>Courtesy CPS for Other Locality</td>
<td>5</td>
</tr>
<tr>
<td>Total Open CPS Cases (including Carry Over)</td>
<td>84</td>
</tr>
<tr>
<td>Total Foster Care Diversion Placements</td>
<td>0</td>
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<tr>
<td>Prevention Services</td>
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</tr>
<tr>
<td>Carried Over Active Prevention Cases</td>
<td>35</td>
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<tr>
<td>New Prevention Cases (Local)</td>
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<tr>
<td>New Prevention Cases (Transferred from other Localities)</td>
<td>0</td>
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<tr>
<td>Total Active Prevention Cases (including Carry Over) for August</td>
<td>36</td>
</tr>
<tr>
<td>Prevention Cases Closed This Month</td>
<td>7</td>
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<td>Prevention Assessments</td>
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<tr>
<td>Total Active Prisoner Re-entry Cases</td>
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<tr>
<td>Completed Family Partnership Meetings (FPM)</td>
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<tr>
<td>Service</td>
<td>Requests</td>
</tr>
<tr>
<td>------------------------------</td>
<td>----------</td>
</tr>
<tr>
<td><strong>Assist Now Account</strong></td>
<td></td>
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<tr>
<td>Food</td>
<td>14</td>
</tr>
<tr>
<td>Shelter</td>
<td>0</td>
</tr>
<tr>
<td>Utilities</td>
<td>0</td>
</tr>
<tr>
<td>Shepherds Table</td>
<td>N/A</td>
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<tr>
<td>Easter Assistance</td>
<td>0</td>
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<tr>
<td>Back to School Supplies</td>
<td>134</td>
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<tr>
<td>Thanksgiving Assistance</td>
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<tr>
<td>Christmas Assistance</td>
<td>0</td>
</tr>
<tr>
<td>Shop with a Cop</td>
<td>0</td>
</tr>
<tr>
<td>Other</td>
<td>0</td>
</tr>
<tr>
<td>Donations</td>
<td>N/A</td>
</tr>
<tr>
<td><strong>FEMA</strong></td>
<td></td>
</tr>
<tr>
<td>Utilities</td>
<td>0</td>
</tr>
<tr>
<td>Rent</td>
<td>0</td>
</tr>
<tr>
<td>Other Food</td>
<td>0</td>
</tr>
<tr>
<td><strong>Funerals</strong></td>
<td></td>
</tr>
<tr>
<td>Applications</td>
<td>0</td>
</tr>
<tr>
<td><strong>Dollar Energy/AEP</strong></td>
<td></td>
</tr>
<tr>
<td>Applications</td>
<td>0</td>
</tr>
<tr>
<td><strong>Intake Calls</strong></td>
<td></td>
</tr>
<tr>
<td>Child Protective Services</td>
<td>77</td>
</tr>
<tr>
<td>Adult Protective Services</td>
<td>50</td>
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<tr>
<td>Nursing Home Screenings</td>
<td>2</td>
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<tr>
<td>Information &amp; Referral Calls</td>
<td>289</td>
</tr>
<tr>
<td><strong>Lions Club, Eye Glass Assistance</strong></td>
<td>30 pending</td>
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13 approval
1 denial
<table>
<thead>
<tr>
<th>Summary Report - Foster Care August 2014</th>
<th>Date: September 18, 2014</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Foster Care Cases in July 2014</strong></td>
<td></td>
<td>41</td>
</tr>
<tr>
<td><strong>New Cases For August 2014</strong></td>
<td></td>
<td>2</td>
</tr>
<tr>
<td><strong>Cases Out of Custody in August 2014</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Children Returned Home</td>
<td></td>
<td>4</td>
</tr>
<tr>
<td>Children Placed with Relative</td>
<td></td>
<td>0</td>
</tr>
<tr>
<td>Children Adopted</td>
<td></td>
<td>1</td>
</tr>
<tr>
<td>Children Aged Out</td>
<td></td>
<td>0</td>
</tr>
<tr>
<td><strong>Total Foster Care Cases in August 2014</strong></td>
<td></td>
<td>42</td>
</tr>
<tr>
<td><strong>Placement Types in August 2014</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Acute Psychiatric Hospital</td>
<td></td>
<td>0</td>
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<tr>
<td>Residential Facilities</td>
<td></td>
<td>5</td>
</tr>
<tr>
<td>Group Homes</td>
<td></td>
<td>1</td>
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<tr>
<td>Therapeutic Foster Care Homes</td>
<td></td>
<td>12</td>
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<tr>
<td>Maintenance Foster Care Homes</td>
<td></td>
<td>21</td>
</tr>
<tr>
<td>*Trial Home Placements</td>
<td></td>
<td>*6</td>
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<tr>
<td>*Trial Relative Placements</td>
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<td>*3</td>
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<tr>
<td>Independent Living Arrangements</td>
<td></td>
<td>1</td>
</tr>
<tr>
<td>Detention/Shelter Care</td>
<td></td>
<td>2</td>
</tr>
<tr>
<td>AWOL</td>
<td></td>
<td>0</td>
</tr>
<tr>
<td>Regional Jail</td>
<td></td>
<td>0</td>
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<tr>
<td><strong>Total Foster Care Cases in August 2014</strong></td>
<td></td>
<td>42</td>
</tr>
</tbody>
</table>

*Difference in Grand Totals is being changed to run from 1st through end of each report month; therefore, are not reconciling as shown.
### SUMMARY BOARD REPORT FOR ADOPTIONS

#### August 2014

<table>
<thead>
<tr>
<th>Description</th>
<th>TOTAL</th>
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<tbody>
<tr>
<td>GRAND TOTAL July 2014</td>
<td>86</td>
</tr>
<tr>
<td>Number of Finalized Adoptions</td>
<td>83</td>
</tr>
<tr>
<td>Number of Pending Adoptions</td>
<td>4</td>
</tr>
<tr>
<td>GRAND TOTAL  August 2014</td>
<td>87</td>
</tr>
</tbody>
</table>
ADOPTIONS COMPLETED FISCAL YEAR 2012-13 (June 1, 2012-May 31, 2013)

Total Adoptions Completed = 18
Total Pending Adoptions = 0

ADOPTIONS COMPLETED FISCAL YEAR 2013-14 (June 1, 2013-May 31, 2014)

Total Adoptions Completed = 2
Total Pending Adoptions = 2


Total Adoptions Completed = 2
Total Pending Adoptions = 4
<table>
<thead>
<tr>
<th>Services: Bedford Domestic Violence Services (August 2014)</th>
<th>TOTAL 2014</th>
<th>TOTAL 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hotline Calls</td>
<td>353</td>
<td>369</td>
</tr>
<tr>
<td>Walk-in Clients</td>
<td>23</td>
<td>21</td>
</tr>
<tr>
<td>Families receiving Emergency Assistance</td>
<td>7</td>
<td>9</td>
</tr>
<tr>
<td>Protective Order Court Accompaniment</td>
<td>19</td>
<td>43</td>
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<tr>
<td>Victims Served</td>
<td>13</td>
<td>28</td>
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<tr>
<td>Families in shelter</td>
<td>5</td>
<td>4</td>
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<tr>
<td>Nights of shelter</td>
<td>85</td>
<td>29</td>
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<tr>
<td>BCDSS staff referrals</td>
<td>15</td>
<td>5</td>
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<tr>
<td>BCSO referrals</td>
<td>0</td>
<td>1</td>
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<tr>
<td>BPD referrals</td>
<td>15</td>
<td>15</td>
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<tr>
<td>Bedford J&amp;DR Family Assessments</td>
<td>1</td>
<td>0</td>
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<tr>
<td>Trauma Assessments</td>
<td>4</td>
<td>0</td>
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<tr>
<td>Number of presentations</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>Cash Donations</td>
<td>$1,258.20</td>
<td>$4,691</td>
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<tr>
<td>In-kind Donations</td>
<td>$1,080.88</td>
<td>$4,374</td>
</tr>
<tr>
<td>Volunteers hours value ($5.00 per hours 73 hours)</td>
<td>$365</td>
<td>$175</td>
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</table>
MEMO

To: Social Service Directors
County/City Administrators
Legislative Representatives
Community Leaders

From: Kenita Withers, Resource Specialist

Date: August 13, 2013

Subject: Problem Needs

Please find enclosed the quarterly 2-1-1 VIRGINIA of Central Virginia’s Problems/Needs Inquiries for the area or area(s) your position serves. This information shows the types of resources people in your area are requesting.

If you are interested in learning more about the services that I&R offers please contact me at (434) 455-6908 or 2-1-1. You can also contact a 2-1-1 call specialist by dialing 2-1-1 or visiting our website at www.211virginia.org.
# 2-1-1 VIRGINIA of Central Virginia Problems/Needs Inquiries
## For Town of Bedford/Bedford County
### April 1, 2014 - June 30, 2014

## TOP TEN CATEGORIES

<table>
<thead>
<tr>
<th>Category</th>
<th>Number</th>
<th>Percent</th>
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</thead>
<tbody>
<tr>
<td>Financial Aid-Utilit/Fuel</td>
<td>56</td>
<td>51%</td>
</tr>
<tr>
<td>Financial Aid-Housing</td>
<td>14</td>
<td>13%</td>
</tr>
<tr>
<td>Centers for Independent Living</td>
<td>7</td>
<td>6%</td>
</tr>
<tr>
<td>Transportation-Special</td>
<td>6</td>
<td>6%</td>
</tr>
<tr>
<td>Food Pantry/Emergency</td>
<td>5</td>
<td>5%</td>
</tr>
<tr>
<td>Social Services Department/DSS</td>
<td>5</td>
<td>5%</td>
</tr>
<tr>
<td>Area Agencies on Aging/AAA</td>
<td>4</td>
<td>4%</td>
</tr>
<tr>
<td>Financial Aid-Transportation</td>
<td>4</td>
<td>4%</td>
</tr>
<tr>
<td>Housing-Rehab/Repair</td>
<td>4</td>
<td>4%</td>
</tr>
<tr>
<td>Legal Advice/Representation</td>
<td>4</td>
<td>4%</td>
</tr>
<tr>
<td><strong>TOTAL TOP TEN INQUIRY CATEGORIES</strong></td>
<td><strong>109</strong></td>
<td><strong>100%</strong></td>
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</table>

## TOTAL ALL INQUIRY CATEGORIES

<table>
<thead>
<tr>
<th>Category</th>
<th>Number</th>
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</thead>
<tbody>
<tr>
<td><strong>2-1-1 VIRGINIA of Central Virginia Problems/Need Category Inquiries</strong></td>
<td>164</td>
</tr>
</tbody>
</table>

- Financial Aid-Utilit/Fuel
- Financial Aid-Housing
- Centers for Independent Living
- Transportation-Special
- Food Pantry/Emergency
- Social Services Department/DSS
- Area Agencies on Aging/AAA
- Financial Aid-Transportation
- Housing-Rehab/Repair
- Legal Advice/Representation
**2-1-1 VIRGINIA of Central Virginia
Problems/Needs Inquiries
For Town of Bedford/Bedford County
January 1, 2014 - March 31, 2014**

<table>
<thead>
<tr>
<th>TOP TEN CATEGORIES</th>
<th>NUMBER</th>
<th>PERCENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Aid-Utilit/Fuel</td>
<td>66</td>
<td>54%</td>
</tr>
<tr>
<td>Financial Aid-Housing</td>
<td>15</td>
<td>12%</td>
</tr>
<tr>
<td>Transportation-Special</td>
<td>8</td>
<td>7%</td>
</tr>
<tr>
<td>Housing</td>
<td>7</td>
<td>6%</td>
</tr>
<tr>
<td>Domestic Violence</td>
<td>6</td>
<td>5%</td>
</tr>
<tr>
<td>Housing-Subsidized</td>
<td>5</td>
<td>4%</td>
</tr>
<tr>
<td>Area Agencies on Aging/AAA</td>
<td>4</td>
<td>3%</td>
</tr>
<tr>
<td>Centers for Independent Living</td>
<td>4</td>
<td>3%</td>
</tr>
<tr>
<td>Legal Advice/Representation</td>
<td>4</td>
<td>3%</td>
</tr>
<tr>
<td>Shelter-Emergency</td>
<td>4</td>
<td>3%</td>
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</table>

**TOTAL TOP TEN INQUIRY CATEGORIES**

| TOTAL ALL INQUIRY CATEGORIES        | 165    |

---

**2-1-1 VIRGINIA of Central Virginia
Problems/Need Category Inquiries
For Town of Bedford/Bedford County
January 1, 2014 - March 31, 2014**

- Financial Aid-Utilit/Fuel
- Financial Aid-Housing
- Transportation-Special
- Housing
- Domestic Violence
- Housing-Subsidized
- Area Agencies on Aging/AAA
- Centers for Independent Living
- Legal Advice/Representation
- Shelter-Emergency
### TOP TEN CATEGORIES

<table>
<thead>
<tr>
<th>Category</th>
<th>Number</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Aid-Utilit/Fuel</td>
<td>47</td>
<td>44%</td>
</tr>
<tr>
<td>Financial Aid-Housing</td>
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<td>13%</td>
</tr>
<tr>
<td>Centers for Independent Living</td>
<td>8</td>
<td>8%</td>
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<tr>
<td>Social Services Department/DSS</td>
<td>7</td>
<td>7%</td>
</tr>
<tr>
<td>Transportation-Special</td>
<td>7</td>
<td>7%</td>
</tr>
<tr>
<td>Legal Advice/Representation</td>
<td>6</td>
<td>6%</td>
</tr>
<tr>
<td>Medicaid</td>
<td>5</td>
<td>5%</td>
</tr>
<tr>
<td>Crisis Intervention/Prevention</td>
<td>4</td>
<td>4%</td>
</tr>
<tr>
<td>Dental Care</td>
<td>4</td>
<td>4%</td>
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</table>

**TOTAL TOP TEN INQUIRY CATEGORIES**

<table>
<thead>
<tr>
<th>Total</th>
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<tbody>
<tr>
<td>106</td>
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</tbody>
</table>

**TOTAL ALL INQUIRY CATEGORIES**

<table>
<thead>
<tr>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>144</td>
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</table>
Bedford Regional Water Authority – Board of Directors
Regular Board Meeting – Minutes
September 16, 2014

A regularly scheduled meeting of the Board of Directors of the Bedford Regional Water Authority ("Bedford Water") was held on Tuesday, September 16, 2014 in the Board Meeting Room in Bedford Water’s Annex building located at 1723 Falling Creek Road in Bedford County.

Members Present: ........... Elmer Hodge, Chair
Carl Wells, Vice Chair
Bob Flynn
Cindy Gunnoe
Michael Moldenhauer
Thomas Segroves
Walter Siehien

Members Absent: .......... None

Staff Present: ............... Brian Key – Executive Director
Dennis Wood – Assistant Director
Jill Underwood – Financial Manager
Sam Darby – Legal Counsel, GFD&G

1. 6:00pm: Work Session – Smith Mountain Lake WTP Update

Mr. Key reviewed the status of the Smith Mountain Lake Water Treatment Plant and Waterlines project with the board.

2. 7:00pm: Regular Board Meeting - Call to Order

The meeting was called to order by the Chair at approximately 7:00pm. The Pledge of Allegiance and a moment of silence were conducted.

3. Review of Agenda

The following agenda was reviewed as shown below and amended as shown in bolded italics.

1. 6:00pm: Work Session – Smith Mountain Lake WTP Update
2. 7:00pm: Regular Board Meeting – Call to Order
   a. Pledge of Allegiance
   b. Moment of Silence
3. Review of Agenda
4. Public Comments
5. Approval of Minutes: August 19, 2014 – Regular Board Meeting
6. Director’s Report: Presented by Brian Key
   a. Resolution 2014-09.04 – Rate Implementation
   b. Strategic Planning
      i. Summary of August 22 Meeting
      ii. Summary of September 2 Meeting

c. **Routine Activity Reports**

   i. **Projects**
   
   ii. **Customer Service Statistical Summary**
   
   iii. **Public Relations Information**

7. **Closed Session pursuant to Section 2.2-3711 A. 29 of the Code of Virginia (1950), as amended, related to the discussion of a public contract.** Board action related to this item is not anticipated upon the conclusion of the closed session.


   a. Financial Statements through month end August 2014
   
   b. Resolution 2014-09.01 – VRA reimbursement
   
   c. Resolution 2014-09.02 – VRA rates
   
   d. Resolution 2014-09.03 – VRA loan
   
   e. Resolution 2014-09.05 – Allonge to Wells Fargo 2014 BAN

9. **Resolution 2014-09.06 – B2X Contract**

10. Other business not covered on the above agenda

11. Motion to Adjourn

4. **Public Comments**

   There were no public comments.

5. **Approval of Minutes: August 19, 2014**

   The regular Board Meeting Minutes from August 19, 2014 were reviewed.

   Mr. Wells made a motion to approve the amended minutes. Ms. Gunnoe seconded the motion.

   ● Board member votes:  7  Aye;  0  Nay. The motion passed.

6. **Director’s Report: Presented by Brian Key**

   a. Resolution 2014-09.04 – Rate Implementation

   When the rates were programmed into the billing system in August for the Town customers, the test billing results were not consistent with the results anticipated from rate study. When the bills were sent out on September 1, the cause of the discrepancy had not yet been found; for this reason, the Town customers were billed at the same rate as they had been previously without implementing the new rates. After considerable analysis, it was determined that there was an error in how the rates were formulated in the tiers for bi-monthly billing in the billing system. The difference in what was billed versus what should have been billed caused a loss of revenue of about $30,000 for that billing cycle. Mr. Hodge said that he worked through this issue with staff and agreed with the decisions that staff had made. The board directed Mr. Key to take the rate changes that were not implemented during this first billing period and allocate the adjustment over the next 10 months/5 billing cycles so that the customers would have the correct billing amounts charged with the least possible impact on each billing statement.

   Because the direction given by the board was consistent with the existing policies that had been adopted, no action was taken by the board on this resolution.

   b. Strategic Planning – Summary of First Meeting
Mr. Key reported that the strategic planning process is going very well and board members are always invited to attend the meetings. The summaries of the two meetings were included in the packet.

i. Summary of August 22 Meeting
ii. Summary of September 2 Meeting

c. Routine Activity Reports

i. Projects
A summary sheet was provided to the board about recent projects. The board discussed the progression of the Bedford Lofts project. Mr. Key also said that projects are increasing causing the Engineering team to be extremely busy.

ii. Customer Service Statistical Summary
Mr. Key explained that the statistical summary for customer service was in the board packet, and offered to address any questions that the board may have. There were no questions from the board.

iii. Public Relations Information
Various news articles were provided to the board in regards to the public hearings for the Smith Mountain Lake project and Moneta Elementary sewer project. There were no questions asked by the board.

7. Closed Session pursuant to Section 2.2-3711 A. 29 of the Code of Virginia (1950), as amended, related to the discussion of a public contract.

Ms. Gunnoe moved that the Board of Directors go into Closed Meeting pursuant to Section 2.2-3711 A. 29 of the Code of Virginia (1950), as amended, related to the discussion of a public contract. Mr. Wells seconded the motion.

- Board Member Votes: 7 Aye; 0 Nay; 0 Abstain. The motion passed.

The board entered into closed session at approximately 7:30pm.

At approximately 8:26pm Mr. Moldenhauer moved that the board exit closed session and return to open session. Mr. Wells seconded the motion.

- Board Member Votes: 7 Aye; 0 Nay; 0 Abstain. The motion passed.

Mr. Moldenhauer moved that the Board of Directors take a roll call vote certifying that to the best of the member’s knowledge only public business matters lawfully exempted from open meeting requirements under the Virginia Freedom of Information Act and only such public business matters as were identified in the motion by which the closed meeting was convened were heard, discussed, or considered in the meeting by the public body.

- Board member votes:
  - Aye: Elmer Hodge, Carl Wells, Cindy Gunnoe, Michael Moldenhauer, Thomas Segroves, Walter Siehien
  - Nay: None
  - The motion passed.


a. Financial Statements through month end August 2014

Ms. Underwood reviewed some of the details pertaining to the financial reports for the period ending August 2014. The targeted budget goal for August was 17%; operating revenues were 18%, and operating expenditures were 11%. Facility fees collected during both July and August were $107,500. The total received is 27% of
There was $78,400 in developer contributions that was received for a small water project in Forest.

There are still adjusting entries that will be recorded as part of the audit, therefore there will not be a Final Statement of Net Assets for June 30, 2014 until September. The auditors will present the report at the October board meeting.

The board discussed the Moneta Elementary School sewer line project and the progress on easements and permits. Hopefully, both these items will be completed over the next couple weeks.

b. Resolution 2014-09.01 – VRA reimbursement

The VRA Fall pool is scheduled to close in mid-November 2014. Since the Authority has already incurred expenses for the SML WTP a reimbursement resolution needs to be approved in order to requisition funds from VRA for expenses incurred prior to the loan closing date and for future expenses.

At a regular meeting of the Bedford Regional Water Authority (“Authority”) Board of Directors, held in the Board Meeting Room at the Authority’s Administrative Annex Building on the 16th Day of September, 2014, beginning at 7:00pm:

WHEREAS, the Bedford Regional Water Authority (the “Authority”), an authority formed and existing in accordance with the provisions of Chapter 51 of Title 15.2 of the Code of Virginia, 1950, as amended, the Virginia Water and Waste Authorities Act §§ 15.2-5100-15.2-5159 (the “Act”), to borrow at such rates of interest as authorized by the general law for authorities and as the Authority may determine and issue its notes, bonds or other obligations to acquire, construct, reconstruct, operate and maintain any Project, as such term is defined in the Act; and,

WHEREAS, the Authority has determined its intent to reimburse expenditures with proceeds of a borrowing; and,

WHEREAS, the Authority intends to acquire, construct and equip the Project described in Exhibit A attached hereto (collectively, the “Project”); and,

WHEREAS, plans for the Project have advanced and the Authority has been or contemplates advancing its own funds to pay expenditures and expects to continue advancing its own funds to pay expenditures related to the Project (the “Expenditures”) prior to incurring indebtedness and to receive reimbursement for such Expenditures from proceeds of tax-exempt bonds or taxable debt, or both; now,

THEREFORE, BE IT RESOLVED, by the Board of Directors of the Bedford Regional Water Authority that:

1. The Authority intends to utilize the proceeds of tax-exempt bonds or the Authority’s bond given in connection therewith (the “Bonds”) or to incur other debt, to pay some or all of the costs of the Project in an amount not currently expected to exceed $34,000,000.

2. The Authority intends that the proceeds of the Bonds be used to reimburse the Authority for Expenditures with respect to the Project made on or after the date that is no more than sixty (60) days prior to the date of this Resolution. The Authority reasonably expects on the date hereof that it will reimburse the Expenditures with the proceeds of the Bonds or other debt.

3. Each Expenditure was or will be, unless otherwise approved by bond counsel, either (a) of a type properly chargeable to a capital account under general federal income tax principles (determined in each case as of the date of the Expenditure), (b) a cost of issuance with respect to the Bonds, (c) a nonrecurring item that is not customarily payable from current revenues, or (d) a grant to a party that is not related to or an agent of the Authority so long as such grant does not impose any obligation or condition (directly or indirectly) to repay any amount to or for the benefit of the Authority.

4. The Authority intends to make a reimbursement allocation, which is a written allocation by the Authority that evidences the Authority’s use of proceeds of the Bonds to reimburse an Expenditure, no later than eighteen (18) months after the later of the date on which the Expenditure is paid or the Project is placed in service or abandoned, but in no event more than three (3) years after the date on which the Expenditure is paid. Periodic requisitions of funds will constitute the Authority’s written allocation. The Authority recognizes that exceptions are available for certain “preliminary expenditures,” costs of issuance, certain de
minimis amounts, expenditures by "small issuers" (based on the year of issuance and not the year of expenditure) and expenditures for construction of at least five (5) years.

5. The Authority intends that the adoption of this resolution confirms the “official intent” within the meaning of Treasury Regulations Section 1.150-2 promulgated under the Internal Revenue Code of 1986, as amended.

6. This resolution shall take effect immediately.

Member Ms. Gunnoe made a motion to approve this resolution.

Member Mr. Siehien seconded the motion.

• Board Member Votes: 7 Aye, 0 Nay, 0 Abstain. The motion passed.

c. Resolution 2014-09.02 – VRA rates

The board decided not to take action on this resolution because the Authority will not be applying for the fall pool.

d. Resolution 2014-09.03 – VRA loan

The board decided not to take action on this resolution because they did not want to move ahead with the loan at this point in time.

e. Resolution 2014-09.05 – Allonge to Wells Fargo 2014 BAN

In order to proceed with Wells Fargo to extend the term of the existing BAN and to borrow additional funds for the completion of the design of the SML WTP and waterlines, board action is needed.

At a regular meeting of the Bedford Regional Water Authority (“Authority”) Board of Directors, held in the Board Meeting Room at the Authority’s Administrative Annex Building on the 16th Day of September, 2014, beginning at 7:00pm:

WHEREAS, the Bedford Regional Water Authority, a public service authority formed and existing in accordance with the provisions of Chapter 51 of Title 15.2 of the Code of Virginia, 1950, as amended, the Virginia Water and Waste Authorities Act §§ 15.2-5100-15.2-5158 (the “Act”), previously issued its $1,200,000 Taxable Water and Sewer Revenue Bond Anticipation Note, Series 2014 (the “BAN”) and sold the BAN to Wells Fargo Bank, N.A.; and,

WHEREAS, the Authority has a need to amend and increase the BAN to a total of $3,200,000 for twenty four months with an interest rate not to exceed 2%; and,

WHEREAS, the Authority, in procuring the BAN, used procurement procedures as specified under the Virginia Public Procurement Act (the “VPPA”); and,

WHEREAS, the Authority, having used the procurement procedures under the VPPA wants to provide for the increase in the face amount of the BAN in an amount greater than the limitations imposed by the VPPA; now,

THEREFORE, BE IT RESOLVED, by the Board of Directors of the Bedford Regional Water Authority that the Board, after full consideration of its options, determines to authorize the increase of the face amount of the BAN to $3,200,000 for twenty four months with an interest rate not to exceed 2% with all other terms of the BAN to remain the same, pursuant to Virginia Code Section 2.2-4309.A., that the limitations of such section will not apply and that the BAN may be increased by more than twenty-five percent of the face amount or $50,000; and,
BE IT FURTHER RESOLVED, that the Chairman and Vice-Chairman and Executive Director of the Authority, either ONE of whom may act, are hereby authorized and directed to amend the BAN as indicated in this resolution and to take all such further action as may be necessary or desirable in connection with and that are in conformity with the purposes and intent of this resolution. This resolution shall take effect immediately.

Member Mr. Moldenhauer made a motion to approve this resolution.

Member Mr. Wells seconded the motion.

- Board Member Votes: 7 Aye, 0 Nay, 0 Abstain. The motion passed.

9. Resolution 2014-09.06 B2X Contract

The Bedford County Public Service Authority (“PSA”) had maintained an agreement with B2X online for many years prior to the consolidation. The agreement allowed for B2X to provide the PSA with a Wide Area Network connection for many of the remote sites in the County, while allowing B2X to co-locate their wireless internet equipment on the PSA’s assets (water towers).

In order for the Bedford Regional Water Authority to continue to benefit from such an arrangement, a new agreement should be executed.

At a regular meeting of the Bedford Regional Water Authority (“Authority”) Board of Directors, held in the Board Meeting Room at the Authority’s Administrative Annex Building on the 16th Day of September, 2014, beginning at 7:00pm

WHEREAS, the Authority, a public service authority formed and existing in accordance with the provisions of Chapter 51 of Title 15.2 of the Code of Virginia, 1950, as amended, the Virginia Water and Waste Authorities Act §§ 15.2-5100-15.2-5158 (the “Act”), has the opportunity to enter into a Network Services Agreement (the “Agreement”) with B2X Online, Inc. (“B2X”); and,

WHEREAS, the Executive Director has informed the Board that in his opinion and to his knowledge, the Agreement provides the Authority with a unique opportunity to exchange the use of some of its infrastructure by B2X for free Wide Area Network Internet Service on terms that would not be available to the Authority through traditional procurement mechanisms; and,

WHEREAS, the Executive Director has informed the Board of Directors in his opinion and to his knowledge, upon a determination in writing that there is only one source practicably available for free Wide Area Network Internet Service on the terms available to the Authority in the Agreement; now,

THEREFORE, BE IT RESOLVED by the Board of Directors of the Bedford Regional Water Authority that the Board, after full consideration of its options, determines that there is only one source practicably available for that which is to be procured and on the terms that free Wide Area Network Internet Service is available, does hereby authorize and direct the Executive Director to negotiate and award the Agreement, in substantially the form submitted to this meeting, with such revisions as he shall deem appropriate or advantageous to the Authority, to B2X Online, Inc. without competitive sealed bidding or competitive negotiation; and,

BE IT FURTHER RESOLVED that the Executive Director, is hereby authorized and directed to:

1) enter into the Agreement as indicated in this resolution and to take all such further action as may be necessary or desirable in connection with, and that are in conformity with, the purposes and intent of this resolution, and,

2) to follow the posting requirements of the Authority’s purchasing policy 10.10 as it relates to the Sole Source Procedure for this agreement.

Member Mr. Wells made a motion to approve this resolution.

Member Mr. Moldenhauer seconded the motion.

- Board Member Votes: 7 Aye, 0 Nay, 0 Abstain. The motion passed.
10. **Other Business**
   No other business was discussed.

11. **Motion to Adjourn:**
   There being no further business to discuss, Mr. Segroves made a motion to adjourn and Mr. Wells seconded the motion.
   - Board member votes: 7 Aye; 0 Nay; 0 Abstain. The motion passed.

   The meeting adjourned at approximately 8:40pm.
2015 BOARD OF SUPERVISORS MEETING SCHEDULE

January
12th  Regular Meeting
26th  Regular Meeting (Work Session 5:00 to 6:45 P.M.)
30th  Joint Meeting with the School Board (6:00 P.M. at the School Board Office)

February
9th   Regular Meeting (Work Session – 5:00 to 6:00 P.M.) *(Annual report and Dinner w/Extension Office at 6:00 p.m. following the work session)*
17th  Budget Work Session – 5:00 P.M.
23rd  Regular Meeting (Work Session – 5:00 to 6:45 P.M.)

March
2nd   Budget Work Session (2:00 – 6:00 P.M.)
9th   Regular Meeting (Work Session – 5:00 to 6:45 P.M.)
16th  Budget Work Session (5:00 P.M.)
23rd  Regular Meeting (Work Session – 5:00 to 6:45 P.M.)

April
6th   Meeting (Work Session – 5:00 to 6:45 P.M.);
      Public Hearing on Budget @ 7:30 PM (at the County Administration Office)
9th   Regular Meeting (Work session – 5:00 to 6:45 P.M.); VDOT Public Hearing at 7:30 P.M.)  *(Highlighted)*
13th  Regular Meeting (Work Session 5:00 to 6:45 P.M.) (Budget Adoption)
27th  Regular Meeting

May
11th  Regular Meeting (Work Session 5:00 to 6:45 P.M.)
26th  Regular Meeting *(Tuesday)*

June
8th   Regular Meeting (Work Session 5:00 to 6:45 P.M.)
22nd  Regular Meeting

July
13th  Regular Meeting (Work Session 5:00 to 6:45 P.M.)
27th  Regular Meeting

August
10th  Regular Meeting (Work Session 5:00 to 6:45 P.M.)

September
14th  Regular Meeting (Work Session 5:00 to 6:45 P.M.)
28th  Regular Meeting

October
13th  Regular Meeting (Work Session 5:00 to 6:45 P.M.) *(Tuesday)*
26th  Regular Meeting

November
10th  Regular Meeting (Work Session 5:00 to 6:45 P.M.) *(Tuesday)*
23rd  Regular Meeting (Work Session 5:00 to 6:45 P.M.)

December
14th  Regular Meeting (Work Session 5:00 to 6:45 P.M.)

Highlighted Items are waiting for participant confirmation.

Regular Board Meetings:  Held in the Boardroom at the Bedford County Administration Office on the 2nd Monday @ 5:00 p.m., and the 4th Monday @ 7:30 p.m. (unless otherwise noted).

Work Sessions:  Held at 5:00 P.M. on the same day as the first Regular Meeting of every month (unless otherwise noted).