

**GO VIRGINIA REGION 3 COUNCIL MEETING
MEETING MINUTES
Wednesday, January 22, 2020**

The Go Virginia Region 3 Council met on Wednesday, January 22, 2020 at 1:00 p.m. in the conference room of the Halifax County IDA office located in the Southern Virginia Technology Park at 1100 Confroy Drive in South Boston, Virginia.

REGULAR BUSINESS

1. CALL TO ORDER

Chairman Lail called the meeting to order at 1:00 p.m.

2. ROLL CALL AND CONFIRMATION OF QUORUM

Chairman Lail declared a quorum was present.

A. Council Members:

| Present | Absent | |
|-----------|----------|-----------------------|
| ✓ | | Scott Burnette |
| | ✓ | Rebecca Carter |
| ✓ | | Timothy J. Clark |
| ✓ | | Angeline Godwin |
| ✓ | | Amy Griffin |
| | ✓ | Winston Harrell |
| ✓ | | E. Randolph Lail |
| ✓ | | Charles H. Majors |
| ✓ | | James McClain II |
| ✓ | | John Parkinson |
| ✓ | | Larry Ryder |
| ✓ | | Roger Scott |
| ✓ | | Karl Stauber |
| ✓ | | Sherry Swinson |
| | ✓ | Denise Taylor-Forrest |
| ✓ | | C. R. "Bob" Timmons |
| | ✓ | Telly Tucker |
| ✓ | | Lauren Willis |
| | ✓ | Nicole Young |
| 14 | 5 | TOTAL |

B. Staff in Attendance:

Liz Povar, The Riverlink Group

Deborah Gosney, Southside PDC-Support Organization/Fiscal Agent

C. Guests in Attendance:

Mike Hankins, Lunenburg County Board of Supervisors

Tammy Hurt, Institute of Advance Learning & Research (IALR), GO-TEC Project
Julie Brown, Institute of Advanced Learning & Research (IALR), GO-TEC Project
Ilsa Loeser, Letterpress Communications

3. PUBLIC COMMENTS

Julie Brown and Tammy Hurt with IALR commented that they were attending to stay informed of GO Virginia activities. Ilsa Loeser with Letterpress Communications also commented that she was attending to stay informed. Mike Hankins, Lunenburg County Board of Supervisors, stressed the need for new jobs and emphasized that Lunenburg County is “open for business”.

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:

Mid Atlantic Broadband - Charles H. Majors and E. Randolph Lail
Institute for Advanced Learning and Research - Charles H. Majors and Angeline Godwin
GO-TEC Project – Amy Griffin and Angeline Godwin

5. APROVAL OF MINUTES

Chairman Lail noted that the minutes of the October 16, 2019 Council meeting were received via email prior to the meeting and included in the meeting packet. **Karl Stauber made a motion that the minutes from the October 16, 2019 Council meeting be approved as presented; the motion was seconded by Scott Burnette and carried unanimously.**

6. FINANCIAL REPORT

Deborah Gosney asked members to refer to the Financial Report included in their meeting packet for period ending December 31, 2019 and noted the following:

FY19 Capacity Building GO VA Grant Funds total \$361,111. The next draw which includes expenditures for the months of December and January totaling \$31,913.01 will leave a balance remaining of \$28,693.45. Deborah noted that in order to fully expend FY19 funds, we need to incur one additional month of expenditures (February) and request FY20 funds beginning March 1st.

GO-TEC, Phase 1-GO VA Grant Funds total \$648,000. The next draw totaling \$691.40 will leave a balance remaining of \$111,208.61. Approved match committed to the project totals \$674,437; match applied to date totals \$2,109,539.32 resulting in match overage of \$1,516,102.32. The match overage can be carried forward to the next phase (Phase 2A) provided the expenditure occurred within 12 months prior to the award date (March 12, 2019) for Phase 2A; thus, match can be counted back to March 12, 2018.

SOVA Innovation Hub - GO VA Grant Funds total \$80,000. The balance remaining is \$20,000. Approved match committed to the project totals \$88,919.81; match applied to date totals \$77,839.61 leaving a balance of \$11,080.20. Plans for expending the remaining \$20,000 in grant funds will be used to conduct a third-party market research study to measure need demand by entrepreneurs, which will inform programming and physical space needs; and acquire equipment to support computer science teacher training.

Charley Majors made a motion to accept the Financial Report for period ending December 31, 2019 as presented; the motion was seconded by Scott Burnette and carried unanimously.

OLD BUSINESS

7. BROADBAND RFQ RESPONSES-PRESENTATION/DISCUSSION & PERSONNEL COMMITTEE

Call For Executive Session - Pursuant to Section 2.2-3712 of the Virginia Freedom of Information Act and upon motion of Tim Clark, seconded by Scott Burnette, GO Virginia Region 3 Council entered in Executive Session to discuss received proposals in response to an RFQ issued for a Broadband Study and a personnel contract for the Support Organization pursuant to the closed meeting exemption at § 2.2-3711.29 of the Code of Virginia (discussion of the award of a public contract involving the expenditure of public funds, including interviews of bidders or offerors, and discussion of the terms or scope of such contract, where discussion in an open session would adversely affect the bargaining position or negotiating strategy of the public body).

Return to Open Session - Tim Clark motioned having convened and concluded a closed meeting pursuant to Section 2.2-3712 of the Virginia Freedom of Information Act, members of the GO Virginia Region 3 Counsel certify the following: 1) only public business matters lawfully exempted from open meeting requirements by Virginia Law were discussed in the meeting, and 2) only such public business matters as were identified in the motion by which the closed meeting was convened, were heard, discussed or considered in the meeting by the public body. By roll call all members present voted affirmatively.

Scott Burnette made a motion to issue a RFP to the companies that submitted proposals in response to the RFQ to determine the cost of proceeding with the development of a Broadband Study; the motion was seconded by Tim Clark and unanimously approved.

8. COMMITTEE REPORTS

A. Executive Committee - The State Board Meeting was held December 10, 2019 and was followed by a meeting with the Chairs and Vice-Chairs of the Regional Councils and a separate Support Organization meeting the following morning. Four representatives of the Region 3 Council attended the State Board and Chair/Vice-Chair meetings: Chair Randy Lail, Vice-Chair Charley Majors, Scott Burnett, and Roger Scott. Staff also attended. Topics discussed included match, ROI calculation, consideration of healthcare as a traded sector,

redefining a quorum, and project pipeline development. As follow-up, the State Board is relaunching the Work Group that was tasked with providing input into the original design of GO Virginia. Randy Lail and Charley Majors will alternate attending these sessions. The Work Group will focus on the topics above and make recommendations to the State Board at its March meeting. The Work Group will meet Friday afternoons in Richmond from 2 to 4 p.m. on January 24, January 31, February 7, and February 21. Remote participation will be offered. Liz Povar plans to attend all meetings.

At both the State Board meeting and the following day's Support Organization meeting, an overview of the results of the VEDP Site Characterization Initiative was presented. A total of 460 sites were studied of which just 30 sites qualified as Tier 4 or 5. Regional Councils are encouraged to utilize the information in the report to assist with assessing site development project applications. VEDP is presenting the findings of its work at a series of Roadshows in each GO Virginia Region; the Region 3 Road Show is scheduled for February 18th at The Prizery from 10 to 2 and will be formatted as the Spring All-Hands meeting. Council members are encouraged to attend and spread the word about the event.

- B. Communications Committee – Ilsa Loeser was thanked for the expeditious technical support provided to the Council in developing and implementing the communications strategy for the new GO Virginia Region 3 Executive Director position.

Sherry Swinson reviewed the GO Virginia Region 3 “Road Show” Guide included in the meeting packet; this accompanies the Region 3 “Road Show” PowerPoint which is intended to be used by Council members within their own localities and shown to civic clubs or other audiences to help spread the word about GO Virginia. Each council member is asked to identify and present to at least two organizations over the next year.

- C. Growth & Diversification Committee – Scott Burnette presented recommendations from the G&D Committee on strategies to prioritize from the 2019 G&D Plan Update. The recommendations were approved by consensus. Liz Povar was asked to revise the format of the Project Pipeline Report to include a column noting which strategy the project application aligns with. The Sector Strategies List from the G&D Plan will be attached to the Project Pipeline Report.
- D. Innovation Committee - The most recently funded GO Virginia Project, Entrepreneurship & Innovation (E&I) Investment Strategy, is progressing well. The Region 3 Council staff and the E&I project managers have been participating in a virtual training system to better understand data and how to measure outcomes in the entrepreneurial space. The E&I Investment Strategy is scheduled for completion in March of 2020.

- E. Project Review Committee:

Call For Executive Session - Pursuant to Section 2.2-3712 of the Virginia Freedom of Information Act and upon motion of Scott Burnette, seconded by Roger Scott, the GO

Virginia Region 3 Council entered in Executive Session to discuss new project applications received and the Project Pipeline pursuant to the closed meeting exemption at § 2.2-3711.29 of the Code of Virginia.

Return to Open Session – Scott Burnette motioned having convened and concluded a closed meeting pursuant to Section 2.2-3712 of the Virginia Freedom of Information Act, members of the GO Virginia Region 3 Council certify the following: 1) only public business matters lawfully exempted from open meeting requirements by Virginia Law were discussed in the meeting, and 2) only such public business matters as were identified in the motion by which the closed meeting was convened were heard, discussed or considered in the meeting by the public body. By roll call all members present voted affirmatively.

Lauren Willis made a motion to return the applications to the applicants with recommendations for improvements. Liz Povar will follow up with applicants. The motion was seconded by Roger Scott and unanimously carried with the exception of Amy Griffin and Angeline Godwin who abstained.

9. PROJECT STATUS REPORTS

- A. Project Pipeline Report - Liz Povar reviewed the Region 3 Project Pipeline handout. There are 11 active projects - five in development, four received Letters of Interest, and two received full applications.
- B. Approved Projects Report - Liz Povar reviewed the Region 3 Status of Approved Projects handout included in the meeting packet. The GO-TEC Projects (Phase 1 & Phase 2A) and the SOVA Innovation Project are on schedule and aligned with milestones. The Entrepreneurship & Innovation Investment Strategy is under contract and activities are on schedule.

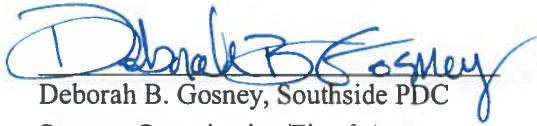
NEW BUSINESS

10. BYLAWS REVISIONS

The Executive Committee discussed a Bylaws revision to reconsider the current quorum requirements for meetings. Currently the Bylaws state a physical count of 10 members present constitutes a quorum. There was discussion about reducing the size of the physical quorum to eight (8) members and requiring a majority of members whether physically present or by phone to take action on motions. Charley Majors has agreed to make a full review of the Bylaws and suggest any additional changes. Deborah Gosney was asked to review attendance of past meetings to determine average attendance and use as the basis for defining a quorum.

OTHER BUSINESS/ADJOURN

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



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



Ernest "Randy" Lail
Chairman