

**GO VIRGINIA REGION 3 EXECUTIVE COMMITTEE
MEETING MINUTES**

Wednesday, June 15, 2022

REGULAR BUSINESS

1. Call To Order

Chair Lail called the GO Virginia Region 3 Executive Committee meeting to order on Wednesday, June 15, 2022, at 10:00 a.m. 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

Chair Lail declared a quorum was present.

Region 3 Executive Committee Members

Members	In Person	Absent	Virtual
Timothy J. Clark		x	
E. Randolph Lail	x		
Charles H. Majors	x		
Sherry Swinson			x
Lauren Willis	x		

Region 3 Staff in Attendance

Name	Organization	In Person	Virtual
Bryan David - UVA Weldon Cooper Center	Region 3 Program Director		x
Liz Povar - RiverLink Group	Region 3 Contract Staff		x
Nancy Pool – RiverLink Group	Region 3 Contract Staff	x	
Deborah Gosney – Southside PDC	Region 3 Support Org/Fiscal Agent	x	
Ann Taylor Wright - Southside PDC	Region 3 Support Org/Fiscal Agent		x

Guests in Attendance

No guest in attendance.

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

5. Approval of Minutes

Chair Lail noted that the minutes of the March 15, 2022, 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 March 15, 2022, Executive Committee meeting be approved as presented; the motion was seconded by Lauren Willis and was approved by unanimous vote.

6. Financial Reports

Deborah Gosney reviewed the Financial Reports that were included in the meeting packet for period May 1, 2022, to May 31, 2022. The Executive Committee accepted the Financial Report as given.

Lauren Willis made a motion to approve the Financial Report as presented; the motion was seconded by Charles Majors and was approved by unanimous vote.

7. Region 3 Approved Projects Update

Prior to the meeting, and in an email sent separately from the meeting packet, Bryan David provided the Executive Committee members with updated Progress Reports for the following projects:

- Bridge To Recovery Project - A total of 77 applications have been approved totaling \$636,000 and 77 suppliers have been qualified.
- Southern Virginia Regional Alliance Site Development Project - Engineering and due diligence bids are underway and work is anticipated to proceed and be completed in the anticipated timeline.
- GO TEC Phase 2B Project - One-on-one training for GO TEC Career Connection teachers continues. The subcontract with Carroll County was amended to include new Career Connections modules to support precision agriculture and biotechnology. Negotiations are underway with the Controlled Environment Agriculture Innovation Center to pilot a vertical ag unit for inclusion in Career Connections.
- ExperienceWorks Project - IALR Work-Based Learning (WBL) coordinator held the quarterly MajorClarity Partners Meeting for all the school division partners to discuss current usage, achievements, goals, best practices, and challenges.
- Controlled Environment Agriculture (CEA) Project - The CEA Contract has been executed. No other activity to date.

- Entrepreneurship & Innovation Implementation Project - Regional convening continues with virtual meetups, Rise & Shine networking events are held twice a month, and ongoing planning meetings with partners continue. Access to capital strategy discussions continue with written reports/recommendations in progress.
- SEED Innovation Hub Project – Longwood submitted an EDA funding request for Project SEED/Farmville Innovation Hub and have received a non-binding letter of commitment.
- Virginia’s Growth Alliance (VGA) Refresh/Restart Project – The procurement for services process is underway and work is anticipated to proceed and be completed in the anticipated timeline.
- Mid-Atlantic Broadband Middle Mile Planning Project - Notice to Proceed was issued to the engineer on January 7, 2022. Engineering, design, and environmental is approximately 20% complete.
- Mid-Atlantic Broadband Middle Mile Construction Project - An EDA grant application was submitted in March 2022. The EDA obligated all their funding prior to reviewing the MBC application, this application was not approved. NTIA funding is being researched at this time; the deadline for application submission is September 2022.

8. Project Pipeline

The updated Project Pipeline report was provided in an email sent separately from the meeting packet to Executive Committee members prior to the meeting. Bryan David noted that the Multi-Region GO TEC Expansion Project is gaining momentum and interest from multiple school districts, including out of state interest. A multi-regional application is in process, Regions 5, 4, 2, and 1 have expressed interest. Chair Lail asked members for questions or comments; there being none, there was no discussion regarding the report.

NEW BUSINESS

9. Committee Reports

The Nominating Committee reported to the Region 3 Council at its April 20th meeting that it would recommend individuals to serve the unexpired terms of Roger Scott and Karl Stauber. The Nominating Committee has identified two potential replacements and will report to the Full Council at the July meeting.

10. Annual Agreements/Contracts

The Virginia Growth and Opportunity Board met on June 14, 2022 and approved Region 3’s FY23 Capacity Building Allocation totaling \$250,000; the FY23 Capacity Building Contract will soon be issued by DHCD for signature. There are several Contract Agreements renewed each year that are budgeted and paid from the \$250,000 annual allocation as follows: 1) The Weldon Cooper Center Agreement totaling \$104,236 that funds the GO VA Region 3 Program Director’s position, 2) Southside PDC MOU totaling \$80,000 to fund the activities and responsibilities of serving as the GO VA Region 3 Support Organization and Fiscal Agent, 3) Riverlink Group LLC Consultant Services Agreement totaling \$9,000 to provide administrative staff support services, 4) Nancy Pool Consultant Services Agreement totaling \$7,200 to provide administrative staff support services, and 5) LetterPress Communications Agreement totaling \$31,900 to provide marketing and communications services. Mr. David noted that this year the Request for Proposals (RFP) for communications and media services needed to be reissued. The SPDC issued the RFP on May 31st. The awarded services agreement will have an annual term with two (2) one (1) year extensions for a total of three (3) years. Only one proposal was received from LetterPress Communications (current vendor) which will be reviewed by the Communications Committee Chair, the SPDC Executive

Director, and the Region 3 Program Director. If found to be suitable, the Communications Agreement will be issued for the budgeted amount of \$31,900.

The FY23 Agreements are for services performed from July 1, 2022 to June 30, 2023 other than the Weldon Cooper Center Agreement which expires June 30, 2024. There have been no changes to the terms and conditions from the original Agreements. Mr. David recommended that the Executive Committee authorize the execution of the Agreements and ratify at the July Quarterly Council Meeting.

Charles Majors made a motion to approve and execute all FY23 Agreements; the motion was seconded by Lauren Willis and approved by unanimous vote.

PROGRAM DIRECTOR'S REPORT

11. All Hands Meeting Review and 2023 All Hands Meeting Planning

Following the 2022 All Hands Meeting on May 5th, staff met to debrief on the event which included discussion on attendance, program content, meeting space, upcoming expenses, pre-event planning, and other related matters. The discussion then moved to planning for the upcoming 2023 All Hands Meeting. There was a consensus that the 2023 All Hands meeting program and supporting logistics may need to be modified to attract more business leaders as well as other community leaders. High-level details of the 2022 All Hands Meeting and ideas for the 2023 All Hands Meeting were presented to the Executive Committee.

12. XIII. 2022 Amendments to Electronic Meeting Statute

The 2022 Virginia General Assembly approved, and Governor Youngkin signed FOIA amendments to allow regional advisory public bodies to meet electronically with special requirements and limitations in place. These amendments will apply to the Region 3 Council and the Executive Committee when it becomes effective on September 1st.

13. XIV. FY2022-2023 GO Virginia State Budget Appropriation

Highlights of the GO Virginia budget:

- Base funding statewide has been held steady at \$30 million
- Unchanged amounts statewide for support organizations (\$2.25 million), regional per capita pool (\$16.9 million), and statewide competitive pool (\$10.85 million)
- Transfers \$27.516 million from the GO Virginia Fund to the General Fund for unobligated funds from FY2019, FY2020, FY2021, and the Economic Recovery and Resilience Program
- Outlines a new one-time allocation of \$2.25 million to the GO Virginia Talent Pathways Planning. DHCD will administer these funds in partnership with Virginia Economic Development Partnership
- Allows the GO Virginia State Board to rescind unobligated per capita funds allocated to each regional council if the unobligated balance exceeds its average annual per capita distribution: all rescinded funds would be made available in the statewide competitive pool
- Additional reporting requirements for DHCD to executive and legislative branches

OTHER BUSINESS/ADJOURN

Chair Lail noted that now is the time to consider bringing together Virginia’s Growth Alliance, Commonwealth Regional Council, and other regional partners to discuss industrial site Tier Level work needed in the western part of GO VA Region 3. He reminded the group that the eastern part of the region had been awarded GO VA and Tobacco Commission funds to raise Tier Level for various sites. Chair Lail suggested that contact be made with the appropriate regional groups in an effort to begin the collaborative efforts needed to identify sites and apply for grant funds to assist with engineering costs.

There being no additional business matters to go before the GO Virginia Region 3 Executive Committee, Chair Lail adjourned the meeting at 12:00 p.m.

These minutes were approved by the Executive Committee on [REDACTED].

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

Ernest “Randy” Lail
Chair