

AT A MEETING OF THE INDUSTRIAL DEVELOPMENT AUTHORITY OF THE COUNTY OF JAMES CITY, VIRGINIA, HELD ON JANUARY 23, 2003, AT 3:00 P.M. IN THE BUILDING C CONFERENCE ROOM, 101 MOUNTS BAY ROAD, JAMES CITY COUNTY, VIRGINIA.

1. CALL TO ORDER

The meeting was called to order by Vice Chairman Campana at 3:04 p.m.

2. ROLL CALL

A roll call identified the following members present:

Mr. John Berkenkamp  
Mr. Vincent Campana, Jr.  
Ms. Virginia Hartmann  
Mr. Bernard Ngo  
Mr. Mark Rinaldi

Mr. Alvin Bush arrived at 3:10 p.m.

ALSO PRESENT

Keith A. Taylor, IDA Secretary  
Ann Davis, IDA Treasurer  
Kelly See, IDA Recording Secretary  
Sandra Barner, County Economic Development Project Coordinator  
Leo Rogers, Assistant IDA General Counsel  
Sue Mellen, County Director of Budget and Accounting  
Doug Powell, Local Enterprise Zone Administrator  
David Piggott, Vice President, Marketing, Peninsula Alliance for Economic Development

ABSENT

Mr. Gilbert Bartlett

3. PERSONNEL MATTERS

a. Introduction of 2002 Board Liaison Michael Brown

Mr. Campana announced that Michael Brown would be serving as the Board of Supervisors' Liaison to the IDA during 2003. He stated that he had spoken with Mr. Brown, who had said he was looking forward to working with the IDA.

b. Introduction of New IDA Director Mr. Bernard Ngo

Mr. Campana introduced Mr. Ngo as the newest member of the IDA. Mr. Ngo was welcomed by all those present.

c. Resolution of Appreciation for Sterling Nichols

Mr. Campana stated that the Directors had received a copy of the resolution of appreciation for Sterling Nichols for his service on the IDA. On a motion by Mr. Berkenkamp and a second by Mr. Rinaldi, the Certificate of Appreciation Resolution was adopted by unanimous voice vote.

Mr. Campana stated that he would like the IDA to have a reception at the end of February to honor Mr. Nichols and Mr. Jon Nystrom for their service on the IDA. Mr. Berkenkamp made a motion that the IDA should hold such an event. On a second by Mr. Rinaldi, the motion was approved by unanimous voice vote.

d. Nominating Committee Report

Mr. Taylor read Mr. Bartlett's report of the Nominating Committee which nominated Mr. Vincent A. Campana, Jr. for Chairman and Ms. Virginia B. Hartmann for Vice Chair for 2003. Mr. Taylor also asked that, as in the past, the County's Economic Development Director be nominated as IDA Secretary and the County's Treasurer be nominated as IDA Treasurer.

e. Election of Officers

On a motion by Mr. Berkenkamp, and a second by Mr. Rinaldi, the nominations for Mr. Vincent A. Campana, Jr. as Chairman, Ms. Virginia B. Hartmann as Vice Chair, the County's Economic Development Director as IDA Secretary and the County's Treasurer as IDA Treasurer were approved by unanimous voice vote.

f. Standing Committee Chair/Project Liaison/Board Appointments

Mr. Campana stated that each of the Directors had received a list of Committee Chair/Project Liaison/Board positions. He stated that he wanted to defer assignment of those positions until the IDA held a work session, hopefully soon.

4. APPROVAL OF MINUTES

On a motion by Mr. Berkenkamp and a second by Ms. Hartmann, the minutes from the November 21, 2002 regular meeting were approved by unanimous voice vote.

On a motion by Ms. Hartmann and a second by Mr. Rinaldi, the minutes from the

December 12, 2002 special meeting and the December 16, 2002 IDA presentation to the Comprehensive Plan Steering Committee were approved by unanimous voice vote.

5. FINANCIAL REPORTS

a. Treasurer's and Financial Reports

Ms. Mellen presented the Treasurer's and Financial Reports and answered questions. She noted that the \$2.6 million in revenue shown on the Treasurer's Report was from the John Deere settlement agreement and that \$1 million of that amount is restricted. Mr. Berkenkamp asked about the nature of the restriction. Mr. Rogers explained that the \$1 million was associated with the Governor's Opportunity Fund grant that John Deere had received and could be redeployed to attract another compatible business to the Deere facility.

Ms. Mellen also noted that all but one of the bills for the yearly administrative fees for the IDA's Industrial Revenue Bonds had been sent out.

On a motion by Mr. Berkenkamp and a second by Ms. Hartmann, the Treasurer's and Financial Reports were accepted as presented by unanimous voice vote.

6. ACTION ITEMS

a. Approval of James River Enterprise Zone Grant Request for Service Metal Fabricators

Mr. Taylor introduced Mr. Doug Powell, Local Enterprise Zone Administrator, who requested that the IDA approve the application submitted by Service Metal Fabricators for the first and second years of the Enterprise Zone grant. He stated that this grant amounts to \$20,160.90. On a motion by Mr. Berkenkamp and a second by Ms. Hartmann, the IDA approved the application submitted by Service Metal Fabricators for its first and second year grant by unanimous voice vote.

b. Mainland Farm

Mr. Rogers presented to the IDA a Resolution authorizing a settlement for the first term of the IDA's Management Agreement with Renwood Farms, Inc., renewing the Management Agreement with Renwood Farms for a second term, and authorizing the IDA Secretary to handle similar subsequent administrative issues associated with Mainland Farm. Mr. Rogers then answered questions from the Directors.

On a motion by Mr. Berkenkamp, and a second by Ms. Hartmann, the Management of Mainland Farm Resolution was approved by unanimous voice vote.

Mr. Campana suggested that Mr. Berkenkamp could serve as the IDA's liaison on Mainland Farm issues.

c. Ratification of Technology Policy Study Consultant Contract

Mr. Taylor reported that the IDA Directors had been sent via e-mail a copy of the contract with the Technology Policy Consultant for their review and straw vote approval. He stated that he had received the necessary concurrences for that approval. He further stated that the Selection Committee had chosen Moran, Stahl & Boyer (MSB) as the firm to perform the Technology Policy Study. He stated that the committee felt confident in MSB's approach to doing the study. Mr. Campana stated that he thought John Rhodes of MSB would do a good job and be objective. He stated that the results of the study will be available towards spring. Mr. Rinaldi stated that the sample final products MSB provided were impressive and that the IDA will get a lot for its money. On a motion by Ms. Hartmann, and a second by Mr. Rinaldi, the straw vote approval of contract number 03-0034 between the Industrial Development Authority and Moran, Stahl & Boyer for consulting services for a Technology Policy Study was ratified by unanimous voice vote. Aye: 6 Nay: 0

7. PRESENTATIONS

a. Peninsula Alliance for Economic Development Marketing Update

Mr. Taylor introduced Mr. David Piggott, the new Vice President, Marketing, for the Peninsula Alliance for Economic Development, to give a presentation on where he is on re-engineering the Alliance's marketing effort. Mr. Piggott reported that he had met with the Staff of the local economic development offices and toured the area. He stated that he had asked for written recommendations from the local offices and held a workshop to discuss the recommendations. He then summarized what had come out of that workshop. He stated that the first item was to analyze target industries. He reported that the Alliance has been targeting industries that are not a good fit for the area and will be doing a study to identify the best industries to target. He stated that the second item was that with the slow economy, in the short term, the Alliance will focus on site location consultants and real estate brokers to identify companies who have a realistic interest in coming here. He stated that another item was to address the problem of companies coming here and then leaving. He stated the Alliance needs to identify the region's assets and promote them.

He also reported that at a recent press conference U.S. Secretary of Defense Donald Rumsfeld had stated that there was no need for homeland security companies to be in the DC area, as it is expensive. He stated that the Alliance will be acting on this since this region has assets those companies may be interested in.

Mr. Piggott then answered questions from the Directors. Mr. Campana thanked Mr. Piggott for his presentation.

8. REPORTS

a. BOS Liaison to IDA

Mr. Brown was not present. No report.

b. Comp Plan/Planning Commission Liaisons

Mr. Campana remarked that Ms. Hartmann had given an excellent presentation to the Comprehensive Plan Steering Committee in December. Ms. Hartmann stated that the presentation was a team effort. She reported that the Steering Committee had encouraged the IDA to keep in touch and that they are solicitous of IDA input. Ms. Hartmann reported that she had received a notice from the Planning Commission which stated that they would be accepting applications for Land Use Designation Change Requests until January 31<sup>st</sup>. Mr. Campana asked Ms. Hartmann and Mr. Rinaldi to monitor the Steering Committee and update the IDA by e-mail as necessary. Mr. Rinaldi stated that the IDA needs to solicit input from the Board of Supervisors and the Steering Committee on what issues they want the IDA to focus on.

Mr. Taylor reported that there will be another round of Citizen Input sessions in March. Mr. Rinaldi asked what the IDA could do economically and effectively to get businesses out to these sessions. Mr. Taylor stated that an e-mail list could be generated from the list of companies in the County's business directory. Mr. Berkenkamp expressed concern about whether the business community would see value in the sessions. Mr. Campana recommended sending out a letter under IDA signature to businesses to make them aware of the sessions. Ms. Hartmann stated that she had mentioned the sessions at the Chamber Executive Committee meeting, and that she could mention them at the Chamber Board meeting as another way to spread the word about the meetings.

c. Peninsula Alliance for Economic Development

Mr. Taylor asked Mr. Piggott to check if there was any way the IDA could have a seat at the table of the Board of Directors for the Peninsula Alliance for Economic Development, since Mr. Nystrom, the former liaison, was no longer on the IDA.

d. Crossroads Project Liaison

Mr. Taylor reported that Mr. Wanner had received a proposal from New Town Associates with alternatives for the County, through the IDA, to participate in the development of Discovery Center I.

e. Technology Initiatives

Mr. Campana reported that the consultant, Mr. Rhodes, was underway with his consultant

study. Mr. Taylor reported that Mr. Rhodes would be visiting the area next week.

f. IDA Strategic Plan

Mr. Berkenkamp reported that one of the to-dos from the IDA's June Strategic Plan work session was to increase community awareness of the IDA. He stated that the IDA's presentation to the Comprehensive Plan Steering Committee was a good way to do that but that he had yet to see other suggestions. Mr. Campana stated that the IDA needs to set objectives and he recommended having a work session to figure what the IDA could do financially. Mr. Berkenkamp stated that the second issue he wanted to discuss was his feeling that the IDA needs to develop metrics. He suggested the IDA look at the relationship between growth in residential development and growth in business development. He stated that his suggestion was that the IDA use the Field Studies group at the William & Mary Business School to do a project on that topic. He stated the cost was \$10,000 plus about \$1,500 in expenses and that the projects were set up in late February, with work starting in the Fall. Mr. Campana asked why the County's Accounting Office could not provide the local multipliers for such a project. Mr. Taylor responded that the County's Financial Management Services Department has provided such numbers in the past, but that the information needs to be updated. Mr. Berkenkamp stated that the information from the County is static and that the IDA needs a model. Mr. Rinaldi asked what the IDA would need to do to submit a request for a project. Mr. Campana asked if all of the Directors wished to proceed with gathering more information, and all of the Directors present agreed they did. Mr. Berkenkamp stated that he would tell William & Mary of the IDA's interest, ask what was involved to submit a request, and get back to the Directors with the information.

g. Shell Building #2

Mr. Campana reported that the Shell Building #2 work group was waiting for McKinney and Company to get back to them with some cost numbers. He stated that the concept of a virtual building was a good idea and that at this point that was as far as the IDA should go with it. Mr. Taylor stated that he saw three recently vacated buildings as competition to the second shell building and that if those can be redeployed, then the IDA should discuss moving forward with construction on the second shell building. He stated that the work group had discussed redirecting the construction management portion of the McKinney contract for marketing of a virtual building.

h. Michelob Light Open LPGA Tournament Sponsorship

Mr. Taylor reported that he had sent an e-mail to the Directors on the price he was able to negotiate for the IDA to sponsor a skybox at the upcoming Michelob Light Open. Mr. Berkenkamp made a motion to proceed with a contract for the IDA to sponsor a skybox at the Michelob Light Open at the negotiated price. On a second by Ms. Hartmann, the motion was approved by unanimous voice vote.

9. REPORTS OF THE ECONOMIC DEVELOPMENT STAFF

Mr. Taylor reported that Mr. Wanner had reminded him that there is about \$7 million available for economic development use. That amount includes \$2.96 million received by the IDA from the John Deere settlement, \$2.4 in a CIP account for the second shell building, of which \$110,000 is committed to the McKinney design and engineering contract, and \$1.6 million in a CIP account for Economic Development incentives, which includes Enterprise Zone incentives.

Mr. Taylor reported that there has been some prospect activity. He reported that he would be asking Mr. Campana to assign project liaisons for prospects as needed.

10. OTHER BUSINESS

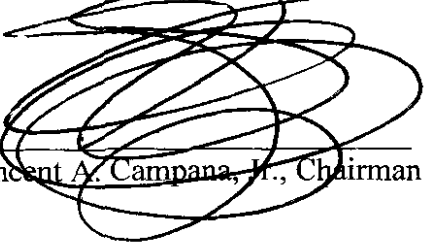
Mr. Campana reported that he was recommending that the IDA meet on a monthly basis, as there is a lot for the IDA to do. He stated that he would like to have a work session for the IDA to discuss objectives for 2003-2004, existing business, financials, and the nominating process. A discussion of additional IDA meetings followed. Mr. Campana asked Mr. Taylor to e-mail a tentative schedule for the additional meetings out to the Directors for their feedback.


Mr. Campana encouraged any Director making a report to submit the report in writing.

Mr. Taylor asked the Directors to review the tentative agendas provided before each meeting and let Staff know if they would like any additions or changes to the agenda prior to the meetings.

11. ADJOURNMENT

There being no further business Chairman Campana entertained a motion from Mr. Berkenkamp to adjourn. The motion was seconded by Ms. Hartmann and approved by unanimous voice vote. The meeting was adjourned at 5:04 p.m.

  
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Vincent A. Campana, Jr., Chairman

  
\_\_\_\_\_  
Keith A. Taylor, Secretary

# MEMO

DATE: January 5, 2003  
TO: Ann Davis, Treasurer's Office  
FROM: Keith A. Taylor, IDA Secretary  
SUBJECT: AVID Medical Performance Agreement

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In order to satisfy the terms of the IDA's performance agreement dated February 13, 1998 with AVID Medical, Inc., please provide me with the following:

Written confirmation that AVID Medical has paid all applicable 2003 James City County real and business personal property taxes; and the amount(s) paid.

Thank you for your prompt attention to this request.

  
Keith A. Taylor

cc: Vincent A. Campana, Jr.  
Sanford B. Wanner  
John E. McDonald  
Leo P. Rogers  
Suzanne Mellen



**RESOLUTION**

**CERTIFICATE OF APPRECIATION**

WHEREAS, Sterling M. Nichols served as a member of the Industrial Development Authority of James City County from July 1994 to December 2002; and

WHEREAS, Sterling M. Nichols served as Vice-Chairman of the Industrial Development Authority of James City County from January 1997 to December 1998 and as Chairman from January 2002 to December 2002; and

WHEREAS, throughout this period of service Sterling M. Nichols gave freely of his time, his energy, and his knowledge for the betterment of his County, as an active member; and

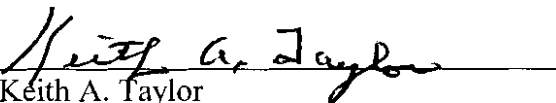
WHEREAS, Sterling M. Nichols consistently demonstrated those essential qualities of leadership, diplomacy, perseverance and dedication while providing exceptional service to the citizens of James City County.

NOW, THEREFORE BE IT RESOLVED, that the Industrial Development Authority of James City County, Virginia, hereby extends its sincere appreciation to Sterling M. Nichols and recognizes his distinguished service and dedication to the County and its citizenry.

BE IT FURTHER RESOLVED that this Resolution be spread upon the minutes of the Industrial Development Authority and that a copy be presented to Sterling M. Nichols.

  
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Vincent A. Campana, Jr.  
Chairman, Industrial Development Authority

ATTEST:

  
\_\_\_\_\_  
Keith A. Taylor  
Secretary, Industrial Development Authority

Adopted by the Industrial Development Authority of the County of James City,  
Virginia, this 23<sup>rd</sup> day of January, 2003.

## RESOLUTION

### MANAGEMENT OF MAINLAND FARM

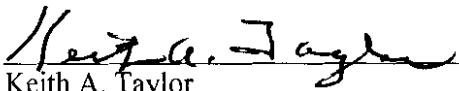
- WHEREAS, the Industrial Development Authority of James City County has the goal of maintaining the agricultural productivity of Mainland Farm, while protecting the environmental sensitivity of the property; and
- WHEREAS, on January 17, 2002, the Industrial Development Authority, after going through a public procurement process, selected Renwood Farms, Inc. as its agent to manage the property under the Management Agreement dated February 1, 2002; and
- WHEREAS, the Management Agreement provides that the parties will settle the account for activity during the first term on or before January 31, 2003; and
- WHEREAS, the Management Agreement provides that the one year term shall be renewed for seven successive terms upon the Owner and the Agent agreeing a fixed compensation and an estimate of the proceeds from the sale of crops and emblements; and
- WHEREAS, the Industrial Development Authority wishes to empower its Secretary, Keith A. Taylor, with the authority to make yearly settlements and agree to compensation and estimates of proceeds in order to renew the Management Agreement.

NOW, THEREFORE, BE IT RESOLVED that the Board of Directors of the Industrial Development Authority of James City County, Virginia, authorizes and directs its Secretary, Keith A. Taylor, to pay Renwood Farms, Inc. \$15,836.52, based on proceeds of \$26,836.62, for 2002 and to renew the Management Agreement with Renwood Farms, Inc. for a second term based on the same terms and conditions that existed during the first term.

BE IT FURTHER RESOLVED that the Board of Directors authorizes and directs its Secretary, Keith A. Taylor, to make settlements under the Management Agreement, to negotiate and to approve conditions for the renewal of successive terms of the Management Agreement and to make such other decisions as may be necessary and appropriate to manage, operate and preserve Mainland Farm, with the understanding that the Secretary shall keep the Board of Directors informed about his decisions.

  
\_\_\_\_\_  
Vincent A. Campana, Jr.  
Chairman, Industrial Development Authority

ATTEST:

  
Keith A. Taylor  
Secretary, Industrial Development Authority

Adopted by the Industrial Development Authority of James City County, Virginia this 23<sup>rd</sup> day of January, 2003.

**Treasurer's Report-FY 03  
Industrial Development Authority  
Nov - Dec 2002**

<b>Rev Code</b>	<b>Revenue Source</b>	<b>Prior Collections</b>	<b>Collected this period</b>	<b>Collected to Date</b>
021-325-0100	Lease Income	\$0.00		\$0.00
021-325-0200	Interest on Available Cash	\$882.29	\$3,037.71	\$3,920.00
021-325-0600	General Fund Contribution	\$316,099.24	\$173,460.48	\$489,559.72
021-325-0400	Bond Fee Revenue	\$400.00	\$45,350.00	\$45,750.00
021-325-0500	Land Contract Payment Revenue	\$0.00		\$0.00
021-325-0250	Misc Revenue	\$0.00	\$2,674,084.00	\$2,674,084.00
	Expense Reimbursement	\$0.00		\$0.00
	Total receipts this period		\$2,895,932.19	
	Fiscal Year Receipts			\$3,213,313.72
	Bank balance June 30, 2002			\$240,651.36
	Total Receipts			\$3,453,965.08
	Disbursements this Period	\$162,673.84		
	Previous disbursements	\$335,283.32		
	Total disbursements to Date			\$497,957.16
	Bank balance Dec 31, 2002			<b><u>\$2,956,007.92</u></b>

**INDUSTRIAL DEVELOPMENT AUTHORITY**  
**EXPENDITURES**

**James City County**

15-Jan-03

IDA: Year ( 2003 ) Period ( 6 )

Ledger ID	Ledger Description	Beg Budget	November	December	Encumb	Total YTD Exp	Balance
OPERATING EXPENSES							
021-010-0203	PROFESSIONAL SERVICES	\$35,000.00	\$0.00	\$0.00	\$0.00	\$82.87	\$34,917.13
021-010-0205	PROMOTION	\$21,000.00	\$0.00	\$0.00	\$0.00	\$3,335.00	\$17,665.00
021-010-0210	INSURANCE	\$650.00	\$0.00	\$0.00	\$0.00	\$0.00	\$650.00
021-010-0220	TRAVEL & TRAINING	\$3,000.00	\$553.26	\$0.00	\$0.00	\$929.52	\$2,070.48
021-010-0222	LOCAL TRAVEL	\$200.00	\$0.00	\$0.00	\$0.00	\$36.40	\$163.60
021-010-0232	JAMES RIVER COMMERCE CTR - OPS	\$4,000.00	\$0.00	\$425.00	\$0.00	\$425.00	\$3,575.00
021-010-0234	STRAWBERRY PLAINS - OPS	\$1,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,000.00
021-010-0235	ANNUAL AUDIT	\$5,000.00	\$1,100.00	\$0.00	\$0.00	\$4,400.00	\$600.00
021-010-0245	MAINLAND FARM - OPER EXPENSES	\$100.00	\$5.50	\$5.50	\$0.00	\$27.50	\$72.50
021-010-0300	ADVERTISING	\$1,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,000.00
021-010-0319	OFFICE SUPPLIES & EQUIPMENT	\$250.00	\$0.00	\$0.00	\$0.00	\$228.60	\$21.40
021-010-0398	OED DISCRETIONARY EXPENDITURE	\$1,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,500.00
021-010-0600	SMALL BUSINESS ASSISTANCE	\$600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$600.00
	Total Operating Expenses	\$73,300.00	\$1,658.76	\$430.50	\$0.00	\$9,464.89	\$63,835.11
CAPITAL EXPENSES							
021-010-0360	ENTERPRISE ZONE GRANTS	\$0.00	\$139,449.15	\$0.00	\$0.00	\$289,074.15	(\$289,074.15)
021-010-0405	CAPITAL EXPENDITURES	\$0.00	\$0.00	\$0.00	\$0.00	\$123,612.00	(\$123,612.00)
021-010-0550	PERFORMANCE AGREEMENT PMTS	\$0.00	\$0.00	\$0.00	\$0.00	\$36,000.00	(\$36,000.00)
	Total Capital Expenses	\$0.00	\$139,449.15	\$0.00	\$0.00	\$448,686.15	(\$448,686.15)

**INDUSTRIAL DEVELOPMENT AUTHORITY**  
**EXPENDITURES**

**James City County**

15-Jan-03

IDACIP: Year ( 2003 ) Period ( 6 )

Ledger ID	Ledger Description	Begin Budget	November	December	Project to Date	Encumbrances	Ending Balance
	CAPITAL PROJECTS FUND						
	-----						
	(PROJECT TO DATE)						
	-----						
021-011-0200	JRCC	\$168,626.00	\$0.00	\$0.00	\$9,713.12	\$0.00	\$158,912.88
021-011-0300	ECONOMIC DEVELOPMENT	\$3,625,000.00	\$0.00	\$0.00	\$1,798,120.86	\$0.00	\$1,826,879.14
021-011-0350	INDUSTRIAL PROP/INFRASTRUCTUR	\$2,496,535.00	\$0.00	\$21,135.43	\$59,993.70	\$75,988.67	\$2,360,552.63
021-011-0400	SHELL INDUSTRIAL BLDG FUND	\$70,910.80	\$0.00	\$0.00	\$5,271.87	\$0.00	\$65,638.93
	Total Capital Projects Fund	\$6,361,071.80	\$0.00	\$21,135.43	\$1,873,099.55	\$75,988.67	\$4,411,983.58

**INDUSTRIAL DEVELOPMENT AUTHORITY**  
**BRIDGE BETWEEN TREASURER'S REPORT AND ACCOUNTING REPORTS**  
**December 31, 2002**

Total disbursements per treasurer's report		\$497,957.16
Total operating expenses	\$9,464.89	
Total capital expenses	\$448,686.15	
Total capital projects expenses	\$35,100.62	
Accounts Payable		
Landmark Design Group - surveying services	\$5,800.00	
Dominion Virginia Power - Mainland Farm operating expense	\$5.50	
Prepaid Expense		
KPMG - auditing services	(\$1,100.00)	
Total expenses		\$497,957.16
Net difference		\$0.00

**Industrial Development Authority  
Revenue Bonds**

<b>Bond</b>	<b>Date Issued</b>	<b>Admin Fee Option</b>	<b>Amount of Admin Fee Pd</b>	<b>Date Received</b>
Christopher Newport University Educational Foundation	05/18/01	Bill	\$6,246.58	02/05/02
Avid Medical	10/01/98	Upfront	\$9,250.00	10/06/98
Greystone	09/23/98	Bill	\$7,312.50	01/26/00
			\$6,500.00	01/31/01
			\$5,687.50	02/06/02
Barre Company	03/06/98	Upfront	\$15,000.00	03/06/98
Service Metal Fabricators (DYARRCC)	09/01/97	Bill	\$2,000.00	07/09/99
			\$500.00	08/04/99
			\$2,187.50	08/10/99
			\$3,567.45	02/14/00
			\$2,760.16	02/15/01
			\$2,603.91	02/25/02
Williamsburg Landing, Inc.	10/16/96	Upfront	\$49,030.00	01/30/97
Anheuser-Busch	04/09/97	Upfront	\$27,700.00	04/30/97
Residential Care Facility Revenue Bonds	04/11/97	Upfront	\$50,500.00	03/14/97
Elderly Residential Mortgage Revenue Bonds (Williamsburg Oxford)	09/24/96	Bill	\$155,538.77	05/13/02
Refunding Series 2002	11/20/02	Upfront	\$45,350.00	11/26/02