



TAKE THE RURAL ROUTE TO SUCCESS

A vital component of any economic development program is business retention and expansion (BR&E). The primary purpose of a BR&E is to develop and implement strategies that proactively engage existing businesses to gain a better understanding of the business environment, identify opportunities to help business grow/expand, assist businesses in overcoming difficulties and challenges, provide general assistance, track trends, and make sure the County remains a viable place to do business.

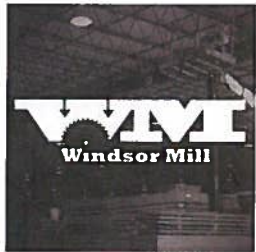
Our economic development strategy and efforts center on building solid relationships and collaborations. It is the Economic Development staff's desire to demonstrate to existing firms that the community appreciates their contribution to the Surry economy. On Wednesday, February 13, 2019 Staff conducted four (4) local visits with Virginia Gateway Region (VGR) economic development staff, Keith Boswell, President & CEO and Mario Camardella, Business Development Director. The VGR team has over 20 years of experience in the Economic Development arena. From these meetings, we were able to learn more about the business, their challenges, and the employees who help make them successful.



**Site 1 - Edwards Ham** – Owner, Sam Edwards, III - Mr. Edwards provided background/history on the Edwards Ham, status update with legal case, discussed potential plans for plant construction (shared site plans & costs) and desire to rebuild and locate in the County's Business Park. This is the second business site visit with VGR and Virginia Economic Development

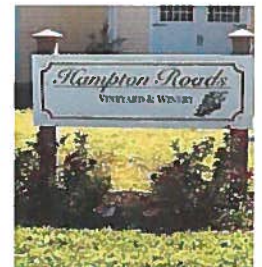
Partnership (VEDP) staff. Staff enjoyed the local flavor of Edwards Ham Shoppe for lunch.

**Site 2 – Windsor Mills** – Mary Ellen Shaw, Human Resources Manager and Don McCann, Plant Manager - Staff learned



about business challenges, products details, and a tour of the plant floor provided intimate details about plant operations and “end product” development. The subject matter of import/export came up which led to introductions by VGR to Windsor One regarding Foreign Trade Zone Incentives and Tax Credits. VGR follow up included an Economic Development contact with the Port of Virginia and information to Windsor One about Virginia's Recycling Tax Credits.

**Site 3 – Hampton Roads Winery** – David & Diane Sheldon, Owners - Site visit with VGR and VEDP staff provided an opportunity for County and VGR staff to engage in dialogue about state incentives/marketing opportunities, exporting possibilities for the Winery and their expansion idea for brewery operations. From that meeting, VGR will reconnect the Winery with the International Trade Team with VEDP and the Metro Richmond Export Initiative (MREI). Previous BRE visit with the Winery connected the Winery with Shoe Crazy Winery of Richmond, Virginia as a resource that has experience with the MREI program and other international trade programs.



**Site 4 – Rivertime Seafood** - All there is to know about oysters operations was gained at this informative meeting. Owner Everett Howell provided the team with a brief history of the business, an overview of the current operations and desire to make the Oyster operations component the primary focus of Rivertime Seafood Market & Deli. This was the 2<sup>nd</sup> site visit by state economic development representatives.

Rivertime Seafood Market & Deli

Sandy Wanner, Interim County Administrator was present at the first two sites. Discussions before the site visits with Mr. Wanner focused on workforce challenges, tourism linkage to Economic Development, industrial site development, rural broadband, regional economic development efforts in Hampton Roads, and retail development.

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# AGENDA

## Virginia Gateway Region – Economic Development Site Visit

2/13/19

10:45 – 3:30 PM

Mario

**Attendees:** Mario Camardella, Ajay Sujanani, Sandy Wanner, Melissa Rollins, David Harrison, (Keith Boswell, (Maybe))

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<b>10:45 – 11:10 AM</b>	Brief Discussion (Site assessment, retail development, comp plan, workforce concerns, tourism linkage to Economic Development, Rural Broadband, Regional ED efforts at HREDA, required staff assistance with ED initiatives)	Location
<b>11:15 – 11:45 AM</b>	Site Visit – Edwards Ham (Sam Edwards, III)	On Site
<b>11:50 – 12:30 PM</b>	Site Visit – Windsor One (Mary Ellen Shaw)	On Site
<b>12:45 – 1:30 PM</b>	Bag Lunch from Ham Shop Site Visit – Hampton Roads Winery – (David Sheldon)	On Site
<b>1:55 – 2:15 PM</b>	Site Visit – Old LP Jackson (ODEC site) – (Darrell Rickmond – Dendron Waterline Project – Potential Impact on ED	TBDI
<b>2:30 – 2:45 PM</b>	Town of Surry – Spot Tour	Town Area
<b>2:45 – 3:00 PM</b>	Tentative Site Visit – Old Surry Drug Store (New Business Venture)	On Site
<b>3:00 – 3:20 PM</b>	Site Visit – Rivertime Seafood (Everett Howell) – Oyster Harvesting Operation	On Site

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