# REPORT OF THE VIRGINIA RECREATIONAL FACILITIES AUTHORITY

# Virginia's Explore Park Status Report

TO THE GOVERNOR AND THE GENERAL ASSEMBLY OF VIRGINIA



# **HOUSE DOCUMENT NO. 13**

COMMONWEALTH OF VIRGINIA RICHMOND 2011



# VIRGINIA'S EXPLORE PARK STATUS REPORT TO

# THE GOVERNOR & GENERAL ASSEMBLY COMMONWEALTH OF VIRGINIA

**DECEMBER 2011** 

Respectfully submitted by: Virginia Recreational Facilities Authority Kelvin C. Bratton, Chairman December 1, 2011

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#### **EXECUTIVE SUMMARY**

The Virginia Recreational Facilities Authority ("VRFA"), a political subdivision of the Commonwealth of Virginia created by the Virginia General Assembly in 1986, is responsible for the operation of Virginia's Explore Park, an 1,100-acre facility in Roanoke and Bedford counties – 700 acres in Roanoke County and 400 in Bedford County – adjacent to the Blue Ridge Parkway and bisected by the Roanoke River. Virginia's Explore Park operated as an outdoor living history museum and recreation park from 1994 to 2007, when it was closed in anticipation of a lease agreement with a developer. The current economic climate precluded execution of this agreement and the VRFA created an alternate plan in December 2010 for the future of Virginia's Explore Park.

This document is a status report on the implementation of that plan and is respectfully submitted to the Governor and the Virginia General Assembly in accordance with SB800 of the 2011 General assembly Session.

The Virginia Recreational Facilities Authority continues to be motivated to make Explore Park a success and accepts the challenge to move it forward to serve the needs of citizens and the visiting public.

In the present economic environment, we do not believe that an exclusively private or public sector management model is feasible or realistic if the Park is to be operated for expanded public recreational purposes. The public and private investments made in the Park, and the assets conserved in the Park, will be best managed by those closest to the Park itself. We believe the Commonwealth of Virginia should be a partner in this project; no one assumes, however, that the Commonwealth is ready to step in and fund development and operation of a full-service Park.

The new vision for Explore Park is to be a leader in providing outdoor recreation opportunities, stewardship of this region's heritage, and advocacy for environmental conservation for the enjoyment, education, and inspiration of present and future generations. Virginia's Explore Park will be the region's first choice for unique and memorable meeting and social event facilities, lodging, premier recreation venues and events, and inspiring educational programs.

The VRFA has started the process of gradually phasing in programs and services based on a sound business model approach, the success of each phase, and available resources and opportunities. By capitalizing on specialized programming and unique outdoor recreational opportunities, the VRFA will position the Park to maximize its natural setting.

The VRFA is poised and ready to reinvent Virginia's Explore Park by creating a new way of doing business, focusing on the assets already created and expanding private business opportunities to develop new amenities, programs, and services. The goal is to create business opportunities for individuals, developers, and businesses to utilize existing facilities or develop new venues while generating lease or percentage fee revenue to operate the Park. The VRFA will chart the future of Explore Park by determining what public-private partnerships we engage in the future.

The Park that is developed will protect the natural and historical assets of the site while remaining a positive investment opportunity for the private sector. The private sector's investments in the Park must fit within an overall Park master plan that ensures a high-quality visitor experience that is authentic to the region and the Blue Ridge Parkway.

The VRFA will use the leasing process, Requests for Proposals, and the PPEA process to seek out concessionaires, developers, and outfitters who will pay a lease and/or a percentage of gross revenue for the venues and opportunities created.

The Virginia Recreational Facilities Authority respectfully requests that the Commonwealth of Virginia endorse, encourage, and support our dedication, motivation, and passion for continuing to operate and make Virginia's Explore Park a success for our citizens and tourists and an economic driver for western Virginia and the Commonwealth.

Virginia's Explore Park is a true asset of the Commonwealth of Virginia that should be afforded a degree of protection by the government that breathed life into it almost 24 years ago. The Park's stakeholders also need to have an active role in its management. For these reasons, the Virginia Recreational Facilities Authority asks the Commonwealth's consideration of the following (listed in more detail on page 17):

- 1. Recognize that the Virginia Recreational Facilities Authority has operated and continues to operate Virginia's Explore Park in accordance with the Code of Virginia, to the extent that no further legislative extensions of the "reversion" clause of § 10.1-1618 should be necessary.
- 2. Give Roanoke County, Explore Park's largest local government investor, voting representation on the Virginia Recreational Facilities Authority Board of Directors based on its financial participation and in-kind support.
- 3. Move Virginia's Explore Park from the non-state agency status to a line item in the Department of Conservation and Recreation's budget to remove Explore Park from the instability of non-state agency status.
- 4. Consider investing in capital development venues and revenue-producing programs at Virginia's Explore Park.
- 5. Allow Virginia departments to assist in creating and soliciting proposals for development of public/private projects and provide technical assistance for project development.

The Virginia Recreational Facilities Authority has made progress on the implementation of the Explore Park management plan and will continue to operate Virginia's Explore Park in accordance with Chapter 16 §10.1-1600 of the Code of Virginia.

#### **CURRENT PROGRAMS & SERVICES**

Since its inception, the Boards of Directors and staff of Virginia's Explore Park have worked tirelessly to fulfill its mission, as set forth in the Code of Virginia. Even after a number of sites were shuttered at the end of 2007 in anticipation of the Virginia Living Histories lease option, Explore Park has continued to offer a number of recreational and learning opportunities on its sites through partnerships, volunteers, a contractual manager, and Board efforts. Here are the programs and opportunities currently offered at Explore Park:

**Mountain Bike Trails:** The Park is fortunate to have a group of professionals volunteer to maintain and host events on the nine miles of IMBA-sanctioned Mountain Bike trails. The agreement with Mountain Junkies LLC has been in place for the last three years and the Park has cultivated a wonderful relationship with bike enthusiasts throughout the region. The Park's trails are ranked #2 on the Blue Ridge Parkway after Dupont State Park in NC.

**American Forester's Trail:** This <sup>3</sup>/<sub>4</sub>-mile trail interprets the forests of our region and is a welcome break from driving for busy travelers on the Blue Ridge Parkway.

**Rutrough Point:** Rutrough Point remains a popular access point to the Roanoke River and Back Creek for fishing, kayaking, or canoeing and to walk on the one-mile river walk trail along the Roanoke River.

**Special Events:** The Park continues to provide an ideal venue for events such as trail runs, adventure races, fund raising activities, business meetings, and social events. The recent GearJunkies.com Treasure Hunt had 300 participants competing for over \$40,000 in prizes. Two annual trail runs – Explore Your Limits 5k & 10K and the Anthem Into the Darkness 5k & 10k – average over 200 runners in each event, which generates funding for Explore Park to maintain the trail system at the Park.

**Explore Park Film Center:** The Film Center has been involved in more than 16 productions since 2000, working with films distributed by Lionsgate Films, Stormcatcher Productions, the Sci-Fi Channel, the History Channel, A & E, PBS, and Outdoor Living Network. The Park recently worked with the Virginia Film Office to become the base site for a feature length motion picture produced by Virginia-based Film Company, Advent Film Group, LLC and AYNA, LLC. This project,

spanning several months, utilized local businesses and hired many local residents. In the location scout's own words, "Explore Park is a natural back lot for film, advertising, and print media."

**Tourist Services:** The Blue Ridge Parkway is the most-visited attraction in Virginia as well as the most-visited unit of the National Park Service in the country, surpassing the combined visitation of Yosemite, Grand Canyon, and Yellowstone. Along its 469-mile scenic route through Virginia and North Carolina, travelers are looking for appropriate visitor services, travel information, and restrooms. Virginia's Explore Park provides all three at the Blue Ridge Parkway Visitor Center. A cooperative project between the National Park Service, the County of Roanoke, and Virginia's Explore Park, the Visitor Center provides visitors with travel information and amenities, two exhibit galleries, an audio-visual presentation of the Blue Ridge Parkway, and the Visitor Center's gift shop. In the 2009-2010 six month operating season 14,000 visitors enjoyed the services of the Visitor Center.

**Security**: In addition to the trail volunteers, Explore Park has a loyal group of *volunteers* who provide daily inspections of the Park and its facilities for security and minor maintenance.

#### **NEW PROGRAMS IN 2011-2013**

- 12,945 tourists have visited the Blue Ridge Parkway Visitor Center during the season of May through November 5 for information, to enjoy the exhibits, and to pick up a few souvenirs at the Trading Company Gift Shop.
- The Arthur Taubman Welcome Center was leased to and operated by the June Bug Center, a non-profit organization for theater arts. The June Bug Center provided high quality summer camps and music and theater programs for 1358 youth and adults. They also hosted a conference social with 200 attendees for a Murder Mystery Night.
- Local Boy Scout troops have created a camping area to serve local troops with 110 scouts and leaders already enjoying 3 camp-outs this summer. The VRFA is currently working with the Boy Scout District to develop a Memorandum of Understanding for the creation of a partnership that will allow more use of the Park by Boy Scouts in the district and provide in-kind support for the development and maintenance of Explore Park.
- Explore Park is the beneficiary of one Eagle Scout Project to expand our picnic area with new picnic tables and trash receptacles and is currently negotiating with two Life Scouts to create Eagle Projects for the Park
- The Explore Your Limits Trail Race in March had 430 runners for the 5k & 10k trail race with an additional 200 spectators and volunteers for a total attendance of over 600 people. The upcoming Into the Darkness Trail Race on

October 22, 2011 is expected to exceed 400 runners. Plans are being prepared for the Explore Your Limits Trail Race in March 2012.

- The Park was the main back-lot for the filming of the feature-length motion picture, Alone Yet Not Alone. Their use of the Park continued into June 2011.
  - The Park was visited by a location scout for another feature-length motion picture; however, it was not selected.
  - Explore Park may be one of two sites to host the tentatively scheduled Roanoke Film Festival in March 2013.
- 50 bicyclists on the Adventure Cycling Tour of the Blue Ridge Parkway camped overnight at Explore on the last leg of their adventure to cycle the entire 469 miles of the Parkway.
- Hollins University held a teacher professional development institute day of training in history and science at Explore Park for 30 third through fifth grade teachers. Through this partnership, the VRFA expects to host more educational opportunities.
- Volunteers remain actively involved at the Park, providing daily security inspections, trail maintenance, and park improvements.
- 9 miles of IMBA-sanctioned mountain bike trails, the 1 mile Forester's hiking trail, 1 mile of Roanoke River walk trail, and Rutrough Point for fishing and boating are open for outdoor enthusiasts to enjoy. While it is difficult to determine the number of users, it is also safe to say that hundreds of people are enjoying these venues.
- The VRFA and the Roanoke Symphony Orchestra are tentatively scheduled to present the "All American Flag Day Concert" on the lawn of the Historic Brugh Tavern to commemorate the 235<sup>th</sup> anniversary of Congress establishing the stars and stripes as the American Flag on June 14<sup>th</sup>, 1777. The goal of the event is to provide the community the opportunity to celebrate America with beautiful patriotic music provided by a 40 piece orchestra of the Roanoke Symphony and to reintroduce the public to Explore Park. The VRFA is currently seeking sponsorships to underwrite the cost of the event to keep prices low for the general public.
- The Curtis Turner Museum and the VRFA are tentatively scheduled to present the Curtis Turner Moonshine Tour on May 19, 2012, commemorating the contributions Curtis Turner made to NASCAR. This event will feature a rolling car show traveling from Floyd County on the Blue Ridge Parkway to Explore Park, Curtis Turner biography exhibits, music, food, and NASCAR exhibits.

#### ON THE HORIZON

There are quite a few things we can do well without a huge outlay of capital while we prepare to meet greater opportunities in the long run. The goal is to operate on a business model as a self-sustaining organization that creates private sector business opportunities through creative public-private partnerships.

The new vision for Explore Park is to be a leader in providing outdoor recreation opportunities, stewardship of our region's heritage, and advocacy for environmental conservation for the enjoyment, education, and inspiration of present and future generations. Virginia's Explore Park will be the region's first choice for unique and memorable meeting and social event facilities, lodging, premier recreation venues and events, and inspiring educational programs. Our objectives are to:

- *i.* provide a high-quality recreational attraction in the western part of the Commonwealth;
- ii. expand the historical knowledge of adults and children;
- iii. promote tourism and economic development in the Commonwealth;
- iv. set aside and conserve scenic and natural areas along the Roanoke River and preserve open-space lands;
- v. enhance and expand research and educational programs;
- vi. operate as a self-sustaining organization; and
- vii. create private sector business opportunities.

## **Plan Implementation**

The VRFA has gradually phased in the following programs and services based on a sound business model approach, the success of each phase, and available resources and opportunities. The VRFA Board of Directors has been assigned to committees including members of the Advisory Committee to develop plans for moving forward. The Committees are:

Governance Buildings and Grounds Business Development Friends of Explore Park

Advertising and Marketing Finance

Each committee is developing action plans for implementation of short-term and long-range plans for the development and operation of the Park. Their efforts are detailed in the projects listed below:

#### **Short Term Plans**

**Rental & Lease Program:** In 2011, the VRFA reopened the Taubman Welcome Center as a rental facility which provided a local artisan's emporium, youth summer theater camps and a music series, and theater series for the public. It also hosted a conference social featuring a Murder Mystery, live band, and dining.

An additional 10 acres were placed into agricultural lease program.

A complete assessment of the facilities, development of an operating budget, and a fee schedule are currently underway to determine a time-line for reopening facilities in the hospitality plaza for public use.

**Special Events & Programs:** With limited staff, the VRFA will continue to work with partners to produce and market programs and events and will recover costs through rental or user fees.

**Film Center:** The Film Center has been involved in more than 16 productions since 2000, working with film makers with distribution by Lionsgate Films, Stormcatcher Productions, the Sci-Fi Channel, the History Channel, A & E, PBS, and Outdoor Living Network. The "Alone Yet Not Alone" feature film production in 2010 generated \$20,000 in direct revenue and approximately \$70,000 in improvements to the Park for a three-month feature motion picture production. Alone Yet Not Alone, LLC produced a professional HD video for Explore Park to promote its locations for print, advertising, and film productions.

The VRFA will continue to work closely with the Virginia Film Office and associated film production organizations to promote the use of Explore Park's historic structures, modern structures, and natural areas for the production of films, advertising, and print media.

**Historic Area Tours**: The VRFA is currently evaluating the condition of facilities to develop a budget to reopen and operate the historic areas of the Park.

The Historic Areas are our signature opportunity and provide a great deal of exposure to the Park. The VRFA needs to reopen these areas to not only meet its obligation to the enabling legislation, but also its obligation to the community – providing them with a chance to experience the heritage and history of our region in the 17<sup>th</sup>, 18<sup>th</sup>, and 19<sup>th</sup> centuries.

In the past the Historic Areas created the greatest challenge due to its expense. It's an expansive area containing a number of historic structures, little infrastructure, and requiring extensive staffing. The Historic Areas will be reopened without paid interpretive staff by utilizing either guided or self-guided tours with the use of modern cellular technology, audio/visual interpretation, and/or kiosks. A nominal user fee will be charged. Costumed interpreters and volunteers will be utilized for special events only.

**Park Pass Program:** In many areas of Explore Park, the VRFA will have to consider the viability of "pay to play" access while insuring that fees are not cost prohibitive. Mountain biking, hiking, fishing, and river access for canoeing can be provided as free public access or perhaps a nominal fee. A parking pass or annual pass may be introduced to generate revenue to maintain and improve the facilities.

Plans for improvement to the Rutrough Point access to the Roanoke River are underway with the completion of master plan for development of a parking lot, kiosk, a canoe-slide, and a pipe-vault to collect a nominal parking fee for the use of the area. AEP has approved the permit for the canoe-slide and the JPA application is currently being completed for submission. A local contractor will donate services to grade the parking lot and the kiosk project is being presented to Scouts for possible adoption as an Eagle Project.

The VRFA will consider installation of a kiosk and pipe-vault at the mountain bike trail system to collect a small fee for use of the bike trails.

**Friends of the Park Annual Memberships:** Re-implement the annual membership program for friends of the Park. Plans are currently being reviewed for re-establishing a 501(c) 3 organization for fund-raising.

**Marketing and Advertising:** A marketing and advertising plan has been completed and will be presented to the Board to develop a campaign to raise public awareness of the Park's status, direction, and current services and programs.

Plans have been presented to the Board for re-establishing a website and developing a social media campaign to keep the public informed and engaged in the project.

**Business Development:** The committee is currently negotiating a communication towers lease for two sites within the undeveloped areas of the Park and in discussions with an outdoor adventure service provider for development of lease for an adventure venue.

Additional request for proposals will be developed over the next year for lodging, food services, outfitter services, and recreation venues.

**Finance:** The Finance Committee is monitoring cash flow, expenditures, and the cash balance. They are also actively seeking sponsorships for programs.

**Governance:** The Governance Committee is monitoring the status of Board appointments and bylaws compliance. Vacancies on the Board present challenges to the Board's achieving objectives.

**Roanoke Valley Greenway:** A free-use public greenway at Explore Park will need to be routed so that the fee-for-use areas will not be impacted and security of the Park is maintained.

The Board is in discussions with the Roanoke Valley Greenway Commission, Roanoke County Parks, Recreation, & Tourism, and adjacent land owners for the extension of the eastern greenway system to and through Explore Park property.

**Forest Stewardship Program:** The United States Forest Service says that actively managed forests provide timber, fire protection, wildlife habitat, watershed protection, recreational opportunities, and many other benefits for landowners and society. Through active management of Explore Park's forest the benefit will be the possibility of additional annual income through timber sales of carefully selected trees, creating an environmental demonstration program, and creating a safer environment for Park visitors.

The VRFA will work with the Virginia Department of Forestry or an industry forester to develop an environmentally sensitive forest stewardship plan to meet the specific needs of Explore Park and its mission to protect the environment, which will improve the forest and provide a safe experience for visitors and a more attractive environment for quality programs and services. This also presents the opportunity to create educational and demonstration programs in best management practices for forest stewardship. Workshops and classes have the potential to generate more revenue than the sale of timber through this program.

**Surplus Land Management Program:** The original land acquisition goal for Explore Park was to amass 2,000 acres for site development. Between 1986 and 1996, approximately 1,300 acres were acquired; today the Park has 1,100 acres. There has been no land management program in place to evaluate the viability of all of the VRFA's land holdings. It has been recommended that the VRFA create a land management program modeled after the Commonwealth of Virginia's

land management program that sets criteria for the surplus of land that does not support the mission or meet the current and future needs of the Park. No assets will be sold if needed to meet the mission of the Park. This revenue would be designated for capital maintenance and development.

**Communication Tower Leases:** Communication towers are a viable opportunity for generating revenue, and it has been confirmed that Bedford Country and sections of Roanoke County could use the towers for improved data communications, including cell phone and Internet services. Explore Park is located in a dead-zone for many cellular carriers and will need improved communication services to implement new technologies for visitor services and interpretation.

The Board is currently negotiating for the lease of land for the placement of two communication towers.

**Grants, donations, in-kind support, & volunteers:** The VRFA will continue to pursue opportunities for grants, donations, volunteers, and in-kind support to enhance programs and services and the financial bottom line. The Park's budget will be based on income and expenditures without inclusion of short-term funding rather than assumptions that these opportunities are available on an ongoing basis.

**Roanoke County Support:** Roanoke County currently serves as the Fiscal Agent for the VRFA, provides in-kind support services, and funding for the operation of the Blue Ridge Parkway Visitor Center located at Explore Park.

**Virginia Living Histories Plans Review:** In accordance with the lease option with VLH, if the project did not move forward, VLH would make all of the studies available to the VRFA. These studies are currently being provided to the VRFA and will be reviewed for applicability to the future development of Explore Park.

## **Long Range Plans**

The following opportunities will be developed by creating private enterprise opportunities for individuals, businesses, organizations, and public-private partnerships. The VRFA will utilize leasing, Requests for Proposals, and the PPEA to seek out concessionaires, developers, and outfitters who will pay a lease and/or a percentage of revenue for the venues and opportunities created.

**Bicycle Skills and Ride Center:** a bike center has been targeted as a catalyst for generating critical mass at the Park by promoting of the International Mountain Bicycling Association trails already located at Explore Park.

It should be noted that The Blue Ridge Parkway is interested in working with the VRFA to tie in the proposed Blue Ridge Parkway mountain bike trail system along the Roanoke River Parkway with the existing mountain bike trails and proposed bike center at Explore Park. Explore Park's Bike Trails will become part of a network of biking trails along the Blue Ridge Parkway.

**Adventure Park for Kids:** The model for this facility exists in a well-known amusement park and will be a "fee-for-use" facility. It consists of:

- 2 Acres of Mountain Side Terrain
- 100 Challenging Rope Features
- Swinging Beams, Suspension Bridges, Flying Islands, and Tire Traverse

Children's programming is essential to the future of the Park. Staff had secured funding for a historically themed playground, but the pending VLH project delayed development of the playground. In addition to being fun, this would be a great opportunity to promote health and wellness to our children.

**Overnight Accommodations:** The types of recreational venues, programs, and events proposed lend themselves to overnight stays. With campgrounds, cabins, and a RV Park, Explore Park becomes a destination. There has been interest in alternative lodging options at Explore Park. Recently, the Park was approached to provide camping for the Blue Ridge Parkway Marathon participants. The VRFA is in preliminary discussions with a developer for cabins. The VLH studies provided a pathway to a hospitality component at Explore Park, and the VRFA will leverage those studies to determine the viability of overnight accommodations and ancillary opportunities.

A modest 50-room hotel with amenities would provide travelers with lodging in unique natural environs. Other options are being considered to accommodate the traveler, including freestanding sleeping cabins popular around Virginia.

Although Roanoke is the largest community on the Blue Ridge Parkway in Virginia, there are no hotels directly accessible from the Parkway in the Roanoke Valley. The closest is the Peaks of Otter Lodge, which is 30 miles away. A delightful hotel in a wooded setting would be attractive to Parkway travelers. Add an Explore Park adventure or forays to other attractions onto their stay and you have a winning package!

**RV & Camping:** The lack of modern RV amenities in the Roanoke Valley is causing the RV traveler to drive by Roanoke on their trip to someplace else. The Blue Ridge Parkway has no nearby campgrounds with hook-ups and the closest RV Park is at Dixie Caverns in west Salem. A more up-to-date RV facility than is currently available would include a camp store, game room, bathhouse, laundry, dump station, and other such amenities to support a variety of RV pads, campsites, and group camping opportunities. With the infrastructure in place to support recreational vehicles and camping, leisure time could be spent enjoying Virginia's Explore Park's numerous venues as well as those around the Roanoke Valley, Bedford and Franklin counties, and Salem.

**Amphitheater:** The VRFA will pursue a minimalist approach in developing an amphitheater. No elaborate concrete structures, just taking full advantage of the terrain as in this example. This venue would provide a natural setting for local bands, educational programs, theater, and special events. The amphitheater will complement the existing and planned entertainment venues in the Roanoke Valley as well as the Blue Ridge Music Center at Fisher Peak on the Blue Ridge Parkway, 90 miles south of Roanoke.

**Roanoke River Access:** The Roanoke River is an amenity that needs to be considered in the broad view. Water recreation is tied to many opportunities in the region. The VRFA will thoroughly analyze all its options in regard to water recreation, especially since the headwaters of the popular Smith Mountain Lake start at Explore Park. Activities such as a river walk, boating, and fishing require the expertise of outfitters who know how to maximize the use of the river while providing a return to the Park. Better access for non-motorized boating, fishing, hiking, and nature walks will be developed and opportunities for concessionaires will be pursued to provide equipment sales, rentals, and repairs as well as programming, events, and guided tours.

**The River Walk Pavilion:** A riverside pavilion such as the one shown is an opportunity to generate revenue. This model has been successful in the region and provides a "one-of-a-kind" venue in the area for hosting wedding receptions, corporate events, reunions, and catered events.

The pavilion can be built for approximately \$235,000 with estimated annual revenue of \$100,000. A downsized plan could be built for \$125,000. The Site Planning Committee noted that the River Walk Pavilion could anchor a future river side trail and event area.

**Retail Outlets:** The VRFA will utilize existing facilities or allow developers to construct new facilities to house retail venues to sell goods that have been created in the Blue Ridge Parkway region, to include quilts, candy, musical instruments, furniture, and wines. A Blue Ridge Parkway Crafts Center has also been discussed.

Outfitters selling and repairing outdoor gear such as boats, bicycles, hiking accessories, clothing, and fishing tackle are also acceptable retail opportunities.

**Food Services:** The VRFA will utilize existing facilities or allow developers to construct new food service facilities and restaurants to serve the varied tastes of Park visitors as the demand in the Park increases. Food services will range from snack foods and casual dining to more formal settings.

**Bedford County Property:** At this time, Virginia's Explore Park owns approximately 400 acres on the north side of the Roanoke River in Bedford County. The Roanoke River bisects the Park and acceptable access must be achieved before development can take place. The VRFA is currently working with Bedford County officials and consortium members to determine the best use and most appropriate access for this property. Ideally, a bridge over the Roanoke River would connect the Park; however, the VRFA will continue to work with Bedford County and its residents to determine if access along Gravel Hill and Shady Run roads is acceptable and for what types of development.

## FINANCIAL CONDITION

Copies of the Fiscal Year 2010-2011 year-end financial reports for the VRFA are included in the appendix indicating the authority's financial condition.

## **CONCLUSION**

There is little doubt that Virginia's Explore Park is an asset to the Roanoke Valley region and to the Commonwealth's tourism efforts as a whole. The tremendous progress noted in this document would not have been possible without the passion and politics of partnerships.

Because of these partnerships . . .

• The federal government has an attraction along the much-revered Blue Ridge Parkway, adding to its charm and serving its mission ("... preserves unimpaired the natural and cultural resources and values of the National Park system for the enjoyment, education, and inspiration of this and future generations. The Park Service cooperates with partners to extend the benefits of natural and cultural resource conservation and outdoor recreation

throughout this country and the world."). Additionally, through the help of Roanoke County and Virginia's Explore Park, there is now a visitor center on the Parkway in the Roanoke Valley region.

- Through significant contributions from the public and private sectors, the Commonwealth of Virginia has the potential for a first-class attraction in the western part of the state, serving the growing needs of history buffs, ecotourists, and travelers along the I-81/I-77/Blue Ridge Parkway corridors. Additionally, because all private development is gifted to the state upon completion, the Commonwealth has watched its investment more than triple since the Park's inception.
- Local governments have an attraction that adds appreciably to the quality of life of its residents, encourages economic development, and makes a significant contribution to the critical mass needed to make the Roanoke Valley a destination for tourists, thereby generating income from meals, admissions, and lodging taxes.
- Companies, families, and individuals have an outdoor living history museum and recreation park for their use and enjoyment right in their own back yard. Conveniently located on the Blue Ridge Parkway, Explore Park once again can be a place for meetings, receptions, and family fun away from the work-a-day world in which we live.

The potential for future growth at Virginia's Explore Park is limited only by the imagination and the resources available to take the Park to its next level of development. The infrastructure is in place and the Virginia Recreational Facilities Authority Board of Directors is motivated to get started.

## THE MISSING PIECE

Community investment in Virginia's Explore Park has been considerable and will certainly continue to grow as the economy improves and more people become familiar with Explore Park and what it has to offer.

There are many justifications to maintain and strengthen public-private partnerships in this case, several of which are outlined below:

• Public-private partnerships are nimble and more efficient, cutting down on bureaucracy and paperwork. This is the essence of the Commonwealth's existing PPEA model, which allows private investment in public entities.

- Individuals, companies, foundations, and governments can become investors if they have resources available and contribute importantly to its ongoing success. Virginia's Explore Park has enjoyed widespread support from a number of sources, public and private.
- Public-private partnerships encourage cooperation. In the absence of a large single investor, few attractions are built without a cooperative relationship among a number of individuals and organizations. Investors like cooperation, and so does the public.
- Success breeds success. By supporting this type of public-private partnership, the Commonwealth of Virginia builds a model for other partnerships around Virginia, allowing the state to stretch limited resources and share the burdens and joys of investment with local governments and private individuals, foundations, and corporations. This is also a unique opportunity for citizens to witness a public-private partnership that works to create a first-class attraction for their enjoyment.

Virginia's Explore Park is a true asset of the Commonwealth of Virginia that should be afforded a degree of protection by the government that breathed life into it almost 24 years ago. The Park's stakeholders also need to have an active role in its management. For these reasons, the Virginia Recreational Facilities Authority asks the Commonwealth's consideration of the following:

- 1. Recognize that the Virginia Recreational Facilities Authority has operated and continues to operate Virginia's Explore Park in accordance with the Code of Virginia, to the extent that no further legislative extensions of the "reversion" clause of § 10.1-1618 should be necessary.
- 2. To endorse, encourage and support the Virginia Recreational Facilities Authority's dedication, motivation, and passion for continuing to operate and make Virginia's Explore Park a success for our citizens and tourists and an economic driver for western Virginia and the Commonwealth.
- 3. Give Roanoke County, Explore Park's largest local government investor, voting representation on the Virginia Recreational Facilities Authority Board of Directors based on its financial participation and in-kind support in a manner similar to the governance structures of many authorities around the Commonwealth of Virginia. Other localities should also be given the opportunity for representation depending upon their financial investment and in-kind support.

- 4. Move Virginia's Explore Park from the nonstate agency status to a line item in the Department of Conservation and Recreation's budget to provide some level of security and remove Explore Park from the instability of nonstate agency status. This action would provide the same status as the Frontier Culture Museum in Staunton, which is a line item under the Department of Education. The reason for this is simple: Virginia's Explore Park is a significant asset of the Commonwealth of Virginia. The VRFA understands that funding is very limited even if the Park were given status as a state agency.
- 5. Consider investing in the capital development venues at Virginia's Explore Park that will become an ongoing revenue source to the Park, such as lodging, amphitheater, and RV Park.
- 6. Consider investing in development of revenue-producing programs, such as recreation, entertainment, and education.
- 7. Allow the Virginia Department of Commerce and Trade to assist the VRFA in creating and soliciting proposals for development of public/private projects at the Park.
- 8. Allow Virginia State Parks to provide technical and programming assistance to the VRFA.
- 9. Provide in-kind support services as appropriate to reduce the ongoing or capital expenses of Park operations. Examples are to provide surplus equipment and vehicles and professional planning services.

In short, we ask that the Commonwealth of Virginia provide this missing piece and shore up the partnership that began in the minds of great Virginians in the not too distant past, and which is now realized on the ground at Virginia's Explore Park.

# **APPENDIX**

#### GL902 County of Roanoke, Virginia

6:23:24PM

# County of Roanoke, Virginia Page: 1 Revenues and Expenditures - Budget to Actual for Fiscal Year 2011 Date: 9/12/2011

Operating File

ubfund	801 VRFA Operating Fund	Budgeted Revenues	Actual Revenues	Budgeted Expenditures	Actual Expenditures	Encumbrances
000801	VRFA Operating Revenue					
0401	Interest Income on Investments		1,268.63			
0409	Facility Rental Income		28,510.00			
0410	Rental Income	2,537.00	3,225.00			
0505	Donations		65.00			
0515	Miscellaneous Revenue		3,905.00			
0537	In-Kind Contributions- VRFA	900.00	900.00			
0631	Recovered Costs - Expenditures		4,459.44			
0929	Beginning Balance	52,784.00				
0977	Transfer from BRPVC		4,240.00			
000	00801 VRFA Operating Revenue	56,221.00	46,573.07			
931100	Administration/Marketing/Finance					
1020	Part-Time				1,807.50	
2100	FICA - Employer Contribution				138.28	
3007	Contractual Services			20,000.00	31,498.71	
3011	Contracted Janitorial Services			500.00	500.00	
3013	Professional Services - Other				3,841.83	
3014	Accounting & Auditing			4,200.00	4,200.00	
3037	Landscaping				675.00	
5110	Electric				704.38	
5210	Postage				88.00	
5309	Real & Personal Property Insur			9,516.00	9,516.00	
5314	Workmen's Compensation				41.00	
5410	Lease/Rent of Equipment				458.00	
5520	Dinner Meetings & Luncheons				629.20	
5812	Loss on Disposal				253,427.49	
5850	Miscellaneous Operating Costs			2,999.67	907.71	
6010	Office Supplies-General				89.15	
6011	Photocopies				147.52	
6013	Small Equipment & Supplies			400.00	626.90	
6018	Copy Paper				12.91	
6309	Printing Supplies				31.60	
6508	Signage				285.00	
9655	Depreciation				339,365.69	

County of Roanoke, Virginia

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#### Revenues and Expenditures - Budget to Actual for Fiscal Year 2011

Page:

Date: 9/12/2011

## Operating File

Fund 800	Virginia Recreation Facilities Aut					
Subfund 801	VRFA Operating Fund	Budgeted Revenues	Actual Revenues	Budgeted Expenditures	Actual Expenditures	Encumbrances
931100 A	dministration/Marketing/Finance			37,615.67	648,991.87	
931700 Debt Serv	vice					
9106 Principa	1 on Revenue Bonds			14,338.19		
9206 Interest	on Revenue Bonds			4,267.14	4,195.46	
931700 D	9ebt Service			18,605.33	4,195.46	
Total for Subfund	801 VRFA Operating Fund	56,221.00	46,573.07	56,221.00	653,187.33	

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# County of Roanoke, Virginia

#### Page: 3 Date: 9/12/2011

#### Revenues and Expenditures - Budget to Actual for Fiscal Year 2011 Operating File

ubfund	804 Blue Ridge Parkway Visitor Cente	Budgeted Revenues	Actual Revenues	Budgeted Expenditures	Actual Expenditures	Encumbrances
934000	BRPVC-Expenditures					
0452	Roanoke County	600.00	600.00			
0515	Miscellaneous Revenue		151.16			
0539	Contributions from Local Governments		44,335.14			
0631	Recovered Costs - Expenditures		2,436.08			
0984	Transfer from VRFA-Rawanoke Trading Co		15,000.00			
1015	Overtime				351.26	
1020	Part-Time				25,201.34	
1116	Supplements			600.00	600.00	
2100	FICA - Employer Contribution				2,000.64	
3007	Contractual Services				9,498.67	
3011	Contracted Janitorial Services				2,460.00	
3209	Repairs (Other Equipment)				305.38	
5110	Electric				9,190.27	
5230	Telephone				2,872.45	
5850	Miscellaneous Operating Costs				1,018.21	
6010	Office Supplies-General				18.87	
6013	Small Equipment & Supplies				66.99	
6022	Food Supplies				9.89	
6075	Minor Maintenance				3,692.66	
6402	Fee Class Supplies				25.62	
6405	Supplies				970.13	
9808	Transfer to VRFA				4,240.00	
93	34000 BRPVC-Expenditures	600.00	62,522.38	600.00	62,522.38	
934100	BRPVC-Maintenance Reserve					
0929	Beginning Balance	36,248.37				
8912	Sewage Collection System			5,000.00	5,753.00	
8921	Water Distribution System			7,000.00	4,284.42	
9670	Unappropriated Balance			24,248.37	E	
93	34100 BRPVC-Maintenance Reserve	36,248.37		36,248.37	10,037.42	
otal for Su	subfund 804 Blue Ridge Parkway Visitor Center	36,848.37	62,522.38	36,848.37	72,559.80	

#### County of Roanoke, Virginia

#### GL902 Revenues and Expenditures - Budget to Actual for Fiscal Year 2011 6:23:24PM Operating File

For the 13 Month Period Ending: 06/30/11 Page:

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Fund	800	Virginia Recreation Facilities Autl					
Subfund	805	Rawanoke Trading Co Fund	Budgeted Revenues	Actual Revenues	Budgeted Expenditures	Actual Expenditures	Encumbrances
000805	Rawano	oke Trading Co. Revenue					
0509	Sales			23,061.51			
0518	Food S	ales		2,070.61			
0519	Discou	nt of Sales		30.00			
0524	Commi	issions		403.36			
0929	Beginn	ing Balance	40,059.43				
00	00805	Rawanoke Trading Co. Revenue	40,059.43	25,565.48			
935000	Rawano	ke Trading CoExpenditures					
1020	Part-Ti	ime				1,615.20	
2100	FICA -	Employer Contribution				123.57	
5852	License	es				50.00	
5890	Purcha	ses			25,059.43	14,593.22	
6010	Office	Supplies-General				116.29	
6013	Small I	Equipment & Supplies				-398.60	
6022	Food S	upplies				51.69	
6075	Minor 1	Maintenance				95.00	
6405	Supplie	es				40.50	
9251	Bank S	Service Charges				1,199.91	
9808	Transfe	er to VRFA			15,000.00	15,000.00	
93	35000	Rawanoke Trading CoExpenditures			40,059.43	32,486.78	
Total for Si	ubfund	805 Rawanoke Trading Co Fund	40,059.43	25,565.48	40,059.43	32,486.78	

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Revenues and Expenditures - Budget to Actual for Fiscal Year 2011 Date: 9/12/2011

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Fund	800	Virginia Recreation Facilities Aut					
Subfund	805	Rawanoke Trading Co Fund	Budgeted Revenues	Actual Revenues	Budgeted Expenditures	Actual Expenditures	Encumbrances
Total for Fu	ınd	800 Virginia Recreation Facilities Authori	133,128.80	134,660.93	133,128.80	758,233.91	

County of Roanoke, Virginia

Revenues and Expenditures - Budget to Actual for Fiscal Year 2011

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Operating File

For the 13 Month Period Ending: 06/30/11

Fund 800 Virginia Recreation Facilities Autl

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Subfund	805	Rawanoke Trading Co Fund	Budgeted Revenues	Actual Revenues	Budgeted Expenditures	Actual Expenditures	Encumbrances
		Grand Totals	133,128.80	134,660.93	133,128.80	758,233.91	

## **Financial Summary**

NOTE: This report is the fiscal year-end report which includes loss on disposal and depreciation. When depreciation and loss on disposal are backed out, the fiscal year ended as follows:

Actual Revenues: \$134,660.93

Actual Expenditures: \$758,233.91 Less Loss on Disposal \$253,427.49 Less Depreciation \$339,365.69 Adjusted Cash Expenditures \$165,440.73

Net Operating Loss \$30,779.80

Breakdown of Net Operating Loss:

Explore Park Operations \$13,821.08 Visitor Center for capital maintenance \$16,958.72

Year-end Cash Balance as of June 30, 2011 as shown on the following report is \$246,874.63

Report No 1525 ,Dept 42 ,Request No 03 ,Requestor RRT Performance Accounting

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# ROANOKE COUNTY TRIAL BALANCE BY FUND - SUBFUND REPORT PERIOD FM 13 FY 2011

#### PERCENT OF YEAR ELAPSED 100.00%

Fund: 800 Virginia Recreation Facilities Authority

Subfund: 801 Operating Fund

GL ACCT	Norm BAL	SUBSID ACCT	Title	BEGIN BALANCE	DEBIT	CREDIT	END BALANCE
1101	DEBIT		Equity in Pooled Cash	247,089.08	3,347,979.19	3,348,193.64	246,874.63
Total fo	or: 1101 E	quity in Poo	led Cash	247,089.08	3,347,979.19	3,348,193.64	246,874.63
1102	DEBIT	102001	Petty Cash	200.00	0.00	0.00	200.00
Total fo	or: 1102 Pe	tty Cash		200.00	0.00	0.00	200.00
1104	DEBIT	104001	Cash Held in Escrow	0.00	0.00	0.00	0.00
Total fo	or: 1104 Ca	ash Held in	Escrow	0.00	0.00	0.00	0.00
1106	DEBIT	106001	Interest Rec - Investments	0.00	232.53	0.00	232.53
Total fo	or: 1106 In	terest Rec-	nvestments	0.00	232.53	0.00	232.53
1114	DEBIT	114001	Other Accounts Receivable	0.00-	0.00	0.00	0.00-
Total fo	or: 1114 O	her Accour	nts Receivable	0.00-	0.00	0.00	0.00-
1140	DEBIT	140020	Employee Welfare Fund	0.00	0.00	0.00	0.00
Total fo	or: 1140 In	ventory		0.00	0.00	0.00	0.00
1145	DEBIT	145001	Prepaid Items	0.00	0.00	0.00	0.00
Total fo	or: 1145 Pr	epaid Items	5	0.00	0.00	0.00	0.00
1161	DEBIT	161001	Land	4,811,641.92	0.00	0.00	4,811,641.92
1161	DEBIT	161002	Land Improvements	1,672,492.99	0.00	556,733.29	1,115,759.70
Total fo	or: 1161 La	ind		6,484,134.91	0.00	556,733.29	5,927,401.62
1162	DEBIT	162001	Buildings	249,687.23	0.00	49,054.57	200,632.66
1162	DEBIT	162002	Historic Buildings	3,062,752.91	0.00	41,832.69	3,020,920.22
Total fo	or: 1162 B	uildings		3,312,440.14	0.00	90,887.26	3,221,552.88
1164	DEBIT	164001	Machinery & Equipment	239,378.40	0.00	0.00	239,378.40
1164	DEBIT	164004	Equipment-Capital Lease	73,866.86	0.00	0.00	73,866.86
Total fo	or: 1164 M	achinery &	Equipment	313,245.26	0.00	0.00	313,245.26
1165	DEBIT	165002	Project Costs	2,166,859.62	0.00	2,166,859.62	0.00-
Total fo	or: 1165 C	onstruction	in Progress	2,166,859.62	0.00	2,166,859.62	0.00-
1167	DEBIT	167015	Deferred Capital Projects	179,593.57	0.00	179,593.57	0.00
Total fo	or: 1167 Fi	xed Assets	Other	179,593.57	0.00	179,593.57	0.00
1168	CREDIT	168002	Accum Depr-Buildings	204,638.45-	43,860.43	9,599.26	170,377.28-
1168	CREDIT	168003	Accum Depr-Equipment	196,795.46-	0.00	7,389.99	204,185.45-
1168	CREDIT	168004	Accum Depr-Equip. Capt. Lease	73,866.86-	0.00	0.00	73,866.86-

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# ROANOKE COUNTY TRIAL BALANCE BY FUND - SUBFUND REPORT PERIOD FM 13 FY 2011

#### PERCENT OF YEAR ELAPSED 100.00%

Fund: 800 Virginia Recreation Facilities Authority

Subfund: 801 Operating Fund

GL ACCT	Norm BAL	SUBSID ACCT	Title	BEGIN BALANCE	DEBIT	CREDIT	END BALANCE
1168	CREDIT	168005	Accum Depr-Historic Bldg	963,579.59-	16,688.68	107,407.79	1,054,298.70-
1168	CREDIT	168006	Accum Depr-Land Improvements	1,009,907.48-	513,237.52	214,968.65	711,638.61-
1168	CREDIT	168007	Accum Depr-Project Costs	2,166,859.62-	2,166,859.62	0.00	0.00
Total f	or: 1168 A	ccumulated	Depreciation	4,615,647.46-	2,740,646.25	339,365.69	2,214,366.90-
2201	CREDIT		Vouchers Payable	2,819.37-	0.00	0.00	2,819.37-
Total f	or: 2201 V	ouchers Pa	yable	2,819.37-	0.00	0.00	2,819.37-
2202	CREDIT	202001	Accounts Payable	0.00	0.00	0.00	0.00
2202	CREDIT	202004	Travel Advance	0.00	0.00	0.00	0.00
Total f	or: 2202 A	counts Pa	yable	0.00	0.00	0.00	0.00
2203	CREDIT	203001	Accrued Vacation & Sick Pay	0.00	0.00	0.00	0.00
Total f	or: 2203 A	ccrued Liab	oilities	0.00	0.00	0.00	0.00
2204	CREDIT	204001	Accrued Payroll	0.00	0.00	80.74	80.74-
Total f	or: 2204 A	ccrued Pay	roll	0.00	0.00	80.74	80.74-
2210	CREDIT	210053	Note Payable-Rke County	0.00	0.00	0.00	0.00
2210	CREDIT	210054	Note Payable-Assoc. Comm. Corp	0.00	0.00	0.00	0.00
2210	CREDIT	210055	Note Payable-Line of Credit	0.00	0.00	0.00	0.00
Total f	or: 2210 L	oan Payable	3	0.00	0.00	0.00	0.00
2214	CREDIT	214001	Accrued Interest Payable	728.98-	71.68	0.00	657.30-
Total f	or: 2214 A	ccrued Inte	rest Payable	728.98-	71.68	0.00	657.30-
2265	CREDIT	265001	Wastewater Loan	145,796.77-	14,338.19	0.00	131,458.58-
Total f	or: 2265 O	ther Notes	- LT Bonds Payable	145,796.77-	14,338.19	0.00	131,458.58-
3343	CREDIT		Reserve for Pre-encumbrances	0.00	0.00	0.00	0.00
Total f	or: 3343 R	eserve for I	Pre-encumbrances	0.00	0.00	0.00	0.00
3344	CREDIT		Reserve for Encumbrances	0.00	0.00	0.00	0.00
Total f	ог: 3344 R	eserve for I	Encumbrances	0.00	0.00	0.00	0.00
3353	CREDIT		Fund Balance - Undesignated	1,653,175.49	0.00	0.00	1,653,175.49
Total f	or: 3353 F	und Balanc	e - Undesignated	1,653,175.49	0.00	0.00	1,653,175.49
3360	CREDIT	360001	Retained Earnings	3,619,913.78-	0.00	0.00	3,619,913.78-
Total f	or: 3360 R	etained Ear	nings - Reserved	3,619,913.78-	0.00	0.00	3,619,913.78-

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# ROANOKE COUNTY TRIAL BALANCE BY FUND - SUBFUND REPORT PERIOD FM 13 FY 2011

#### PERCENT OF YEAR ELAPSED 100.00%

Fund: 800 Virginia Recreation Facilities Authority

Subfund: 801 Operating Fund

			CREDIT	BALANCE
3365 CREDIT 365001 Contributed Capital	6,000,000.00-	0.00	0.00	6,000,000.00-
Total for: 3365 Contributed Capital	6,000,000.00-	0.00	0.00	6,000,000.00-
4401 DEBIT Revenue Approp Budget Control	56,221.00	0.00	0.00	56,221.00
Total for: 4401 Revenue Approp Budget Control	56,221.00	0.00	0.00	56,221.00
4402 DEBIT Revenue Dept Budget Control	56,221.00	0.00	0.00	56,221.00
Total for: 4402 Revenue Dept Budget Control	56,221.00	0.00	0.00	56,221.00
4411 CREDIT Actual Revenues	42,314.99-	31.07	49.15	42,333.07-
Total for: 4411 Actual Revenues	42,314.99-	31.07	49.15	42,333.07-
4413 CREDIT Actual Intrafund Transfers In	4,240.00-	0.00	0.00	4,240.00-
Total for: 4413 Actual Intrafund Transfers In	4,240.00-	0.00	0.00	4,240.00-
4420 CREDIT Expenditure Approp Budget Ctrl	56,221.00-	0.00	0.00	56,221.00-
Total for: 4420 Expenditure Approp Budget Ctrl	56,221.00-	0.00	0.00	56,221.00-
4421 CREDIT Expenditure Dept Budget Ctrl	56,221.00-	0.00	0.00	56,221.00-
Total for: 4421 Expenditure Dept Budget Ctrl	56,221.00-	0.00	0.00	56,221.00-
4431 DEBIT Expenditures	74,723.28	592,873.92	14,409.87	653,187.33
Total for: 4431 Expenditures	74,723.28	592,873.92	14,409.87	653,187.33
9990 DEBIT Approp Budget Control Offset	0.00	0.00	0.00	0.00
Total for: 9990 Approp Budget Control Offset	0.00	0.00	0.00	0.00
9991 DEBIT Dept Budget Control Offset	0.00	0.00	0.00	0.00
Total for: 9991 Dept Budget Control Offset	0.00	0.00	0.00	0.00
	\$0.00	\$6,696,172.83	\$6,696,172.83	\$0.00-



# Virginia Recreational Facilities Authority

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Bedford, VA 24523

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540.992.4041 FAX 540.992.4546 DelWCleaveland@house.virginia.gov Term expires when seat in House of Delegates expires

PH and FAX 540.343.7868 cdfidler@verizon.net 6.30.14

Formerly held by Greg Habeeb, resigned when elected to House of Delegates

540.586.9193 ehodge7@gmail.com 6.30.14 Ms. Jane Sullivan Horne

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Term expires when seat in House of Delegates expires

540.344.9205, ext. 1179 jrenick@meridium.com

6.30.14

Formerly held by Claude Reynolds with term expiring on 6.30.11

Mr. William H. Tanger

Post Office Box 1750 Roanoke, VA 24008 540.366.2228 MOBILE 540.266.0237 bill.tanger@verizon.net 6.30.14

Peter D. Vieth, Esq.

Legal Editor, Virginia Lawyers Weekly 1846 Whippletree Drive Roanoke, VA 24018-2730 540.761.5038 pvieth@gmail.com Term expires 6.30.11

The Hon. Onzlee Ware

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Rev. March 14, 2011

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