



VIRGINIA INITIATIVE FOR
**GROWTH &
OPPORTUNITY**
IN EACH REGION
REGIONAL COUNCIL 9

**REGIONAL COUNCIL 9
OCTOBER 26, 2018
2:30 PM to 4:30 PM
Prince Michel Meeting Room
154 Winery Way, Leon, VA**

Attendees

Council Members: Tom Click, Patriot Aluminum (Chair); Jim Cheng, Cav Angels (Vice Chair); Andy Wade, Louisa County (Treasurer); Bryan David, Orange County; Brian Cole, LexisNexis; Patrick Mauney, Rappahannock-Rapidan Regional Commission; Pace Lochte, University of Virginia; Ray Knott, Union Bank & Trust; Jeff Waite, Wal-Mart Stores, Inc., Chip Boyles, Thomas Jefferson Planning District Commission; Christian Goodwin, Louisa County; Mansour Azimipour, A & K Development; David Pettit, Lenhart Pettit; Elizabeth Smith, Afton Mountain Vineyards; Frank Friedman, Piedmont Virginia Community College; Miles Friedman, Fauquier County; and, the Hon. Tony O'Brien, Fluvanna County.

Absent: Ed Scott, EcoSeptix Alliance; Felix Sarfo-Kantanka, Dominion Energy; Leigh Middleditch, McGuireWoods; Ed Dalrymple, Cedar Mountain Stone; Hon. Gary Deal, Culpeper County; and, Jan Gullickson, Germanna Community College

Guests: Laura Loveday, Culpeper County; Tracey Gardner, Madison County.

Staff: Shannon Holland, Uconda Dunn

1. Welcome

Tom Click, Chair, opened the meeting at 2:32 PM.

2. Public Comment

There were no public comments.

3. Meeting Minutes

Ray Knott made a motion to approve the August 29, 2018 Minutes as presented. Jeff Waite seconded the motion. The motion carried.

4. Financial Report

Andy Wade, Treasurer, noted that Statement of Financial Position is similar from meeting to meeting because we pay out expenses when reimbursements hit our account. He noted that we will be drawing down the FY 2018 Capacity Building Budget to zero dollars when invoices are paid in September. The remaining balance in the FY 2018 Capacity Building Budget is around \$5,900. He noted that the Council needs to approve both the Financial Statements as well as the proposed plan to reallocate funds to close out the FY 2018 Capacity Building budget to meet DHCD requirements for zero line balances.

David Pettit made a motion to approve the August 2018 Financials as presented, as well as approve the proposed reallocation of funds within the FY2018 Capacity Building to close out that budget. Ray Knott seconded the motion. The motion carried.

5. Procurement Policy

Tom Click stated that to meet DHCD Guidelines, the Council must have a Procurement Policy in place that at least meets state guidelines. A draft policy was provided for comment.

Bryan David made a motion to approve the Procurement Policy as presented. Miles Friedman seconded the motion. The motion carried.

6. Project Review

Tom Click referred Council Members to the Proposal Review Summary Sheet of the Regional Business Park project proposal. He noted that the GO Virginia request was for \$202,150 and the proposal included a one to one match of non-state funds. He asked members from the Site Task Force to lead the discussion. During the discussion it was clarified the Central Virginia Partnership was reallocating locality funds toward the match. It was also discussed that the labor shed for the proposed project was very impressive and would be attractive to businesses. Also, there was much discussion around the ability for all localities to participate and benefit in terms of workforce and revenue streams.

Frank Friedman made a motion to approve the proposal subject to the applicant optioning the land by February 14, 2019. Miles Friedman seconded the motion. Andy Wade abstained from voting. The motion carried.

7. Chair Update

Tom Click shared that because the GO Virginia Board announced they would only have four meetings in 2019 so a revised Region 9 Timeline would need to be established. A proposed timeline was included in the packet for discussion.

Ray Knott made a motion to approve the revised timeline as presented. Brian Cole seconded the motion. The motion carried.

Referring to the Dashboard documents in the packet, Tom Click noted that the \$60,314 remaining in the FY 2018 Per Capita funds were moved into the FY 2019 Per Capita funds, therefore, the amount available for regional projects is now \$1,060,314. Since July, the Council has received twenty nine project inquiries, six projects are in active discussion and two have applied. One of these applications has not advanced to the Council because it was incomplete.

Tom Click introduced Uconda Dunn from the Central Virginia Partnership to present on the Central Virginia Site Readiness Project that is now wrapping up.

Tom Click thanked those who have helped with GO Virginia promotion and outreach since the last meeting, including Miles Friedman who coordinated flyer distribution at a Chamber event; Jim Cheng who presented at the Quad Counties Business Summit; and Chip Boyles and Patrick Mauney who published newsletter articles. Pace Lochte and Jim Cheng added that they had recently presented at the CvilleBioHub grant kick-off event, as well. Tom Click further added that we now have a LinkedIn page for the Region 9 Council to promote grant successes and opportunities. He also shared a Tombstone notice, previously suggested by Ray Knott, as the first item to be shared via the new LinkedIn page. Tom Click asked that Shannon Holland create the notices for all projects. Tom Click also shared a www.GOVirginia9.org website analytics report that indicates we have decent traffic on our website. He also noted that we now have a benchmark for measuring activity going forward.

Tom Click reported that all five approved Region 9 projects now have fully executed contract addendums and he thanked David Pettit for his help in getting that done.

Finally, Tom Click gave Mansour Azimipour a moment to share his experience about speaking in front of the US House of Representatives Subcommittee on Economic Growth Tax and Capital Access in late September.

8. Director Update

Shannon Holland first requested approval to reallocate expense line items within approved project budgets, as needed.

Bryan David made a motion that staff use judgement to reallocate funds within approved project budgets and to subsequently report out to the Council. Andy Wade seconded the motion. The motion carried.

Shannon Holland updated the Council on four initiatives that are happening outside of GO Virginia but in collaboration with GO Virginia. First, the Virginia Economic Development Partnership is assessing the site inventory in the state. They have recognized a deficiency in the data collected on sites in the database and are taking steps to improve the data set. Andy Wade mentioned that VEDP has a goal to increase manufacturing jobs by 66,000 in ten years. Uconda Dunn noted that VEDP would be presenting on the database project at the Central Virginia Partnership. She invited those interested to attend. Secondly, Shannon Holland noted that she attended the first statewide Broadband Task Force Meeting in Richmond. The Task Force is chaired by Ben Davenport, the Vice Chair of the GO Virginia Board. There were leaders from Mobile, Broadband, Electric, Telephone, VEDP, etc. at the meeting. Third, is the Entrepreneurship Ecosystem. As many in the Council already knew, the TEconomy report for GO Virginia is due around mid-December. Finally, Shannon indicated that she thought there might be more direction coming from the GO Virginia Board in terms of a Tech Talent Pipeline. Shannon Holland reminded the Council that we have a strong foundational project in that area with the CV Cybersecurity Partnership.

9. Task Force Groups – Breakout & Report Out

At Tom Click's direction, each Task Force broke out to identify ways that the grant opportunity can be promoted. After the breakout sessions, many ideas were reported including: present on successes in a "town hall" format; publish Op-Eds; present to Chambers, CBIC, workforce boards, Superintendents; visit with each Economic Developer to identify goal alignment; mail promotional postcards; and create PSA's. Also, focus on who we want to apply.

10. Other Business

Tom Click noted that Gary Deal has decided to step away from serving on the Council. Chip Boyles invited all Council members to the TJPDC meeting on December 6 at 7 PM. Both Shannon Holland and Pace Lochte would be presenting to his Board.

11. Next Meeting

The next meeting is December 12 at 9:30 AM at the Prince Michel Winery Meeting Room in Leon, VA.

12. Adjourn

Brian Cole made a motion to adjourn the meeting. Frank Friedman seconded the motion. The motion carried. The meeting adjourned at 4:23 PM.