

AT A REGULAR MEETING OF THE INDUSTRIAL DEVELOPMENT AUTHORITY OF THE COUNTY OF JAMES CITY, VIRGINIA IN THE COUNTY GOVERNMENT CENTER BOARD ROOM AT 7:30 P.M. ON THE SEVENTH DAY OF MAY, NINETEEN HUNDRED AND EIGHTY.

1. ROLL CALL

Mr. Paul Dresser, Chairman
Ms. Diane L. Abdelnour, Vice-Chairman
Mr. Kenneth H. Axtell
Mr. C. Hammond Branch
Mr. Harold N. Poulsen

OTHERS:

Mr. Frank Morton, III
Mr. Henry H. Stephens, Secretary-Treasurer

2. MINUTES

Upon a motion by Mr. Axtell, seconded by Mr. Poulsen, the minutes of the August 23, 1979 meeting were approved as presented.

Mr. Dresser indicated that the name of Mr. Shilling had been misspelled in the minutes of the August 30, 1980 meeting.

Upon a motion by Mr. Poulsen, seconded by Mr. Axtell, the minutes of August 30, 1980 were approved as corrected.

3. A. RESOLUTION TO ESTABLISH BANK ACCOUNTS

Mr. Stephens stated that a resolution to establish a checking and a savings account at Old Colony Bank was included in the Authority members folders. The resolution was written to allow the Chairman, Vice-Chairman and the Secretary/Treasurer to sign checks. Only one signature would be necessary to transfer funds.

Mr. Dresser stated there were several other quality financial institutions in the community which would offer comparable services; however, since Old Colony Bank was located in the County and since the County maintained other accounts with them, he felt that for convenience Old Colony Bank was a good choice.

Upon a motion by Mr. Poulsen, seconded by Mr. Axtell, the resolution appended hereto establishing a checking and a savings account at Old Colony Bank was approved.

B. AMENDMENT TO APPLICATION FORM

Mr. Morton, the County Attorney, explained that the amendment to the application form was presented after having reviewed the applications presently filed. He said that while he felt the intentions of the Authority to have applicants guarantee the cost to the Authority of reviewing applications was clear during the discussion of the application form prior to its adoption, he felt that some slight wording changes would assure that there would be no room to debate the applicants' responsibility for cost of an unsuccessful application.

Mr. Dresser agreed with Mr. Morton's interpretation of the Authority's intent and recommended the changes proposed be made.

Upon a motion by Mr. Axtell, seconded by Mr. Poulsen, the amendments to the bond application form were approved as presented.

C. RESOLUTION TO RETAIN COUNCIL

Mr. Morton presented the resolution to the Authority to retain the law firm of Hunton and Williams as the Authority's bond council.

Mr. Stephens read the resolution to the Authority.

Mr. Dresser asked Mr. Morton if the resolution allowed the Authority the flexibility to use local council for some routine matters.

Mr. Morton said that if matters arose which local council could appropriately handle he would bring a proposal to the Authority to retain local council but that he felt the Authority would have to pass a resolution to retain other council.

Upon a motion by Mr. Poulsen, seconded by Mr. Branch, the resolution to retain the law firm of Hunton and Williams was approved as read and is appended hereto.

D. INSURANCE MATTERS

Mr. Stephens said that he had investigated insurance bonds to cover the people designated to have access to the Authority bank accounts. The cost of bonding the three officers was reasonable and he said that he felt that he would recommend that bonds be acquired. He said he was expecting the necessary application forms but had not received them as yet. He said he would present the proposal to the Authority at a later meeting.

Mr. Stephens said that he had also confirmed that the Authority was covered by an endorsement on the County's insurance policy which provided liability coverage for Authority members and the staff.

E. DATE OF WORKSESSION

Mr. Dresser stated that he felt that after reviewing and working with several applications that the Authority should get together and discuss procedures and other business. He suggested topics for discussion at the meeting would include billing procedures for Authority expenses, insurance, the application process and the bond market and general business activity.

May 27, 1980 at 3:30 P.M. at the County Government Center was established as the time and place of the worksession.

4. CASE NO. IRB-1-80. CONSIDERATION OF AN APPLICATION OF Mr. Ivan Stern for revenue bond financing of a factory outlet shopping center.

Mr. Stern requested that consideration of his application be deferred until the May 27, 1980 meeting. He stated that complications had arisen with regards to the site and he had entered into negotiations for another piece of property. He said he expected to have the problems resolved and be prepared to make a presentation at the May 27, 1980 meeting.

Mr. Dresser said that if the Authority did not object that the Case No. IRB-1-80 would be deferred until May 27, 1980.

5. CASE NO. IRB-2-80. CONSIDERATION OF AN APPLICATION OF Wythe Corporation for revenue bond financing of a factory outlet shopping center.

Mr. Mastracco, bond council for the applicant, presented an amended resolution of inducement. The amended resolution had only incorporated some minor working changes. Mr. Mastracco said that Mr. Frazier of Hunton & Williams and Mr. Morton had been advised of the changes and both approved.

Mr. Morton said that he had reviewed the amended resolution and had no problems with it.

Mr. Marshall Findley presented the project proposal to the Authority. He reiterated the major points of his memorandum which were attached to the application. He said the shopping center would be constructed in phases of 125,000 square feet with a total project size of 500,000 square feet. He said funding was requested for phase 1 and 2 which would be constructed almost together. Mr. Findley explained that to be successful the project would have to draw substantial numbers of people to the area, much as the nearby Pottery does, for a shopping event. Because of the emphasis upon attraction of new people to the area for shopping the center will generate new dollars for the community.

Mr. Findley also said that the center would offer employment opportunities to the area which would provide primary benefits to families wishing to have a second income earner.

Mr. Findley and the architect showed the Authority architectural site layouts of phase 1 and of the entire center.

Mr. Axtell asked when the center was expected to open.

Mr. Findley said that the expected date of construction would be during the end of 1980 and open phase 1 in early 1981.

Mr. Poulsen asked Mr. Findley if the financing request included phase 2.

Mr. Findley responded that it did and that the applicant saw phases 1 and 2 as a continuous construction project.

Mr. Dresser asked what type of merchandise would be sold in the center.

Mr. Findley said that the early phases would concentrate on name brand children and ladies apparel. And perhaps later phases would include some hard goods. He said the important thing was to make the shopping experience at the center an event people would be willing to travel three hours or more to get to. The concept was to sell quality merchandise at significantly reduced prices. He said someone would travel further to buy a \$100 dress for \$60 than to buy a \$6.95 shirt for \$2.95.

Mr. Poulsen asked whether there would be several large stores or many small stores in the center.

Mr. Findley said that the center would emphasize many small stores and would not have any large department stores as anchors. The small stores would, however, be somewhat larger than those found in traditional shopping centers. He said sizes would vary between 5,000 square feet and 20,000 square feet.

Mr. Dresser asked Mr. Findley to restate the project's impact upon employment.

Mr. Findley said that permanent employment at the center during phase 1 would be 125 - 150 and increase during phase 2 to 200 - 250. He again said that he expected most of the workers to be employed from the local population. He stated the center should offer an opportunity for families to have a second wage earner to complement the primary income.

Mr. Dresser asked if the sales from the center would be seasonal.

Mr. Findley said that they would be seasonal, but interestingly the peak sales were expected in the spring and in the fall rather than the peak summer tourist season. He said sales were tied to fashion changes and the back to school purchases. He felt that the seasonal sales in Williamsburg would benefit the community because the community had extra capacity during the fall and winter to accommodate the shoppers. He said this shopping center should also do well during the summer when area tourism was strong. Overall, he said he felt the center and other area attractions would complement each other.

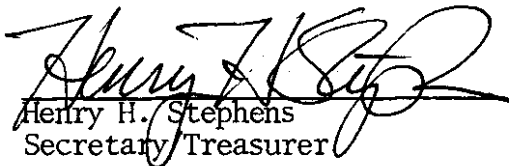
Upon a motion by Mr. Poulsen, seconded by Ms. Abdelnour, the resolution of inducement for Case No. IRB-2-80 which is appended hereto was approved by a unanimous roll call vote.

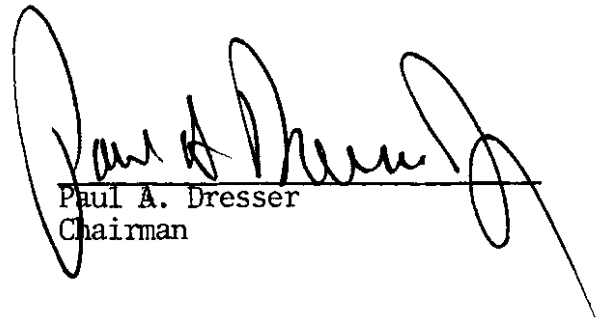
Mr. Dresser	Yes
Ms. Abdelnour	Yes
Mr. Axtell	Yes
Mr. Poulsen	Yes
Mr. Branch	Yes

(Mr. Barnett and Mr. Vaughan were absent)

6. ADJOURNMENT

Upon a motion by Mr. Axtell, seconded by Mr. Poulsen, the meeting was adjourned at 9:15 P.M.


Henry H. Stephens
Secretary/Treasurer


Paul A. Dresser
Chairman