

**GO VIRGINIA REGION 3 FULL COUNCIL MEETING
ZOOM MEETING MINUTES
Wednesday, April 21, 2021**

The GO Virginia Region 3 Council met on Wednesday, April 21, 2021 at 1:01 p.m. utilizing Zoom virtual technology.

REGULAR BUSINESS

1. Call To Order And Chairman's Opening Comments

Chairman Lail called the meeting to order at 1:01 p.m.

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
W. Scott Burnette	X		Jeff Reed		X
Rebecca Carter		X	E. Larry Ryder	X	
Timothy J. Clark	X		Roger Scott	X	
Angeline Godwin		X	Karl N. Stauber	X	
Amy Griffin	X		Sherry Swinson	X	
Winston Harrell		X	Denise Taylor-Forrest	X	
E. Randolph Lail	X		C. R. "Bob" Timmons		X
Charles H. Majors	X		Lauren Willis		X
James McClain II	X		Nicole Young		X
John Parkinson	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
Nancy Pool	Region 3 Contract Staff
Deborah Gosney-Southside PDC	Region 3 Support Org/Fiscal Agent
Lisa McGee-Southside PDC	Region 3 Support Org/Fiscal Agent

C. Guests in Attendance:

Name	Organization
Benjamin Davenport	Virginia Growth and Opportunity Board Member
Dr. Tammy Hurt	Institute for Advanced Learning and Research
Dr. Julie Brown	Institute for Advanced Learning and Research
Dana Wilson	Institute for Advanced Learning and Research
Brandon Hennessey	Longwood Small Business Development Center
Hope Gayles	Southern Virginia Higher Education Center
Andrea Devening	Department of Housing and Community Development

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
Dr. Amy Griffin	Virginia Ed Strategies

5. Approval of Minutes

Chairman Lail noted that the minutes of the January 20, 2021 Executive Committee meeting were received via email prior to the meeting and included in the meeting packet. **Charles Majors made a motion that the minutes from the January 20, 2021 Full Council meeting be approved as presented; the motion was seconded by Tim Clark and by roll call vote all members voted affirmatively. (Ayes: Burnette, Clark, Griffin, Lail, Majors, McClain, Parkinson, Scott, Stauber, Swinson, Taylor-Forrest; Nays: None; Abstentions: None Mr. Ryder was not present at the time of the vote.)**

6. Financial Reports

Deborah Gosney reviewed the Financial Reports that were included in the meeting packet for period March 1, 2021 – March 31, 2021. **Roger Scott made a motion that the Financial Reports for period ending March 31, 2021 be approved as presented; the motion was**

seconded by Scott Burnette and by roll call vote all members voted affirmatively. (Ayes: Burnette, Clark, Griffin, Lail, Majors, McClain, Parkinson, Ryder, Scott, Stauber, Swinson, Taylor-Forrest; Nays: None; Abstentions: None)

SPECIAL APPEARANCES AND PRESENTATIONS

7. Benjamin J. Davenport, Jr.

GO Virginia State Board and Foundation member Ben Davenport provided brief remarks concerning the State Board's work and shared that he is frequently asked for the curriculum for GO TEC program. He also shared that the GO Virginia Foundation believes there needs to be a focused conversation between employers and education. Charley Majors shared that GO Virginia Region 3 wants to gather more information about broadband and where it is/is not available within our region. Further, Mr. Majors inquired the possibility of amending what would be permitted in proposals with regards to healthcare. Mr. Davenport suggested that Region 3 develop a project proposal and present it to the GO Virginia State Board for review.

8. GO TEC (Great Opportunities in Technology and Engineering Careers) Update

Dr. Tammy Hurt, GO TEC Program Manager, and Dr. Julie Brown, Director of Advanced Learning at the Institute for Advanced Learning and Research (IALR) provided update on the GO TEC program. Dana Wilson, Program Coordinator Work-based Learning at IALR shared updates on the Common Platform project and use of the Major Clarity Software. Dr. Brown explained that this initiative is under an Enhanced Capacity Building grant, and the focus is to align the schools and opportunities to allow equitable access to all students. Dr. Brown also explained that the students continue to have access to Major Clarity after graduation, so they have access to jobs that are posted.

OLD BUSINESS

9. Approved Projects Updates – no discussion

Prior to the meeting, Bryan David provided the Council members with updated Project Progress Reports for the following:

- Bridge to Recovery
- GO TEC 2B
- Common Platform (Major Clarity)
- Genedge - Retooling Virginia Manufacturing for Strategic Industries
- Mid-Atlantic Broadband Communities Corporation (MBC) – Middle Mile Expansion for Economic Growth
- Virginia Small Business Development Centers

NEW BUSINESS

10. Committee Reports

1. Project Review Committee – John Parkinson, Committee Chair, shared that the Project Review Committee (PRC) met on April 15 to consider two Enhanced Capacity Building Project applications.

a. **Defense Supply Chain Research Project**

John Parkinson acknowledged that this project did not receive unanimous support of the Project Review Committee and discussed with the Council the committee members' areas of agreement and areas of concern.

Scott Burnette made a motion to deny approval of the Defense Supply Chain Research Project; the motion was seconded by Roger Scott. By a majority of votes, the project was denied. (Ayes: Burnette, Clark, Griffin, McClain, Parkinson, Ryder, Scott, Stauber, Swinson, Taylor-Forrest; Nays: Randy Lail; Abstentions: Charles Majors)

b. **Forest Carbon Credit Offset Aggregation Pilot Project – Phase 1**

Details of the project were provided to Council members for review prior to the meeting. The PRC recommended approval of the Forest Carbon Offset Aggregation Pilot Project subject to two conditions:

- i. Receipt of the support letters from the Counties of Brunswick, Halifax, and Mecklenburg;
- ii. Awarding of the identified matching funds from the Governor's Agriculture and Forestry Industries Development Fund (AFID) and the US Economic Development Administration.

The Council's discussion focused on whether this application aligned with the goals and objectives of the Region 3's Growth and Diversification Plan or whether it was an innovative way to promote regional collaboration for economic development through the creation of a regional economic development authority.

Following discussion, **John Parkinson made a motion to approve the Forest Carbon Credit Offset Aggregation Pilot Project – Phase I; the motion was seconded by Roger Scott. The vote was split with six (6) council members voting yes, and six (6) council members voting no. (Ayes: Lail, Majors, Parkinson, Stauber, Swinson, Taylor-Forest; Nays: Burnette, Clark, Griffin, McClain, Ryder, Scott; Abstentions: None)**

Bryan David, GO Virginia Program Director, recommended that the Forest Carbon Credit Offset Aggregation Pilot Project be withdrawn for consideration.

2. Nominations Committee

Tim Clark shared that everyone had received confidential nomination information prior to the meeting and asked if anyone felt the need to go into Closed Session. Hearing no reason, Mr. Clark continued by sharing that everyone that had been asked to serve on the GO Virginia Region 3 Council had accepted. Bryan David added that the names of the nominees would be presented to the Full Council at the July Full Council meeting. The nominees will be invited to attend the July 21st meeting and for appointment by the Council.

11. Proposed FY2021-2022 GO Virginia Region 3 Council Operating Budget

Deborah Gosney presented the proposed FY2021-2022 GO Virginia Region 3 Council Operating Budget. The proposed budget was provided to Council members for review prior to the meeting.

Scott Burnette made a motion to adopt the proposed FY2021-2022 GO Virginia Region 3 Council Operating Budget; the motion was seconded by Roger Scott and by roll call vote all members voted affirmatively. (Ayes: Burnette, Clark, Griffin, Lail, Majors, McClain, Parkinson, Ryder, Scott, Stauber, Swinson, Taylor-Forrest; Nays: None; Abstentions: None)

PROGRAM DIRECTOR'S REPORT

12. Southern Virginia (Region 3) Broadband Mapping Project

Bryan David reminded the Council that the broadband initiative focused on having a qualified firm "...prepare gap assessment of assets/broadband deployment in Region 3, including middle mile, and developing a regional strategy for broadband deployment in the Region 3 footprint."

During the drafting of the RFP, staff contacted Kyle Rosner, Broadband Policy Specialist with the Governor's Office, and Tad Deriso, CEO of Mid-Atlantic Broadband, for their perspectives on this proposed project as subject matter experts. Mr. Rosner indicated that Commonwealth Connect (an initiative coordinated by the Governor's Office) has much of the requested data that can be made available to the Council. Mr. Rosner recommended a better approach would be to take two steps: 1) seek opportunities for gaps in middle mile infrastructure by working with Mid-Atlantic Broadband Communities (MBC) Corporation that could lead to an implementation grant; and 2) work with Commonwealth Connect to identify 2-3 localities in the footprint which need more technical assistance for last-mile planning, and work with a local champion to develop a planning grant for them. Chairman Lail consulted with MBC's President/CEO, Tad Deriso, who confirmed Mr. Rosner's recommendation.

The Executive Committee decided to suspend the issuance of the RFP and to follow the recommendations as outlined above.

At its meeting on February 17, 2021, the Executive Committee revisited this matter and decided to redraft the RFP from last year to better determine where (location-wise) recent Federal and State last mile grant funded projects were and plan to be deployed in Region 3. This inventory and mapping effort will show geographic areas that could be targeted and promoted for future grant funded projects.

The Region 3 Council could potentially serve as a convener/facilitator between Internet Service Providers and localities in order to pursue future State and Federal grants for last-mile broadband. Also, Region 3 could coordinate with MBC potential GO Virginia eligible middle-mile broadband projects that support these last-mile projects.

The proposed mapping project has been shared with Tad Deriso at MBC. He fully supports the project and will make available all the digital GIS information MBC has about its State and Federally grant funded middle mile projects as well as any other grant funded non-MBC broadband projects in Region 3 on file.

The working details of the project are as followings:

- Scope of Work – following draft RFP items A through H to the greatest extent practicable
- Budget – \$13,332 (est.) based on total hours at hourly rates of SPDC GIS and Administrative Staff with a not to exceed ceiling
- Schedule – to be determined

- Deliverable - a geospatial mapping exhibit of all last-mile and middle-mile projects in the Region 3 footprint which have been funded since 2015 with grant funds from Federal and State agencies

Deborah Gosney added that the \$13,332 would be leveraged with Economic Development Authority funds. She explained that GO Virginia funding will only be used to pay two Southside PDC GIS Staff people and the administrative salary will be funded with EDA funding. She further shared that they will be working closely with the state and sharing resources.

Tim Clark made a motion to approve the Southern Virginia (Region 3) Broadband Mapping Project budget; the motion was seconded by Sherry Swinson and by roll call vote all members voted affirmatively. (Ayes: Burnette, Clark, Griffin, Lail, Majors, McClain, Parkinson, Ryder, Scott, Stauber, Swinson, Taylor-Forrest; Nayes: None; Abstentions: None)

13. GO Virginia Region 3 Health Care Occupations

Bryan David provided reports and studies associated with health care occupations in the GO Virginia Region 3 footprint.

The information outlined a need to better understand:

1. the underlying drivers and potential methods to address Region 3's health outcomes and factors when compared to the state-wide data.
2. how workforce development strategies for health care occupations could be developed, implemented, and managed to address these identified health outcomes and factors.

The GO Virginia Stakeholder Workgroup from early 2020 expressed an overriding consideration regarding a change to GO Virginia grant funding of projects related to health care, recommending that GO Virginia Board Policy #8 (Use of GO Virginia Funds for Investments in Broadband) be modified to permit health care sector investments subject to the following three (3) conditions:

1. If the region can demonstrate that the sector is serving a significant number of customers from an adjacent state and that the GO Virginia investment would allow it to expand services to those customers, thus increasing the export of health care services (non-state revenue generated).
2. If the region can demonstrate that its health outcomes scores (or other similar measure of community health) are such that it is negatively impacting the region's ability to attract or retain businesses in its targeted sectors and that the investment would improve the measure.
3. If the lack of available healthcare services in a region are causing residents to leave the state to seek services in neighboring states and the investment would stop the leakage of dollars to neighboring states.

The Executive Committee recommended authorization of a letter and supporting information be prepared for the Region 3 Chair to send to the Chair of the GO Virginia State Board and the Department of Housing and Community Development GO Virginia staff requesting the Stakeholder Workgroup's recommendation on health care sector investments be revisited by the GO Virginia State Board.

Scott Burnette made a motion to approve the Chair to provide a letter and supporting information to the Chair of the GO Virginia State Board and the Department of Housing and Community Development GO Virginia for the purposes stated; the motion was

seconded by Dr. Amy Griffin and by roll call vote all members voted affirmatively. (Ayes: Burnette, Clark, Griffin, Lail, Majors, McClain, Parkinson, Ryder, Scott, Stauber, Swinson, Taylor-Forrest; Nays: None; Abstentions: None)

14. Growth & Diversification Plan Approach and Status

As required by the Virginia Growth and Opportunity Act, each regional council shall review and amend the economic growth and diversification plan not less than biennially. Each regional council shall submit an amended growth and diversification plan to DHCD no later than October 31, 2021 for consideration at the December 2021 GO Virginia State Board meeting. The overall goal of this plan update is to reevaluate the Region 3 Council's overall goals and strategic priorities, with a focus on accelerating economic recovery efforts in the near-term while supporting investments that will advance longer-term economic growth strategies within the Region.

Below is a list of the required elements that must be addressed in the Growth & Diversification Plan update. GO Virginia Region 3 will utilize Nancy Pool, The RiverLink Group, and the Longwood Office of Community & Economic Development to prepare this plan update under the guidance of the Executive Committee. The goal is to produce a simplified and more graphically designed Plan Update that can easily be used to benchmark progress over the next two years, while ensuring quality in the data analytics and stakeholder engagement processes.

Council members are being encouraged to support encouraging stakeholder participation in the planned sessions. Further, Council members were requested to provide feedback on the three following questions.

1. What is the most powerful thing this Council can do over the next two years to advance and execute its operational strategy?
2. How should Council measure the impact of its decisions?
3. Of the four priority areas of investment on which GO Virginia focuses, should any be prioritized in our plan and if so, which and why?
 - Workforce/Talent
 - Site Development
 - Entrepreneurship/Innovation
 - Scale-up/Commercialization

Chairman Lail asked that these three questions be sent to Council members for their input via email.

Additionally, Mrs. Povar added that six stakeholder sessions will be scheduled covering the four priority areas and each stakeholder group will emphasize one of the four.

15. Virginia Chamber of Commerce – Blueprint Virginia 2030

Bryan David stated that Chris Lloyd with McGuireWoods Consulting recently shared that the Virginia Chamber of Commerce has announced its Blueprint Virginia 2030 Regional Tour. This tour invites GO Virginia council members along with other regional leaders from business, economic development, workforce, education, housing, along with other community representatives from across the Commonwealth to provide input for Virginia's next statewide strategic plan.

A series of virtual meetings are scheduled for each of the GO Virginia regions. Registration for these meetings is free of charge. GO Virginia Region 3's meeting is scheduled for Wednesday, May 26th, from 12:00 p.m. to 1:00 p.m. Randy Lail will represent Region 3. Mr. David provided information in the meeting package regarding Blueprint Virginia 2030, the Region 3 meeting, and other related information and directed Council members to the Virginia Chamber's webpage for more information and registration: <https://www.vachamber.com/advocacy/blueprint-virginia/>

16. Region 3 Eligible Subgrantee Organizations and GO Virginia State Grant Awards

The Southside Planning District Commission as the Region 3 support organization is the grantee for all grants awarded. The subgrantee is the entity which has responsibility for project management and reporting. A roster identifying other eligible subgrantees was provided prior to the meeting. This roster will be used to implement a business development plan and it will be updated as needed.

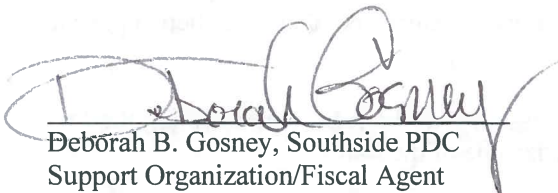
This business development plan will generally include the following elements:

1. identification of those entities and organizations which are eligible to be a GO Virginia subgrantee and whose purpose and mission are aligned with the GO Virginia State and Region 3 priorities and areas of interest
2. research and understanding of the staffing and fiscal capacity of subgrantees to prepare project applications and manage projects upon award through completion both efficiently and successfully
3. cultivation of relationships and support from the leadership with those eligible subgrantees for GO Virginia Region 3 meeting elements i and ii
4. identify and pursue other non-conventional partnerships and collaboratives which align with the GO Virginia program as appropriate

The GO Virginia State Board receives an update at each of its meetings from DHCD staff a historical account of projects funded to date. This account includes the types of projects funded and by region. A copy of the presentation made to the GO Virginia State Board at its meeting on December 7, 2020 was provided in the meeting package.

OTHER BUSINESS/ADJOURN

There being no additional business matters to go before the GO Virginia Region 3 Council, Chairman Lail adjourned the meeting at 3:08 p.m.


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


Ernest "Randy" Lail
Chairman