



REGIONAL COUNCIL 9 - MEETING MINUTES

OCTOBER 3, 2017

2:30 PM – 4:30 PM

UVA Research Park, Town Center Two, 4th Floor
1001 Research Park Blvd, Charlottesville, Virginia

Attendees

Council Members: Brian Cole, Lexis Nexis (Chair); Tom Click, Patriot Aluminum (Vice Chair); Andy Wade, Louisa County; Chip Boyles, Thomas Jefferson Planning District Commission; Suzanne Brooks, Pepsi-Cola Bottling Company; Jim Cheng, Cav Angels; Bryan David, Orange County; Frank Friedman, Piedmont Virginia Community College; Miles Friedman, Fauquier County; Jan Gullickson, Germanna Community College; Patrick Mauney, Rappahannock-Rapidan Regional Commission; Leigh Middleditch, McGuireWoods; David Pettit, Lenhart Pettit; Steve Ray, Piedmont Workforce Network; Ed Scott, EcoSeptix Alliance; and Elizabeth Smith, Afton Mountain Vineyards

Absent: Fitzgerald Barnes, Steve Carter, Ed Dalrymple, Gary Deal, Steven De Jong, Teresa Sullivan, Ray Knott

Guests: Pace Lochte, University of Virginia, and Phil Geer, Orange County

Staff: Helen Cauthen, Julia Skare, Shannon Holland

I. **Welcome & Introductions**

Brian Cole, Chair, opened the meeting at 2:32 PM.

II. **Public Comment**

There were no public comments.

III. **Meeting Minutes**

Patrick Mauney moved to approve the August 15, 2017 minutes as presented. The motion was seconded by Jim Cheng and approved by the Council.

IV. **Executive Committee Meeting Report**

A. Name for Region: Tom Click presented the new region name of *Piedmont Opportunity Corridor* to the Council, as recommended by the Executive Committee. Other naming options were discussed.

David Pettit moved to accept the name. The motion was seconded by Miles Friedman and approved by the Council.

B. Staffing: Helen Cauthen shared the workload and staffing issues related to GO Virginia activities, as discussed with the Executive Committee. She proposed the reallocation of \$15,000 from Go Virginia Consulting/Contract Service Type 2 funds to Program Salary, Wages and Benefits. As the result of this change, Shannon Holland would be dedicated to GO Virginia for 2 ½ days a week through February 28, 2018. Brian Cole said that the Executive Committee recommends the change for approval.

Bryan David moved to approve the change to the budget. The motion was seconded by Suzanne Brooks and approved by the Council.

C. Financials: Andy Wade, Treasurer, and Helen Cauthen presented the Financial Report ending August 31, 2017.

Miles Friedman moved to approve the Financials as presented. The motion was seconded by Chip Boyles and approved by the Council.

V. Overview of Scoring Guidelines and Application Process

A PDF copy of the online DHCD CAMS (Per Capita Project) Application was provided with meeting documents. Helen Cauthen led a discussion on an annotated version of the *Virginia Grant Opportunity Fund (GO Fund) Grant Scoring Guidelines*. She recommended that each member read the full document and get back to her with questions.

Council members shared plans for promoting Go Virginia regionally. Staff are scheduling presentations to Board of Supervisor Meetings, Chamber meetings, EDA meetings, etc., in collaboration with Council Members. Patrick Mauney and Chip Boyle will add GO Virginia as an agenda item at an upcoming planning commission meeting.

A discussion was held over whether to support just one project or many. Helen indicated that ultimately the Council should decide the approach. In general, the group would like to encourage collaborative projects that include most of the population and localities in Region 9.

Once a Region submits a proposal for GO Virginia funding, DHCD staff will review it and then forward to a team of subject matter “experts” for review. If approved, the project would then advance to the state GO Virginia Board. Helen advised that applications must be submitted to the state Board by November 12 in order to be reviewed at its full Board meeting on December 12. In 2018, the state Board will meet on February 13, April 10, and June 12.

VI. Project Ideas Generated to Date

A. Economic Developers Meeting

Miles Friedman shared that he and Andy Wade held an Economic Developers meeting to discuss project ideas. They shared a few of the ideas discussed:

- Miles discussed a potential inter-regional project with Region 7 for Cybersecurity curriculum. Tentatively, George Mason University would participate and Northern Virginia Community College (NOVA) would administer it. Jim Cheng and Miles met with the President of NOVA, who will collaborate with other community colleges. Miles will set up a conference call with presidents of the community colleges in our region.
- Andy shared information on a multi-county business park development on over 1,000 acres in Louisa County that could be considered for inter-regional competitive funds. The property has one owner and the Louisa and Fluvanna James River Project will serve this site. The land is ½ mile off of I-64 at Exit 148. Goochland and Hanover Counties might participate. The property has gas and power, but does not have rail access and water and sewer are not in place. It is possible that Louis County might share tax revenues with other participating counties.
- Jim Cheng indicated he has spoken to other venture capitalists in other regions and there is interest in regional venture capital initiatives to support entrepreneurship. Jim and Miles will discuss further.
- Miles will meet with Phil Sheridan to discuss his Broadband/Education project.

B. GO Virginia Workshop at Tom Tom Fall Forum: Jim Cheng gave an update on GO Virginia Workshop on Innovation held during the Tom Tom Fall Forum on September 22 and referenced the handout summarizing some key ideas generated. The workshop was attended by Secretary of Commerce Todd Haymore, representatives of 5 other Regional

Councils, and over 50 leaders to begin to identify inter-regional projects in innovation and entrepreneurship.

C. PWN Council and Board- Workforce Project Brainstorming Session

The Council appreciates the PWN Council's willingness to hold a brainstorming session to discuss Talent Development and generate some workforce-related project ideas.

D. Other Ideas: One Pre-Application has been received. The example was discussed to give Council members an idea of what questions they might have going forward.

VII. Formation & Initial Meeting of Task Forces

Brian Cole suggested that one method for developing projects would be breaking the Council into Task Forces that would meet as part of regular Council Meetings. He invited other suggestions for organizing if others had ideas. The Council members self-identified which Task Force to join. Each group met and reported back as noted below.

A. Talent Development (Frank Friedman, Steve Ray, Phil Greer, Jan Gullickson, Bryan David)

- Need for *New Virginia Economy* workforce for our region - suggested creation of one broad workforce initiative
- Recommend that there be integrated synergy among Task Forces

B. Growing Existing Businesses (Ed Scott, Brian Cole, Suzanne Brooks)

- Create a Broadband Partnership
- Strengthen the region's Bio-Hub

C. Startups/innovation/Commercialization (Jim Cheng, Miles Friedman, Tom Click, David Pettit, Elizabeth Smith, Leigh Middleditch, Pace Lochte)

- Look for ideas regarding business incubators, mentorship, and training
- Figure out how to best support entrepreneurship in more rural areas of the region
- Accelerate new businesses
- Seed funding or venture capital funding
- Community Investment Collaborative (CIC) could be engaged to identify best practices and programs available that could be replicated

D. Sites (Andy Wade, Patrick Mauney, Chip Boyles)

- Creation of a regional industrial park; this could be a regional focus, with or without GO Virginia Funding.
- For the Per Capita Funding, the group suggested we create a pipeline of sites in Region 9 and identify next steps for getting them developed. The goal would be to get them to Tier 4 or 5 and ready for prospects.

After Task Forces reported out, Brian Cole led a discussion about how the application approval process might work at the Council level. It was decided that Task Forces would help generate and foster applications in each Task Force area, but the full Council should be involved in evaluating all proposals.

VIII. Adjourn

Brian Cole adjourned the meeting at 4:31 PM.