

**GO VIRGINIA REGION 3 EXECUTIVE COMMITTEE MEETING
MEETING MINUTES
Monday, May 3, 2021**

The GO Virginia Region 3 Council met on Monday, May 3, 2021 at 12:30 p.m. utilizing Zoom virtual technology.

REGULAR BUSINESS

1. Call To Order And Chairman's Opening Comments

Chair Lail called the meeting to order at 1:01 p.m. He shared that the Executive Committee will not gather for a previously scheduled meeting on May 19.

Chair Randy Lail welcomed everyone to the GO Virginia Region 3 Virtual ZOOM Council meeting. Due to the nature of the Declaration of a State of Emergency due to the novel Coronavirus (COVID-19) and pursuant to Code §2.2-3708.2, this meeting is being held by electronic communications, via the web platform ZOOM. The catastrophic nature of this declared emergency makes it impractical and unsafe to assemble a quorum in a single location. The virtual platform was selected to abide by the restrictions on public gatherings as stated in the Governor's Emergency Declaration and to protect the health of citizens. The required public notice and receipt of public comments was provided as outlined in the requirements of electronic meetings. The agenda items for this meeting are considered essential to the overall operation of GO Virginia Region 3.

2. Roll Call and Confirmation of Quorum

Chairman Lail declared a quorum was present.

A. Region 3 Council Members:

Members	Present	Absent	Members	Present	Absent
Timothy J. Clark	X		Karl N. Stauber	X	
E. Randolph Lail	X		Sherry Swinson	X	
Charles H. Majors	X				

B. Region 3 Staff in Attendance:

Name/Organization	Organization
Bryan David-UVA Weldon Cooper Center	Region 3 Program Director
Liz Povar-RiverLink Group	Region 3 Contract Staff
Deborah Gosney-Southside PDC	Region 3 Support Org/Fiscal Agent

Lisa McGee-Southside PDC	Region 3 Support Org/Fiscal Agent
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C. Guests in Attendance:

Name	Organization
Linda Green	Southern Virginia Regional Alliance
Mike Kaestner	Virginia Tobacco Region Revitalization Commission

3. Public Comments

No written or verbal public comments were received.

4. Declaration of Conflicts of Interest

Conflicts of interest potentially exist for activities benefiting and/or contracts issued to the following organizations and projects listed below:

Name	Organization(s)
Charles H. Majors	Mid-Atlantic Broadband, Institute for Advanced Learning and Research, Danville Regional Foundation
Randolph Lail	Mid-Atlantic Broadband

NEW BUSINESS

5. Committee Reports

1. Project Review Committee – Bryan David provided information to the Executive Committee members for their review prior to the meeting on two (2) projects along with the recommendations from the Project Review Committee:

- a. **Strengthening Southern Virginia’s Economy by Expanding the Inventory of Shovel Ready Sites**

Charles Majors declared his association on the Board of Directors of the Institute of Advanced Learning and Research and his resulting conflict of interest and abstained from participation and vote.

The Project Review Committee recommended approval of the Southern Virginia Regional Alliance’s business sites project application with a modification to the sites proposed. The VEDP Tier 2 Sites Targeted for Tier 4 Certification are:

- 175 Airside Drive - City of Danville
- Cane Creek Centre - Danville/Pittsylvania RIFA
- Cyber Park Lot 10C & 12A - Danville/Pittsylvania RIFA
- Ringgold East Industrial Park - Pittsylvania County

- Riverview Industrial Park, Lot 5B - City of Danville
- Southern Virginia Technology Park - Halifax Industrial Development Authority

Site Assessment at Tier 2 Targeting Marketability Report and Tier 3 Assessment:

- Rich Creek Industrial Park - Patrick County

The Project Review Committee did not recommend the four VEDP Tier 2 Sites targeted for Tier 3 Certification because of the lead time for public utility availability, as follows:

- Coleman Site - City of Danville
- Day Site - Halifax County Industrial Development Authority
- Key Industrial Park - Pittsylvania County
- Southern Virginia Multi-Modal Park - Staunton River RIFA (City of Danville, Pittsylvania County & Town of Hurt)

The Project Review Committee proposes the following conditions for the application:

- Receipt of letters of support from Danville City, Halifax County, Patrick County, and Pittsylvania County;
- Approval of the matching grant funds as identified from the Virginia Tobacco Regional Revitalization Commission;
- Approval of the matching grant funds as identified from the Economic Development Administration and Appalachian Regional Commission (Patrick County); and,
- The Executive Committee will receive a staff update on the status of the Economic Development Administration and Appalachian Regional Commission matching grant funds within six (6) months from the date of execution of all parties of the Department of Housing and Community Development GO Virginia contract, and further, the Executive Committee reserves the ability to revisit its approval of the Southern Virginia Regional Alliance's application based on the status of these matching grant funds.

Linda Green, Executive Director of the Southern Virginia Regional Alliance, provided background on the applications and answered questions.

The Executive Committee discussed the Region 3 Council's priority of having a workable inventory of business ready sites, and the benefits of having all the proposed sites included for funding.

Tim Clark made a motion to approve the Southern Virginia Regional Alliance application as proposed for all eleven (11) sites with funding request of \$1,534,900 along with the conditions as noted above, and the receipt of funding approval prior to December 31, 2021; the motion was seconded by Sherry Swinson. By a unanimous vote, the project was approved. (Ayes: Clark, Lail, Stauber, Swinson; Nays: None; Abstentions: Charles Majors)

b. Expansion of Innovation Commercialization Assistance Program (ICAP) Mentor Network

This GO Virginia Statewide ERR proposal will expand the capacity of the Innovation Commercialization Assistance Program (ICAP) over a two (2) year period to support more early-stage technology and innovation-driven startups across Virginia. There is a need to accelerate the commercialization of companies in the technology sector and increased demand for technology-related services, particularly as the COVID-19 pandemic requires quick and scalable technological advancements. Launched in January 2018, the ICAP program helps inventors and entrepreneurs take the first steps in bringing new innovations to market. ICAP can deliver highest quality startup assistance in Virginia. The program currently manages a pool of 11 hourly ICAP Mentors and is seeking to expand its capacity in order to meet the needs of a greater number of Virginia-based businesses, particularly early-stage technology companies that create high value and high paying jobs. Requested funds will be used to hire four (4) full-time, dedicated ICAP Mentors who will expand the existing team's capacity; serve as full-time mentors, educational, and resource connectors; successfully stand up early-stage technology companies; and deliver a return on investment of public funds. This structure is built on a model that operates in several other states.

The participating localities, with a minimum of two localities required, includes:

- City of Fairfax
- Loudoun County
- Fauquier County
- Prince William County

The proposed expansion of the Innovation Commercialization Assistance Program (ICAP) Mentor Network would potentially provide critical support to early tech startup businesses in Region 3. These start-up tech businesses may be associated with the following entrepreneur organizations operating in Region 3:

- Longwood Small Business Development Center

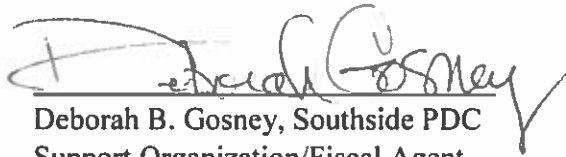
- SOVA Innovation Hub
- The Launch Place
- Southern Piedmont Technology Council
- Dan River Entrepreneur Ecosystem

The Longwood Small Business Development Center and The Launch Place have been identified as partner organizations in Region 3. No funding is being requested of GO Virginia Region 3. The project request of statewide GO Virginia funding is \$882,794.

Following discussion, **Karl Stauber** made a motion to approve the project application as presented and requested that letters of support be solicited from the Longwood Small Business Development Center, The Launch Place, and the SOVA Innovation Hub; the motion was seconded by Charles Majors. By a unanimous vote, the project was approved. (Ayes: Clark, Lail, Majors, Stauber, Swinson; Nays: None; Abstentions: None)

OTHER BUSINESS/ADJOURN

There being no additional business matters to go before the GO Virginia Region 3 Council, Chairman Lail adjourned the meeting at 1:45 p.m.


Deborah B. Gosney, Southside PDC
Support Organization/Fiscal Agent


Ernest "Randy" Lail
Chairman