

At a budget workshop meeting of the Southampton County Board of Supervisors held in the Board Room of the Southampton County Office Center, 26022 Administration Center Drive, Courtland, Virginia on April 12, 2016 at 6:30 PM.

SUPERVISORS PRESENT

Dallas O. Jones, Chairman (Drewryville)
Ronald M. West, Vice Chairman (Berlin-Ivor)
Dr. Alan W. Edwards (Jerusalem)
Carl J. Faison (Boykins-Branchville)
R. Randolph Cook (Newsoms)
Barry T. Porter (Franklin)
S. Bruce Phillips (Capron)

SUPERVISORS ABSENT

OTHERS PRESENT

Michael W. Johnson, County Administrator (Clerk)
Gloria P. Diggs, Office Clerk

OTHERS ABSENT

Lynette C. Lowe, Deputy Administrator/ Chief Financial Officer
Julien W. Johnson, Jr. Public Utilities Director
Richard E. Railey, Jr., County Attorney

Chairman Jones called the Budget workshop to order. After the Pledge of Allegiance, Supervisor Faison gave the invocation.

Chairman Jones states good evening everyone. The department lists of speakers. First, Southampton County Economic Development, Mrs. Amanda Jarrett.

Amanda Jarrett states thank you, Chairman Jones members of the Board of Supervisors and Mr. Johnson for the opportunity to speak tonight regarding the upcoming fiscal year. As you all are aware, I am Amanda Jarrett, President of Franklin Southampton Economic Development. I want to first start by saying thank you for your tremendous help in Southampton County and continued support of Economic Development. We are 501C3 that unites the efforts of Southampton County and the City of Franklin and Economic Development with support and guidance from the private sector. We were established as the key marketing and development organization to work with state and regional partners to market Southampton County and the City of Franklin. We were created to diversify the local economic base and eliminate a duplicative marketing effort. Most of you are aware of our key initiatives and programs of FSEDI, but here is a quick highlight. We've created an exclusive marketing program with state regional partners including the Virginia Economics Development Partnership and the Hampton Roads Economics Development Alliance. We are tasked with developing areas for future business and industry to grow and enhance our existing parks targeting key industry sectors. Most recently in the past year we have assisted with an expansion of ST Tissue and Isle of Wight County revenue sharing area finalizing the sale of the former Winn-Dixie Building in Franklin and the sale of the construction of a new facility for Pinnacle Agriculture. Hampton Farms is now fully renovated. Their facility is now in the process of finalizing their staffing and final shifts. This project announced that \$6.5 million in investment turned out to be over \$24 million in real estate improvement and machinery and tools, generating desperately needed tax revenue for both Southampton and Franklin. Over the course of the past year, we worked with twenty-five perspective projects; twelve of which neighbor our community. The stronger we build our business community the more revenue there is to support services necessary to enhance the quality of life for Southampton County residents. We also have an existing industry program and business partition program that our office manages that unites the efforts of The Franklin Southampton Area Chamber of Commerce and the Workforce Development Center at Paul D. Camp Community College. We are actively meeting with local businesses and providing free training in professional development. We've established the microloan program to inject capitol into small and medium sized businesses and most recently issued loans to Southampton County businesses. Small business growth and development is also a

key priority. What we mainly accomplish is through the availability of the Franklin Business Center. The Franklin Business Center currently has twenty-nine businesses and 79% occupancy rate, even after graduation of our longest client here. This facility is home to businesses run by Southampton County residents, and we hope some companies that graduate will eventually land in Southampton County. Our organization pays and facilitates the required match for both the city and the county for the small business allotment center counseling programs. There are office hours currently to counsel new and existing business centers and provide advice and guidance. We've seen this program skyrocket and in recent years we hope to expand it even further. Retail recruitment is also one of the areas that we are focusing on while a dedicated funding stream and a staff member for the core initiative is not currently available, we are now members of The Coastal Virginia Tourism Alliance advocating up to Central Virginia which is appropriate. We have launched a new website- franklinsouthamptonva.com. We've also developed more various brochures which were at your seats tonight, and are available at rest areas throughout Virginia. We work through local businesses and organizations that are sponsoring and coordinating events that attract tourist to our community. Our office and staff are constantly selling and marketing Franklin and Southampton in efforts to grow our local economy. The funding agencies for our office include the Franklin Southampton charities, the Camp Family Foundation, Southampton County and the City of Franklin. The private dollars that we take in are leveraged only due to the public dollars that are invested. This successful public/private partnership allows us to efficiently and effectively market Southampton County and the City of Franklin. There is no increase in our budget this year. Virginia states that services often internally all expenditures and programs are paid for to produce a return on investments and generate a positive impact on our local economy. We look forward to the remainder, longevity and beyond. We're excited about the possibility to better our economy. This strategic partnership that the county and the state are investing in will only increase our economic competitiveness. The training efforts and proactive approach that you are undertaking to position ourselves within Hampton Roads and Virginia has great potential. I acknowledge the development is a long term investment providing its time, energy, and commitment from all sectors of the community. We need your investment to continue to diversify our local economy and provide job opportunities for future generations. Please know that our staff is driven, dedicated, and focused to make Southampton County a better place. I truly appreciate the working relationship that I have with each of you and how it works to continuing the strong partnership between Southampton County and our office. I can answer any questions.

Chairman Jones states are there any questions?

Commissioner Phillips states I would just like to thank you for what you and your office have done this year. It is something to be proud of.

Commissioner West states and I will reflect from the board. We do appreciate your excitement as well, and sharing this. I think we're making a lot of contacts.

Amanda Jarrett states thank you. Have a good evening.

Chairman Jones states thank you very much. Next, Neil Clark from the Southampton Extension office.

Neil Clark states good evening to the staff, Mr. Johnson and the members of the board, thank you for letting me submit our request here this evening. Steve and I are requesting \$3,000 for the use of a lease for a copy machine in addition to our normal flat budget. This budget we have been submitting for the last, well since I've been here. The reason being is the copy machine we are currently using was procured sometime around 2004. We had a maintenance agreement, but it went expeditiously after a certain amount of time. It just costs more to work on it than it's worth. We had it in time for the county budget. In fact, we just let the maintenance agreement off, and kind of going on a wing and a prayer. Well, we called the copy technician a couple of months ago. As you can see, this is how the copier looks now (he shows an example). He informed me that some of the parts for the copier are no longer available. So, if one of the parts goes it would be on the side of the road so to speak. So, that's my request, and I appreciate it sir. Nothing like Amanda's great presentation. I didn't come up here with a list of things. Hopefully you see in your monthly reports, but thank you from the staff at the office. It's nice to offer our services. We very much appreciate your support over the years.

Commissioner West states and the staff is friendly, too.

Neil Clark states yes and we have had good interaction, and if you ever have a chance to interact with us, please stop by. We are there for you and the citizens.

Chairman Jones states are there any questions? Yes, sir, go ahead.

Commissioner Phillips states, Neil, the request; is that for a lease or is that to buy a machine?

Neil Clark states that's to lease.

Commissioner Phillips states and that would be \$3,000 a year?

Neil Clark states yes. Well, up to \$3,000. If I can find a better deal; if you all can find me a better deal, I'll go lower. With certain specs, I think that would probably be ideal. No more than that obviously.

Commissioner Phillips states okay, thank you.

Chairman Jones states thank you very much.

Neil Clark states thank you.

Chairman Jones states Smart Beginnings.

Lorraine Green-Whitehead states Chairmen Jones, Mr. Johnson and members of the board. I'm Lorraine Green-Whitehead with Smart Beginnings of Western Tidewater. I would like to thank you for the support of our program. It is that support that has allowed Smart Beginnings to provide significant change in the early childhood experiences of at risk children, providing greater possibilities for a brighter future. We provide workshops for local childcare providers on the latest proven research state practices that include the Virginia Early Learning Foundation Block and focus our resources on skill development in areas that PALS Kindergarten data has shown to be areas of weakness. We work with parents of the community to get books and resources in the homes to encourage parents to read to their children for meaningful conversation so that it increases the learning capacity for these critical developmental years. That is our goal to ensure that all children are ready to begin school healthy and ready to learn. We make an assertive effort to increase early literacy useful to families living in poverty. We would like to ask that you continue to support our program as we work together with parents, early childcare providers, the schools, and the community to raise our children out of poverty and into college and career readiness. That's all.

Chairman Jones states anyone have any questions. Alright, well thank you very much. Have a good evening. Geneva Shelter. Southampton County School Board. Fire and Rescue Association, Mr. Gardner.

Carl Gardner states my name is Carl, I'm the president of Fire and Rescue Association. I don't have a lot or a big presentation tonight. But the main thing I do want to stress is again this year, we are requesting the contractual service to help supplement our volunteers. As you know we have been talking about this since 2009, and we're still chipping away at it, but the need is still there greater than ever. We requested the additional four nights. I think they put it in the budget for this year. We've been trying to figure it out the best way amongst ourselves how to make that work; the best for the county. So, anything additional we can get on that we really would appreciate it. But, as always we find the best volunteers in the county. We will be here for the citizens, and we'll offer the best service that we can. So, we appreciate what you've done in the past and anything you can do for the future.

Chairman Jones states alright. Any questions?

Supervisor West states in the collecting in the past, you've had some difficulties, has that been straightened out to your satisfaction? Or, how do you stand?

Carl Gardner states well, it...3 years ago, the funding was very good, and we've seen a decrease in it every year since then. We still...we're feeling confident that we are doing everything that we can do; we found out that Medicaid, Medicare is not paying like they use to pay, and I think you can verify that also. Looking at the numbers that I just got from Lynette, we're in line for what

we were doing last year, maybe a few dollars more. So, I feel like we're either holding on, or we'll going to increase some, but we're still working on ways to make it better. But, it's just not...

Supervisor West states I think Mr. Johnson had alerted us to that and the cutback in federal funds from Medicaid and Medicare...

Carl Gardner states and we're trying to do everything we can to investigate that, and we're still trying to figure out ways to Q and A and get the best bang for our buck.

Supervisor West states to the best of your memory Carl, would you state what services that would provide; paid staff, starting with Ivor, Courtland.....

Carl Gardner states the one additional night?

Supervisor West states right.

Carl Gardner states right now we got 24/7 services in Courtland, which also operates its own cars, the supplements, the volunteers in the whole county. We've got two paid providers at each squad, Monday through Friday from 6:00am to 6:00pm. Then we have Friday night an ALS provider at all three squads for twelve hours. Then an ALS provider at all three squads Saturday morning until Sunday night, Monday morning at 6. And, then volunteers supplement that, or along with his own car. We run a BLS car on weekends to supplement. Or, if we don't get multiple calls, we've been holding our own. I think about a month ago Capron had four calls back to back, and it taxed the system very heavily, but they were able to manage through it.

Supervisor West states well, I want to say thank you, from this Board for your services you provide with the equipment that you maintain. And, I see a frequent emphasis on replacing it and making it better. Even though you're losing volunteers and you have restrictions and qualifications, I know that are so difficult, and that's dropping you some more. But, you're maintaining it with good equipment.

Carl Gardner states and, the volunteers are not going to go away. We still have to have the volunteer staff to do the administrative work for the squad. The paperwork has been real steady, you know, even though the paid providers are the one that gives you the call, you still have to depend on volunteers to maintain the equipment, maintain the building, maintain the paperwork; to do the administrative duties, and that's not going to go away.

Supervisor West states and, I think, we increased it what, Mr. Johnson, 3%?

Michael Johnson states to the General Fund, contribution to the Fire Department and Rescue....

Carl Gardner states whatever you ... That's one less pint of barbeque we got to sale.

Supervisor West states yes. Good. Thank you.

Carl Gardner states give us time to do other things.

Chairman Jones states thank you. Mr. Bob Fry.

Bob Fry states I want to thank you for giving me the opportunity to speak with you tonight.

Supervisor West states you play any golf this year?

Bob Fry states I haven't, personally, I've had a bad back, sir. I had to get a biopsy. My name is Bob Fry from the Western Tidewater Free Clinic and I want to thank you again for hearing me tonight. This year we celebrate ten years of having our doors open. And, in that ten years, we're delighted that you all have been there with us every single year and helping us financially to achieve what we've achieved. You can see the numbers (presented a hand-out) and I won't read those to you, but, I would like to review with you as we go along. It was 2007 that we actually started, it was in a small home on Godwin Boulevard that we operated from, and it didn't take very long at all before we outgrew that, we had to find something else. In 2008, we added some mobile trailers to that small home so that we could try to take on more business. In 2009 we actually moved to the old EEO building off of Godwin, on Meade Parkway, in Suffolk. And it's

been a very good building we thought when we moved in, we'll never outgrow this and we are the point now that to go with more patients, we'll have to expand these walls of that building. In 2010, as you can see on the chart, we continued to climb, well we added two dental chairs to our clinic and started helping people with dental care. In 2011 we added an on-site pharmacy, where we were able to help our patients receive their prescription at no cost. And then, we had some problems there, in 2013, with our medical staff; our doctor resigned and went with another physician, another location with her husband. And, we endured without a lead physician for a little bit. We didn't have one, as you can see, we started to pick back up again. In 2015 and this year, we have set some things that are really going to help us succeed in the future. And, one of those is electronic medical records. We now have a base to build on now. We also have an ophthalmologist, so not just dental care, now we can help patients with eye care. The dental services, we're expanded to be able to have more patients; we actually have a full time dentist for a while. The Western Tidewater Community Service Board, and I know you also support them, they partner with us for psychiatric services. So, we are able to help our patients, not just with medical issues, diabetes and overweight and all that, but also dental and eye care and now psychiatric care. And you can see our number of patients, it's phenomenal when I stop and think about where we've come from in ten short years, there are some things though I want you to understand, we've seen the request of Mr. Johnson, and how much...and I won't review all that today; but, its sizably lower than what you normally give us a year. And, I just want you to understand where that number comes from, regardless of what it is you give, I just want you to understand why the number is what it is. We target 20% of our office expense to come from our local municipalities and then we shape that out and say, for example, Southampton has 12.6% of our patients that come from this area, that's 176 people, in the past year. So, from that we take 12.6% of that 20% and that develops a number that we would like for you all to help us meet. If you can't meet that, then we would have to get those resources from other places. That's considerably more than what you've done in the past, I know that it would be virtually impossible to go to that number this year; but any step that you can make would be very helpful. As we celebrate ten years this year, I am absolutely delighted that you all have been with us every one of those years. And, we thank you...I hope that the deciding factor is we're helping meet the citizens of Southampton County needs in a way that nobody else is. Anyone have any questions.

Chairman Jones states any questions, for Mr. Fry? Thank you very much. Appreciate you being there for us. Alright, gentlemen, anything else? Any of the board members, anything else? Mr. Johnson, we have anything else?

Michael Johnson states that's all the presentations that are planned Mr. Chairman.

Chairman Jones states anything else?

Supervisor West states not as far as I'm concerned.

Supervisor Porter states does anybody have a million dollars please.

Chairman Jones states I thought you were going to do that.

Supervisor Porter states no it has come down.

Chairman Jones states I thought maybe they went up a little.

Supervisor Porter states no, mine has come down.

Chairman Jones states alright, if there's nothing else, meeting adjourned.

There being no further business, the meeting adjourned at 6:53p.m.

Dallas O. Jones, Chairman

Michael W. Johnson, Clerk