



**GO Virginia Region 8 Council Meeting Minutes**  
 Monday, October 22, 2018, 10:00am to 12:00pm  
 Virginia Military Institute, Marshall Hall  
 500 Anderson Drive, Lexington, VA 24450

FIRST	LAST	AFFILIATION	ATTENDED
Jon	Alger	James Madison University	
Devon	Anders	InterChange Group	X
Stacy	Barrett	Barrett Machine, Inc.	
Kathlynn	Brown	SRI International	X
Greg	Campbell	Shenandoah Valley Regional Airport	X
Robin	Crowder	Retired K-12 Superintendent	X
John	Downey	Blue Ridge Community College	
Joanie	Eiland	Elk Trucking, Inc.	X
Tracy	Fitzsimmons	Shenandoah University	X
Frank	Friedman	CornerStone Bank/City of Lex Mayor	X
Mike	Goertzen	Serco, Inc.	
Conrad	Helsley	NSVRC Board	X
John	King	Virginia Poultry Growers Cooperative	
Chris	Kyle	Shentel	X
Connie	Loughhead	Des Champs Technologies	X
Keith	May	Cottonwood Commercial	
Jill	McGlaughlin	Classic Kitchen & Bath	X
Mark	Merrill	Valley Health System	
Kathy	Moore	Moore Public Relations	X
John	Neff	Retired - Nielsen Builders	
George	Pace	Shenandoah Valley Angel Investors	X
J.J.	Smith	Valley Proteins	
Jeff	Stapel	Shickel Corporation	
Robin	Sullenberger	Highland County Economic Development Authority	
Rick	Till	HR Dynamics LLC	X
Judith	Trumbo	Virginia Mennonite Retirement Community	X
Bonnie	Riedesel	Central Shenandoah Planning District Commission	
Brandon	Davis	Northern Shenandoah Valley Regional Commission	X

Staff Attending Included: Faith McClintic, Ashley Shickle, Elizabeth McCarty & Jen Weaver

## **Call to Order**

The October 22, 2018 Council meeting for GO Virginia Region 8 was called to order by Chairman George Pace at 10:05a.m.

## **Welcome & Introductions**

Virginia Military Institute (VMI) Chief of Staff, Colonel James Inman welcomed the Council to the beautiful campus. He noted VMI was founded in 1839 as the first state-supported military college in the nation. VMI currently has about 1,700 cadets and offers degree programs in undergraduate and liberal arts. Colonel Inman said VMI and GO Virginia are aligned in their missions to retain good talent in the region and provide quality employees for local businesses.

All Council members then introduced themselves.

## **Approval of August 28, 2018 Minutes**

The minutes of the August 28, 2018 meeting were reviewed. Frank Friedman motioned for the minutes to be approved, seconded by Connie Loughhead. The minutes were approved unanimously.

## **BRCC Cybersecurity Project Update**

Dan O'Brien, GO Virginia Cybersecurity Program Manager at Blue Ridge Community College (BRCC), updated the Council on the status of the cybersecurity program, which received funding through GO Virginia. The goal of the program is to train and employ 50 Tier I cybersecurity analysts by July 2020. The program launched its first cohort at the end of October, and will provide access to information and training for twelve students at no cost to them. Innovative Tech plans to offer jobs in Harrisonburg and Waynesboro to successful graduates of the Cybersecurity program.

## **RAAMP Project Update**

Walt Johnson of Byers Technical Institute also gave an update on another GO Virginia funding recipient – the Rockbridge Area Advanced Manufacturing Program (RAAMP). The program is a 40-week training course for welders, designed to meet the critical shortage of skilled welders in the region. Mr. Johnson reported the program is going very well with all available openings currently full.

## **Grant Proposal Study & Review Sub-Committee Recommendations & Discussion**

Ashley Shickle, Strategic Planner at NSVRC, updated the Council on the Shihadeh Innovation Center proposal previously submitted to the GO Virginia State Board. The proposal was originally denied by the Board but was encouraged to be re-submitted upon revision. Ms. Shickle gave a brief summary of the original project and then noted revisions that had been made since. Per recommendations from DHCD, a request for GO Virginia funding to enhance the existing work based learning programs tied to vocational education would align better with the priorities of the GO Virginia program. As well, since it was clear that multiple GO Virginia Board members were uncomfortable with using GO Virginia funding to construct the vocational training facility, it was recommended to redirect GO Virginia funds to areas other than construction. As a result of these recommendations, the revised proposal is requesting \$40,000, or 8% of funding be used for administration of the grant by the NSVRC and the remaining \$500,000 be used to purchase equipment to outfit the CAD Laboratory, Welding Laboratory, and Robotics Laboratory. As well, MOUs committing to internships/apprenticeships and interviews are being gathered.

Tracy Fitzsimmons, Chair of the Grant Proposal Study & Review sub-committee, said the sub-committee had reviewed the revisions to the Shihadeh proposal and moved for the Council to re-affirm its approval of the project. The Council voted unanimously to re-affirm its approval of the Shihadeh Innovation Center proposal.

Elizabeth McCarty, Director of Planning, Central Shenandoah Planning District Commission (CSPDC), said quarterly progress reports were due to DHCD for the two Region 8 projects approved for GO Virginia funding. She noted these contracts have very specific numbers and requirements that must be met.

Tracy Fitzsimmons, Chair of the Grant Proposal Study & Review sub-committee, reported two proposals had been submitted to the CSPDC by the October 5<sup>th</sup> deadline. Both proposals were seeking Enhanced Capacity Building (ECB) funding. The first proposal was the Hub-Lab Feasibility Study submitted by the Staunton Innovation League, the non-profit arm of the Staunton Innovation Hub. Funding of \$23,000 would be used to undertake a feasibility study to determine the need for, potential impact of, and implementation details of the Hub-Lab concept. Ms. Fitzsimmons said members of the sub-committee were particularly excited about the idea of creating a mobile lab space by converting a full-size, decommissioned school bus into a rolling STEM lab. Ms. Fitzsimmons reported the sub-committee had unanimously agreed to recommend this proposal to the Council. She moved for the full Council to approve the project. The Council voted unanimously to approve the Hub-Lab Feasibility Study for ECB funding.

Ms. Fitzsimmons then introduced the second proposal, Shenandoah Valley Talent Solutions Strategy, submitted by the Frederick County Economic Development Authority in partnership with Clarke County, Page County, Shenandoah County, Warren County and the City of Winchester. The \$64,800 requested will be used to engage consulting services to undertake a comprehensive study to seek solutions to the area's talent shortage. The study should deliver actionable items with a focus on three areas: the retention of high school and college graduates to live and work in the Valley, development of the current labor force and job seekers to fulfill the needs of businesses in meaningful employment, and the attraction of workforce from outside the region. Ms. Fitzsimmons reported the sub-committee had unanimously agreed to recommend this proposal to the Council. She moved for the full Council to approve the project. The Council voted unanimously to approve the Shenandoah Valley Talent Solutions Strategy proposal for ECB funding.

### **Council Membership Update**

Jill McGlaughlin, Vice-Chair of the Nominating Committee, reported the Committee had recently met to discuss the two vacant Region 8 Council seats, one from Clarke County and one from Frederick County. She noted that, to date, there had been difficulty in finding a nominee from Clarke County so that seat would not be filled. For the Frederick County seat, two applications had been received. Nominating Vice-Chair McGlaughlin reported the Committee proposed Dr. Kim Blosser, President of Lord Fairfax Community College (LFCC), be approved to fill the vacant Region 8 Council seat. The Council voted unanimously to approve the recommendation.

Chairman Pace then reported he had requested Faith McClintic, Program Director, check with DHCD on the possibility of changing the number of Council members for Region 8. Per DHCD, the Region 8 by-laws would need to be amended. Chairman Pace said the process for amending the by-laws would be started and he recommended downsizing the Council going forward through attrition.

### **Executive Committee Report**

#### *Important Dates and Process Updates*

Faith McClintic, Program Director, noted the new Region 8 "Upcoming Key Dates and Deadlines" included in each Council packet. Council meetings in 2019 will be on a quarterly basis, with the next meeting taking place January 22<sup>nd</sup> at Blue Ridge Community College. Ms. McClintic went on to say that in talks with various GO Virginia representatives, the focus of the initiative is not to use funding for expansion of existing programs. The priority is for dollars to be spent on new, innovative ideas.

### *Financial Status Update*

Brandon Davis, Executive Director, Northern Shenandoah Valley Regional Commission (NSVRC), reviewed the financial reports included in Council packets. Mr. Davis noted that, going forward, NSVRC will be providing more financial reports with greater detail in order to be completely transparent on GO Virginia funds. Frank Freidman motioned for the financial reports to be approved as presented; seconded by Chris Kyle. Motion was approved unanimously.

### *Guidelines of Capacity Building Projects:*

At the August 28<sup>th</sup> Council meeting, Chairman Pace had voiced concern that the \$250,000 allowed for Enhanced Capacity Building (ECB) funding per region might be too large a percentage of the Region 8 budget and had requested feedback. Chairman Pace reported he had received lots of feedback and, upon further review, had decided to keep the allowable ECB funding at \$250,000. He did recommend as other ECB projects are brought before the Grant Proposal Study & Review Sub-Committee, match funding in cash be considered more favorably than in-kind. If both ECB proposals approved at today's meeting are supported by DHCD, \$162,200 will remain for ECB funding for this fiscal year.

### **TEconomy: Region 8 Working Group**

Chairman Pace reported the consulting group, TEconomy, had been hired by the GO Virginia State Board to review the entire Virginia entrepreneurial ecosystem and provide an assessment of each region. Conclusions from the data had determined overall Virginia significantly lags the nation in startups, which are a primary source of new jobs. Faith McClintic has organized a TEconomy working group which will analyze the provided data and provide feedback.

### **I81 Update**

Chairman Pace reported VDOT was completing the public meetings on conclusions from their I81 study and gathering feedback. \$4 billion of potential improvements had been revised to focus on an improvement package of approximately \$2 billion. Two "buckets" had been identified as possible funding opportunities: tax increases (retail sale & use and fuel) and tolling options for both trucks and cars. The Commonwealth Transportation Board (CTB) will meet in early December to formally review VDOT's findings and approve a final document, which will then be sent by January 6th to the General Assembly for their consideration. Chairman Pace said he would keep the Council updated as more information was provided from VDOT.

### **Cybersecurity Study Group Update**

Faith McClintic, Program Director, reported the Cybersecurity Study Group is scheduled to hold their first meeting on November 9<sup>th</sup>.

**Next Council meeting: January 22, 2019 at Blue Ridge Community College, Plecker Center, One College Lane, Weyers Cave**

### **Public Comment**

There was no public comment.

### **Adjournment**

There being no further business to come before the Council, a motion was made by Devon Anders to adjourn the meeting; seconded by Joanie Eiland. Chairman Pace adjourned the meeting at 11:50 p.m.