

**GO VIRGINIA REGION 3 COUNCIL  
ZOOM MEETING MINUTES  
Wednesday, May 20, 2020**

The Southern Virginia GO Region 3 Council met on Wednesday, May 20, 2020 at 1:00 p.m. utilizing ZOOM virtual technology.

**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:

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

B. Staff in Attendance:

Liz Povar	The Riverlink Group
Nancy Pool	The Riverlink Group
Deborah Gosney	Support Org/Fiscal Agency Representative
Lisa McGee	Support Org/Fiscal Agency Representative

C. Guests in Attendance:

Linda Green	Executive Director	Southern Virginia Regional Alliance
Lauren Mathena	Director of Economic Development and	Mid-Atlantic Broadband Communities Corporation

	Community Engagement	
Tammy Hurt	GO-TEC Program Manager	Institute of Advanced Learning & Research
Julie Brown	Director of Advanced Learning	Institute of Advanced Learning & Research
Bryce Simmons	Economic Development Director	Patrick County
Neil Burke	Chief Financial Officer	Benchmark Bank

### 3. STATE GUIDANCE FOR REGIONAL COUNCILS

Chairman 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.

### 4. PUBLIC COMMENTS

No written or verbal public comments were received.

### 5. 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:

Charles H. Majors	Mid-Atlantic Broadband, Institute for Advanced Learning and Research, Danville Regional Foundation
Randolph Lail	Mid-Atlantic Broadband
Angeline Godwin	Institute for Advanced Learning and Research, Patrick Henry Community College
Linda Green	Institute for Advanced Learning and Research
Amy Griffin	Cumberland County Public Schools/GO-TEC Project
Jeff Reed	Virginia's Growth Alliance

### 6. APROVAL OF MINUTES

Chairman Lail noted that the minutes of the January 22, 2020 Council meeting were received via email prior to the meeting and included in the meeting packet. **Scott Burnette made a motion that the**

**minutes from the January 22, 2020 Council meeting be approved as presented; the motion was seconded by Amy Griffin and by roll call vote all members voted affirmatively.**

## 7. FINANCIAL REPORT

Deborah Gosney asked members to refer to the Financial Report that was included in the meeting packet for period 03/31/20 to 04/30/20. Deborah noted the following:

FY20 Capacity Building GO VA Funds total \$361,111. Grant dollars expended to date is \$32,246.12 leaving a balance remaining of \$217,753.88. Deborah noted that we fully expended FY19 funds and shifted to the FY20 budget on March 1, 2020.

GO-TEC, Phase 1, GO VA Project Funds total \$648,000. Grant dollars expended to date total \$567,734.54 leaving a balance remaining of \$80,265.46. Committed match budgeted for the project totals \$674,437 of which \$2,190,539.32 was submitted and approved. The project was overmatched by \$1,516,102.32 of which \$224,308.99 was qualified by DHCD to be carried forward to GO-TEC Phase 2A; the remaining overmatched amount applied to GO-TEC Phase 1 is \$1,291,793.33.

GO-TEC, Phase 2A, GO VA Project Funds total \$1,320,787. Grant dollars expended to date total \$721,088.22 leaving a balance remaining of \$599,698.78. Committed match budgeted for the project totals \$1,479,635 of which \$865,332.01 has been submitted and approved leaving a balance remaining of \$614,302.99.

SOVA Innovation Hub - GO VA Project Funds total \$80,000. Grant dollars expended to date total \$60,000 leaving a balance remaining of \$20,000. Committed match budgeted for the project totals \$88,919.81 of which \$77,839.61 has been submitted and approved leaving a balance remaining of \$11,080.20. The remaining \$20,000 in grant funds will be used to conduct a third-party market research entrepreneurial study and acquire equipment to support computer science teacher training.

Regional Entrepreneurship Initiative - GO VA Project Funds total \$100,000. Grant dollars expended to date total \$21,816.37 leaving a balance remaining of \$78,183.63. Committed match budgeted for the project totals \$50,000 of which \$36,228.99 has been submitted and approved leaving a balance remaining of \$13,771.01.

**Scott Burnette made a motion that the Financial Report for period ending April 30, 2020 be approved as presented; the motion was seconded by Larry Ryder and by roll call vote all members voted affirmatively.**

## OLD BUSINESS

### 8. COMMITTEE REPORTS

A. Executive Committee - The GO Virginia State Board made policy changes that allowed regions to rapidly respond to COVID-19 by offering additional resources and repurposing funds to meet short term needs. The handout provided in the meeting package details the five pools of funding

available. Project match is reduced from 100% to 50% and the local 20% match is waived for all existing regular pools of funding through December of 2020; the reduced match for the new Economic Recovery & Resiliency (ERR) Pool is effective through April of 2021. The ERR Pool was funded using unallocated competitive funding to allocate \$1,000,000 per GO Virginia region for COVID-19 related projects. Up to \$300,000 of the \$1,000,000 can be used for Enhanced Capacity Building (ECB) projects totaling \$100,000 or less. The ECB projects do not require State Board approval thus an expedited approval process. In summary, GO Virginia Region 3 has \$2,000,000 in per capita funds - \$1,000,000 in the regular pool and \$1,000,000 in the COVID ERR Pool. Of the \$1,000,000 in the COVID ERR Pool, \$75,000 has been committed to a recently approved project leaving a balance of \$925,000 for additional COVID ERR Projects.

- B. Bylaws Committee - Charles Majors reported that bylaws are being amended to include adding language concerning virtual meetings, redefining what constitutes a quorum, and basic editing and cleanup corrections; State Board approval is no longer required for filling region council vacancies. **Charles Majors motioned to introduce the amended bylaws at the next meeting; the motion was seconded by Bob Timmons and by roll call vote all members voted affirmatively.**
- C. Communications Committee - The Communications Committee met April 28, 2020 to review the status of the deliverables from Letterpress, the communications vendor, and make the decision as to whether to continue the contract for another year as the current contract expires June 30, 2020. The summary of outcomes for Letterpress was provided. The goal was that Letterpress's marketing/outreach efforts would develop 10 new project leads which is currently at 15, thus exceeding projections. Facebook exposure resulted in 581 followers exceeding the goal of 420. Website visitors total 1,288, a 66.4% increase from 1<sup>st</sup> quarter of 2019. The Communications Committee is recommending that the Council continue to use an external communications firm to support marketing and outreach for the Council and authorize the Executive Committee to proceed with extending the contract for the next fiscal year. It was noted that meeting related posts to the website and MailChimp updates would now be performed by Southside PDC staff which allows more time to be dedicated to email blasts and special events/announcements by Letterpress. **Tim Clark motioned to continue the contract with Letterpress Communications for another year through June 30, 2021; the motion was seconded by Roger Scott and by roll call vote all members voted affirmatively.**
- D. Nominating Committee – Jeff Reed was contacted to fill the economic development vacant slot for the Region 3 Council, and he agreed to serve. **Tim Clark made the motion to fill the economic development vacancy of the Region 3 Council with Jeff Reed; the motion was seconded by Roger Scott and by roll call vote all members voted affirmatively.** Tim welcomed Jeff who was in attendance and announced him as now being an official member of the Council with voting privileges for the remainder of the meeting.
- E. Innovation Committee – The Innovation Committee reported that the Entrepreneurship and Innovation (E&I) Strategy Study, funded with GO Virginia ECB funds, is near completion. The Committee met with the E&I Management Team by video conference. The Team reported that community engagement and outreach to many organizations as well as businesses has been

undertaken to provide data that informs the report. They are also working on mapping initiatives to provide a visualization tool. Research is being performed on traded sectors and some non-traded sectors which impact the traded sectors. The research validated geographic subregions where connectivity is already occurring. Meetings and visits with other similar models and extensive research have proven to be beneficial. It was noted that leveraging existing resources is critical to overall success. The final report will be submitted by the end of June as projected.

## 9. BROADBAND STRATEGY

Last fall the Executive Committee issued an RFQ seeking organizations interested in performing a 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. Following the receipt of proposals from interested organizations, the Committee then requested that staff draft an RFP for review to solicit quotes from those who responded. Staff also contacted Kyle Rosner, Broadband Policy Specialist with the Governor's Office, and Tad Deriso, CEO of Mid-Atlantic Broadband, for their perspectives as subject matter experts. Mr. Rosner indicated that Commonwealth Connect has much of the requested data that it can make available to the Council. He recommended that a better approach would be to take two steps: 1) seek opportunities for gaps in middle mile infrastructure by working with MidAtlantic Broadband which has significant understanding of gaps in middle mile infrastructure; and 2) work with DHCD and Commonwealth Connect teams 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 planning grants on their behalf. Based on these recommendations, no RFP was issued. Liz Povar reported that feedback from MBC and DHCD was received. She provided a summary report dated May 20, 2020 from Tamarah Homes with DHCD which outlines broadband initiatives currently underway in the GO Virginia Region 3 footprint; Liz noted that Danville and Martinsville were not included in the report. It appears from the report that at least four localities have not undertaken any planning or implementation broadband efforts to date. Approximately six to seven localities have an apparent strength of private sector working with public sector. The summary will be emailed to Council members. The broadband initiative at the State level have moved from CIT to DHCD. The Executive Committee will discuss next steps at their June meeting.

## 10. APPROVED PROJECTS STATUS

All projects are on schedule. The GO-TEC Phase 2 project was divided into two phases. Staff is currently working with DHCD to demonstrate that Phase 2A deliverables have been met; the Executive Committee will need to formally request action by the State Board to authorize the allocation of Phase 2B funding. In addition, the GO-TEC team requested that DHCD consider a reduction of the match funding for Phase 2B, due to impacts to K-12 School Divisions as a result of COVID-19. The Executive Committee will need to act on this request for consideration by the State Board.

## 11. CLOSED SESSION

Call For Closed Session - Pursuant to Section §2.2-3712 of the Virginia Freedom of Information Act and upon motion by Tim Clark, seconded by Scott Burnette, the GO Virginia Region 3 Executive Committee unanimously approved to enter into CLOSED Session to discuss recommendations made

for new project applications, active project pipeline status, and personnel updates pursuant to the closed meeting exemption at §2.2-3711.29 of the Code of Virginia; by roll call vote, all members voted affirmatively.

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 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 vote, all members voted affirmatively.

Action on Closed Session Items

**Karl Stauber motioned to approve the ERR Per Capita application for the Region 3 Road to Recovery Supply Chain Project as presented by the Project Review Committee; the motion was seconded by Lauren Willis; roll call vote resulted in:**

Members	Vote	Members	Vote
W. Scott Burnette	No	Jeff Reed	Abstain
Rebecca Carter	Absent	E. Larry Ryder	Yes
Tim Clark	Yes	Roger Scott	Yes
Angeline Godwin	Abstain	Karl N. Stauber	Yes
Amy Griffin	Abstain	Sherry Swinson	Absent
Winston Harrell	Yes	Denise Taylor-Forrest	Yes
E. Randolph Lail	Yes	C. R. "Bob" Timmons	No
Charles H. Majors	Abstain	Lauren Willis	Yes
James McClain II	Yes	Nicole Young	Yes
John Parkinson	Yes		

**Jeff Reed motioned to support the State Competitive application for the Region 1 GENEDGE COVID Response Project as presented by the Project Review Committee; the motion was seconded by Tim Clark; roll call vote resulted in:**

Members	Vote	Members	Vote
W. Scott Burnette	Yes	Jeff Reed	Yes
Rebecca Carter	Absent	E. Larry Ryder	Yes
Tim Clark	Yes	Roger Scott	Yes
Angeline Godwin	Abstain	Karl N. Stauber	Yes
Amy Griffin	Yes	Sherry Swinson	Absent

Winston Harrell	Yes	Denise Taylor-Forrest	Yes
E. Randolph Lail	Yes	C. R. "Bob" Timmons	Yes
Charles H. Majors	Yes	Lauren Willis	Yes
James McClain II	Yes	Nicole Young	Yes
John Parkinson	Yes		

**Charles Majors motioned to support the State Competitive application for the Region 7 Virginia Small Business Development Center Network Support Project as presented by the Project Review Committee; the motion was seconded by Tim Clark; roll call vote resulted in:**

Members	Vote	Members	Vote
W. Scott Burnette	No	Jeff Reed	Abstain
Rebecca Carter	Absent	E. Larry Ryder	Yes
Tim Clark	Yes	Roger Scott	Yes
Angeline Godwin	Abstain	Karl N. Stauber	No
Amy Griffin	Yes	Sherry Swinson	Absent
Winston Harrell	Yes	Denise Taylor-Forrest	Yes
E. Randolph Lail	Yes	C. R. "Bob" Timmons	No
Charles H. Majors	Yes	Lauren Willis	Yes
James McClain II	Yes	Nicole Young	Yes
John Parkinson	Yes		

**NEW BUSINESS**

**12. FY21 CAPACITY BUILDING BUDGET**

Deborah Gosney presented the FY21 Capacity Building Budget which was included in the meeting packet. Deb noted that while the Capacity Building Budget includes potential administrative fees from approved projects, these funds will not be shown in the budget as submitted to DHCD. Project administrative fees are used to subsidize costs associated with post-project staff work. **Charles Majors made the motion to accept the FY21 Capacity Building Budget; the motion was seconded by Bob Timmons and by roll call vote all members voted affirmatively.**

**13. ELECTION OF FY21 CHAIR/VICE-CHAIR**

The current slate of officers serving GO Virginia Region 3, is Randy Lail, Chair, and Charles Majors, Vice-Chair. Nominations were opened for the slate of officers to serve for the FY21 year. **Karl Stauber motioned that the current slate of officers continues to serve for the FY21 year; the motion was seconded by Jeff Reed and by roll call vote all members voted affirmatively.**

**OTHER BUSINESS/ADJOURN**

There being no additional business matters to go before the GO Virginia Region 3 Executive Committee, Chairman Lail adjourned the meeting at 3:50 p.m.



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



Ernest "Randy" Lail  
Chairman