



GO Virginia Region 8 Council Meeting Minutes
 Tuesday, January 22, 2019, 10:00am to 12:00pm
 Blue Ridge Community College, Plecker Center P126A
 1 College Lane, Weyers Cave, VA 24486

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

Support Staff Attending Included: Brandon Davis (NSVRC), Bonnie Riedesel (CSPDC), Elizabeth McCarty (CSPDC), Faith McClintic (Program Director) & Jen Weaver (SVP – Administrative Coordinator)

Call to Order

The January 22, 2019 Council meeting for GO Virginia Region 8 was called to order by Chairman George Pace at 10:00 a.m.

Welcome & Introductions

Dr. John Downey, President of Blue Ridge Community College (BRCC) and Region 8 Council member, welcomed everyone to the beautiful campus. He noted the GO Virginia initiative is “near and dear” to his heart. He and the entire BRCC community are excited to be recipients of GO Virginia funding through the Cybersecurity Workforce Development and Jobs Program, approved by the GO Virginia State Board last June. Dr. Downey reported the cybersecurity program is doing very well with a tremendous amount of interest from potential students. The first cohort will be finishing their training shortly and then will begin the process of gaining their Security+ certifications.

All Council members then introduced themselves. Mary Lou Bourne, Director, Technology Innovation and Economic Development & Executive Director, James Madison Innovations, Inc. attended on behalf of President Jon Alger. Jay Langston, new Executive Director of Shenandoah Valley Partnership, also attended.

Approval of October 22, 2018 Minutes

The minutes of the October 22, 2018 meeting were reviewed. Dr. John Downey motioned for the minutes to be approved, seconded by John Neff. The minutes were approved unanimously.

Proposal Updates

Brandon Davis 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. Mr. Davis said the hope is to re-submit the proposal by the next application deadline, February 8th. He continued, however, that if Region 8 staff is not confident DHCD is completely “on board” with the revisions, the proposal will not be re-submitted until a later date to avoid the risk of another denial by the State Board. To date, DHCD has said they are comfortable with the direction of the proposal, transitioning the project to the purchase of cybersecurity equipment and the expansion of internships. Chairman Pace requested Mr. Davis keep Jen Weaver, Administrative Coordinator, apprised on the status of the submission so she can update Council.

Executive Committee Report

Important Dates and Process Updates

Faith McClintic, Program Director, introduced the Pipeline Development Process she is proposing be implemented by Region 8. This will provide for a more deliberate and pro-active approach to identifying and funding projects across the region. Two summits – one in the northern part of Region 8 and one in the southern part - are being planned for mid-March. At these summits, GO Virginia program goals and requirements will be reviewed and other non-GO Virginia funding resources and grant programs will be shared. Project ideas and initiatives already in development will be confirmed while new projects and ideas will be solicited. At the Region 8 Council meeting in April, members will establish project priorities for FY20 funding. Projects already in the pipeline will become part of the prioritization process. This process will guide advancement of projects with the start of the new fiscal year in July 2019.

Chairman Pace stated he is glad to be heading in this direction as he feels a prioritization process for projects is necessary. To date, project requests to Region 8 have not exceeded the available budget, but this is likely to change as more and larger projects are proposed. As well, the State Board has identified four areas of focus for GO Virginia funding: Workforce, Site Development, Entrepreneurial Ecosystems and Scale-ups. Some of these areas, particularly Site Development, can be very expensive. Chairman Pace requested Ms. McClintic work to identify the top 3 sites in Region 8 to guide possible proposals.

After discussion by the Council, Chairman Pace said that having heard no opposition from members, the Region 8 Pipeline Development Process would be implemented. Ms. McClintic said she would coordinate an ED Ad Hoc meeting with Robin Sullenberger to get those partners engaged about the pipeline process and upcoming summits.

Financial Status Update

Brandon Davis, Executive Director of the Northern Shenandoah Valley Regional Commission, reviewed the financial documents included in Council packets. He noted that included in those documents was a copy of the spreadsheet uploaded in CAMS for the final DHCD 2018 closeout. Mr. Davis also said going forward budgeted revenues and expenditures reports would be provided for each funded project.

TEconomy: Region 8 Working Group

Chairman Pace reminded the Council that the consulting group, TEconomy, had been hired by the GO Virginia State Board to review the entire Virginia entrepreneurial ecosystem. The TEconomy representative had met with a working group from Region 8 to gather input and feedback. Pages from the final Region 8 briefing report provided by TEconomy were included in the Council packets and Faith McClintic said the full report, which includes all regions, is available on the DHCD website. Overall, Chairman Pace said this region does not have the support system for startup businesses that is seen in other regions. Priority actions identified by TEconomy included the concept of a “regional entrepreneurial quarterback” who would be the link between various support systems. This concept was a subject of much debate at the December GO Virginia State Board meeting and would be discussed again at the State Board meeting in March. Chairman Pace said he and Ms. McClintic would keep the Council updated on the decision made by the State Board.

Cybersecurity Study Group Update

Faith McClintic reported the Cybersecurity Study Group meeting planned for November had been cancelled due to scheduling conflicts. Prior to getting another meeting scheduled, Region 8 staff is working on creating a foundation of cybersecurity assets that already exist which will then be disseminated to the study group. This will serve as a starting point for the group to establish an inventory of assets for Region 8.

I81 Update

Chairman Pace gave an update on bills before the Virginia General Assembly related to improvements on I81. Possible sources of funding being considered include a regional fuel tax, a statewide fuel tax, increased property tax on commercial/industrial, and tolls. He noted he would keep Council informed of any progress made.

New Business

Chairman Pace reported he had requested Faith McClintic to work with DHCD on establishing a Region 8 “Electronic Participation Policy” to allow Council members more options for meeting participation.

Public Comment

Chris Cain with the Staunton Innovation Hub thanked the Council for approval of their recent Enhanced Capacity Building study. Several guests questioned how GO Virginia funds could be used for Scale-ups. Faith McClintic said the goal is to develop “economic gardening” which finds new markets for existing companies to grow.

Next Council Meeting: Tuesday, April 23, 2019 from 10:00am to 12:00pm at Shentel Offices, 500 Shentel Way, Edinburg, VA 22824 in Room A-2

Adjournment: There being no further business to come before the Council, a motion was made by John Neff to adjourn the meeting; seconded by Frank Friedman. Chairman Pace adjourned the meeting at 11:50 a.m.