

VISION

HURT & PROFFITT, INC.



September/October 2017

Susan Adams: Building Momentum in Appomattox County

By Su Clauson-Wicker

In 2.5 years as Appomattox County Administrator, Susan Adams has been involved in a whirlwind of activity – literally. Besides building partnerships, courting new businesses, and performing her primary responsibilities overseeing county government, Adams dealt with a tornado in February 2016. With help from volunteer groups, Community Development Block Grant funds, and faith-based organizations, nearly 50 tornado-damaged structures have been restored.

“Almost everyone has returned to their homes,” Adams says. “The renovation and rebuilding projects should be 100 percent completed late next summer.” The pace hasn’t eased. Months after Adams arrived, state police began investigating the failed factory project of a Chinese company that purchased Appomattox’s former Thomasville furniture plant. Happily, the county and town are now working with a Moneta developer who bought the foreclosed property with plans for retail, apartments, assisted care, and medical facilities.

“Mixed-use sites like this have benefitted economic development in other localities,” Adams says. Adams, who came to Appomattox after seven years as deputy county administrator in Charlotte County, has been working 12-14 hour days. (“I love this work,” she says.) She’s conferred with a medical/behavior health facility about opening a practice in Appomattox County, where existing services are stretched. The County is working with Hurt & Proffitt on expanding infrastructure at the Appomattox County Business Park, and a California-based firm seeks to establish a solar farm nearby. Adams and her team are in serious discussions with a company eager to create a global automotive testing facility. “Momentum has been building,” Adams says. “We’re going forward fast.”

Adams is actively involved in a community project being developed on county-owned property in the town, Courtland Festival Park. In 2016, the county approved a request from a former New York City theatre group to build a unique outdoor amphitheater on private wooded property. Wolfbane Productions brings in Broadway actors to join a local cast for “unconventionally engaging” drama that packs the site. Local government leaders are advancing plans for walking trails connecting Appomattox Courthouse National Historical Park with the town; a town-submitted VDOT Smart Scale application was just awarded \$11 million and a county, town, and historical park partnership won a federal Lands Access Program VDOT for walking/biking trails along Route 24.

“We have a lot to offer in the national historical park, American Civil War Museum, local museums, theatre, Appomattox River, Holliday Lake State Park, Youth Sports Complex, antique shops, restaurants, and festivals,” Adams says. In her downtime, Adams enjoys the things that bring people to Appomattox County – antiques, dining out, boating, fishing, family outings with her grandchildren, and Wolfbane Productions.

“I attended Wolfbane’s Romeo & Juliet five nights, enjoying a different aspect each time,” she says. “Imagine sitting under the stars at the national park, watching Broadway talent perform a brilliant rendering of Shakespeare’s ‘Romeo & Juliet’ intertwined with the history of the war that occurred on those grounds.”



Nicole Kmetz: H&P Environmental Scientist



Nicole Kmetz is not your typical young woman; if a “typical” woman even exists these days. It may be better to say that she’s not stereotypical, and she’s not afraid of getting her hands dirty. Hailing from Southern Maryland on the Western Shore of the Chesapeake Bay, her passions lie in the Great Outdoors.

Growing up she enjoyed kayaking, softball, target shooting, rugby, and the Bay. In fact, she had her heart set on becoming a marine biologist, until she was sixteen and took a scuba diving class and realized that she was afraid of open water. Unwilling to let go of her love for the outdoors, Nicole shifted her focus to environmental science. She wanted a profession that allowed her to spend time outside, lead an active lifestyle, and help protect the environment. Environmental Scientist at H&P was the perfect fit for her.



She also adores animals; specifically dogs and horses. Her passion for horses began when she was five years old and began taking riding lessons. When she was ten she began working at the barn, where her job was to clean out stalls and feed and groom the horses. By the time she was in middle school, she was competing in hunter seat equitation, which tests a rider’s position and seat.

After high school, Nicole enrolled at Bridgewater College to pursue her degree in environmental science and to continue competitive riding, a sport that she still practices today.

Recently, Nicole and her horse, Savannah won year-end champion in two different horse show organizations, and “Horse of the Year” and “Rider of the Year”. They compete in a discipline called “Three Day Eventing” which consists of three phases: dressage, to demonstrate control and movement of the horse; cross country, which is a timed gallop over fences, ditches, hedges, and water; and show jumping, which is held in an arena. The lowest penalty score at the end of all three phases wins.

This past summer she has helped exercise the Virginia Tech school horses, and has previously trained with international riders. Her goal is to one day win at the American Eventing Championships which is a National level event.

Horses, though at the top of the list, aren’t Nicole’s only passion. She also loves music, plays the violin, viola, stand-up bass, guitar, bass guitar, piano, and the



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harp. Yes, that's seven instruments. And she also sings.

This summer, Nicole enrolled her dog River in dock diving, a working dog sport where the canines compete for the longest jump off of the dock.

She's also learning woodworking. She and her boyfriend David, personally renovated the majority of their home themselves from painting the interior to building cabinets and laying new flooring.

When Nicole is not working for H&P, or competing with her animals, you'll most likely find her enjoying the outdoors with David and their fur family.



H&P Offers Economic Development Services

It's been about a year since Hurt & Proffitt added Sharon Carney, an economic development consultant to their diverse team of professionals. Sharon's broad knowledge, acquired during her nearly 50 year career, includes financing options, community revitalization and the development of master planning, which brings forth a wealth of information to our clients for their investment projects.

Through a comprehensive approach, and team effort for each client's needs, H&P can provide the best possible services available to help our clients to succeed. Every municipality and economic development organization constantly faces unique challenges and opportunities as they seek to harness their full potential. Each project and each community faces very different obstacles, thus the solution to their difficulties are unique to their particular needs. It is the goal of H&P to provide creative and holistic solutions for each client's economic development endeavor.

H&P will now be able to provide our clients with creative, flexible recommendations that leverage their assets and opportunities to increase their likelihood of economic growth and prosperity. This inclusive approach, especially for small, rural communities, will provide access to essential regional, state, and federal agencies and financing resources. As a result, these smaller municipalities will have an opportunity to revitalize their communities and enrich the health and wealth of their citizens.



Our services for economic development include:

PLANNING AND ANALYSIS

- Strategic/Master Planning
- Target Identification
- Workforce Analysis
- Organizational Assessment and Alignment
- Incentive Policy Development
- Sustainable Strategies
- Cluster Analysis
- Impact Analysis & Evaluation

PUBLIC RELATIONS

- Communications Counsel
- Special Events
- Networking
- Message Development
- Policy Recommendations
- Stakeholder Facilitation

GRANT WRITING

- CDBG
- DEQ
- DHCD
- SERCAP
- Tobacco Commission
- USDA-RD • VBRSP
- VDH • VDOT - Economic Access Funds
- VDOT - Revenue Sharing

For more information about how H&P can assist you with your economic development and grant writing needs, contact Sharon Carney at scarney@handp.com

Industrial Hygiene Services

By Nicole Kmetz

Hurt & Proffitt provides inspection, abatement design and monitoring, and management planning for industrial, commercial, and residential clients throughout Virginia.

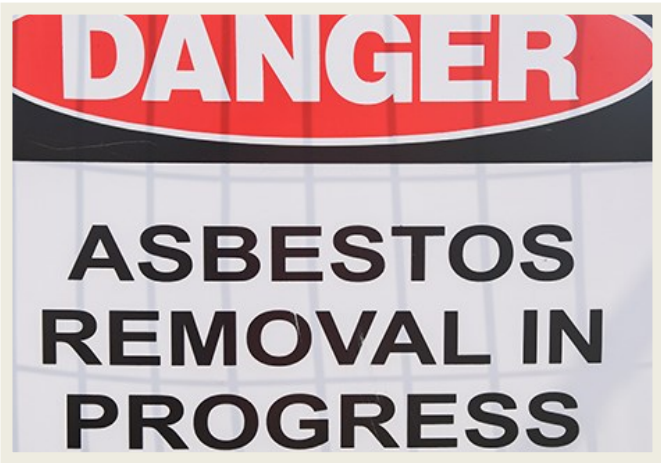
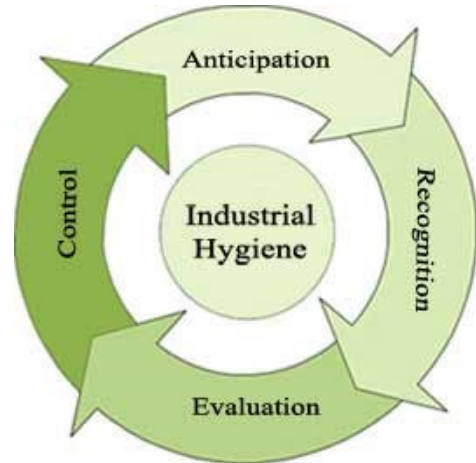
H&P has two leading experts on staff to guide clients through the inspection, remediation, and demolition process for buildings containing asbestos. Chris Nixon, Director of Environmental Services, and Greg Whitt, Industrial Hygiene Manager, have 45 years combined experience in asbestos work.

H&P also has American Industrial Hygiene Association (AIHA) accreditation and licensure by the State of Virginia for the in-house Polarizing Light Microscope laboratory housed in our Lynchburg office. Chris Nixon is a renowned instructor for asbestos related training including presenting on the topic at the Virginia Brownfield Conference.

Asbestos is a naturally occurring mineral that is used in building materials such as insulating boards, flooring, and ceilings for its fire resistant properties. Although it is a known carcinogen linked to diseases such as mesothelioma and lung cancer, asbestos containing materials continue to be produced and used in modern construction processes.

The Environmental Protection Agency (EPA) National Emission Standards for Hazardous Air Pollutants (NESHAP) requires that you perform a survey to determine the presence of asbestos in your building before doing a renovation or demolition. Under Virginia regulations, a notification to the Virginia Department of Labor and Industry is required for any asbestos abatement project greater than ten linear or ten square feet. Notifications are also required for essentially all demolition projects, regardless of whether asbestos containing materials are not present in the structure.

For more information on these services please contact Chris Nixon at cnixon@handp.com.



Upcoming Conferences

September 12-14 | WaterJAM

H&P will be attending WaterJAM again this year . The conference will be held at the Hampton Roads Convention Center. There will be technical sessions, workshops and networking opportunities. You won't want to miss a minute.



September 12-14 | VDOT LOCAL PROGRAMS WORKSHOP

H&P is sponsoring and will exhibit at this workshop which will focus on providing an overview of local programs and provide training for program management and project development. Join us at the Founders Inn in Virginia Beach.



October 1-3 | VML

We hope to see you at VML this year in Williamsburg, VA. Network with hundreds of colleagues from around Virginia while learning about the latest issues facing local governments, and don't forget to stop by our booth.



October 11-13 | VEDA

Join H&P, VEDA members and guests for the 2017 Fall Conference to "live the life" that is Virginia Beach, October 11-13, 2017. The Fall Conference will expand upon VEDA's framework for 2017, *Partnering for Progress* value proposition by highlighting the importance of *Gaining a Competitive Advantage through Collaboration*.



October 18-20 | Rural Planning Caucus

H&P is happy to be attending and sponsoring the Rural Planning Caucus of Virginia, which will be held from October 18 - 20, 2017 at the historic Berry Hill Resort & Conference Center in South Boston, Virginia.



October 24-27 | Governors Transportation Conference

H&P is excited to attend the 2017 Governors Transportation Conference at the Omni Homestead Resort from October 24-27. We hope to see you there.

