

**VIRGINIA GROWTH AND OPPORTUNITY BOARD MEETING**  
**April 10, 2018**  
**1:00 PM**  
**Richmond, Virginia**

Members Present

Nancy Howell Agee  
Delegate M. Kirkland “Kirk” Cox  
Ben J. Davenport, Jr.  
The Honorable Jim Dyke  
W. Heywood Fralin  
Senator Janet D. Howell  
Delegate Chris Jones  
Doug Juanarena  
Delegate R. Steven Landes  
The Honorable Aubrey Layne  
The Honorable Esther Lee  
The Honorable Atif Qarni  
Senator Frank M. Ruff  
Bruce Smith  
Steven C. Smith  
Todd A. Stottlemeyer  
Lucia Anna “Pia” Trigiani  
John O. “Dubby” Wynne

Members Absent

Jennifer Boykin  
Thomas F. Farrell II  
Delegate Terry G. Kilgore  
Senator Thomas K. Norment  
Marilyn H. West  
Joe Wilson

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| Call to Order                       | Mr. John “Dubby” Wynne, Chairman of the Virginia Growth and Opportunity (GO Virginia) Board, called the meeting to order.  |
| Roll Call                           | Ms. Elizabeth Rafferty, Policy and Legislative Director for the Department of Housing and Community Development (DHCD), called the roll and stated that a quorum was present.                              |
| Approval of Minutes                 | A motion was made to approve the minutes of the February 13, 2018, meeting of the Board. The motion was properly seconded and passed unanimously.  |
| Public Comment                      | No comments were made by the public; the public comment period was then closed.  |
| Per Capita Grant Application Review | Mr. Erik Johnston, Director of DHCD, provided an overview of the applications received; stating, that four of the nine regions submitted applications with seven proposals for consideration by the Board. |

There was one application regarding commercialization and start up collaborations, the Regional Acceleration and Mentorship Program (RAMP) Expansion from Region 2. Mr. Johnston presented the Ramp Expansion project and stated that staff recommended the project for approval. Upon a motion duly made and seconded, the project was approved.

There were three applications regarding credentialing and talent development: United Way of Southwest Virginia: Ignite Internships from Region 1, Enhancing the Region through New Technology for Unmanned Systems from Region 2, and the Westmoreland County Welder Training Program from Region 6. Mr. Johnston presented the Ignite Internship project and stated that staff recommended the project for approval. Upon a motion duly made and seconded, the project was approved. Mr. Johnston presented the Technology for Unmanned Systems project and stated that staff recommended the project for approval. Upon a motion duly made and seconded, the project was approved. Mr. Johnston then presented the Welder Training program and stated that staff did not recommend the proposal for approval at this time because the project did not meet the GO Virginia mission of regional collaboration, high-wage job creation, demonstrated demand, and program sustainability. No action was taken on the Welder Training program.

There were three project applications regarding infrastructure: Washington County Tech Spec Facility Acquisition from Region 1, Center for Energy Research and Education (CERE) Industry Labs from Region 2, and the George Washington Carver (GWC) Technical Education Center from Region 9. Mr. Johnston presented the Tech Spec Facility project and stated that staff did not recommend the proposal for approval at this time but stated the applicant could reapply once additional local government participation is secured and clear assurance prospects secured for the site will be in the targeted higher paying industry clusters. No action was taken on the Tech Spec Facility proposal. Mr. Johnston presented the CERE Industry Labs project and stated that staff recommended the project for approval. Upon a motion duly made and seconded, the project was approved. Mr. Johnston presented the GWC Technical Education Center project and stated staff

recommended the project for approval. The Honorable Jim Dyke stated that he would be abstaining from voting on the proposal since his daughter currently serves on the Town Council for the Town of Culpepper. Upon a motion duly made and seconded, the project was approved.

Based on the approval of the Administrative Approval Process from the previous Board meeting, Mr. Johnston presented the four projects that were reviewed by staff under that process: the Capital Ecosystem Development and the Brain Drain Study from Region 2, and the PamunkeyNet Business Plan and Flex Office Space Due Diligence from Region 6. These projects were approved by staff and are currently in contract negotiations.

#### Future Project Pipeline Development

Mr. Wynne presented a memo to Board based on discussion from the Chair and Vice Chair call. The memo identified two areas of focus in each region: joint site development and entrepreneurial ecosystems. The memo proposed to allow the use of competitive funds to complete enhanced capacity building projects in these focus areas in order to facilitate development of competitive applications. The intent is to partner with the Virginia Research Investment Committee (VRIC) and seamlessly join commercialization and non-commercialization. After some discussion, there was concern that an assessment of site development opportunities should be handled by state agencies already equipped to carry out that focus, rather than by an outside consultant. Based on the memo, there was a motion to approve the amended addendum to the Virginia Growth and Opportunity Fund Grant Scoring Guidelines to allow the Board may make an exception to funding enhanced capacity building projects within the competitive funding if the proposal aligns with the priorities identified in the Regions' Growth and Diversification plans and if the proposal will have a significant impact across regions and statewide applicability. The motion was properly seconded and approved.

#### Collaborative Economic Development Act

Mr. Stephen Moret, President and CEO of the Virginia Economic Development Partnership (VEDP), gave a presentation on the Collaborative Economic Development Act. He stated that VEDP had been working closely with DHCD to develop the application which will go live by the end of April. During April through July,

VEDP will assist localities with their proposals and then between August and September, a review period will be conducted by the VEDP staff. VEDP will have recommendations to the Board for approval by the Fall/Winter of 2018.

Legislative Update

Mr. Johnston provided an update on two pieces of legislation which impact GO Virginia: House Bill 1467, that replaces the Secretary of Technology with the Secretary of Commerce and Trade on the VRIC and House Bill 1583, that creates a Broadband Chief Advisor Position within the office of the Secretary of Commerce and Trade who will establish state policy that will ensure better coordination around broadband activities through CIT, Tobacco Commission, DHCD, Department of Education and GO Virginia.

Regional Council Outreach

Mr. Wynne stated that he is planning to visit each region at their Regional Council meetings and asked that Board members also attend the meeting in their region.

VRIC Update

Mr. Wynne and Mr. Dyke discussed the VRIC Implementation Taskforce that was formed as an advisory body to VRIC to prioritize the goals of the Teconomy study. The task force will also consider strategies for implementing the study's recommendations. The next meeting of the VRIC will be held on June 12, 2018.

Board Matters

Mr. Johnston presented Board Policy #3, Disbursement Policy. This policy was recommended by the Auditor of Public Accounts to have a document that is certified by the agency and the chair of the Board after the approval of projects as stipulated by code. A motion was made and properly seconded; Board Policy #3 passed.

Mr. Johnston stated that there was a change in Regional Council leadership for Region 2 adding Pareena Lawrence and Fred Armstrong. A motion to approve the change was made and properly seconded; motion passed.

Mr. Johnston shared with the Board that, as discussed on the call with the Regional Council Chairs and Vice Chairs, two localities, Loudoun and Henrico, had established in their budgets a reserve

of funds to be used to matching funds for GO Virginia projects going forward, and encouraged Board and Regional Council members to share these examples in their own localities.

Mr. Johnston also stated that staff would be holding a How-to-Apply Workshop on April 11 at the University of Richmond and that the next application deadline is May 11, to include both per capita and competitive applications which will be presented at the Board meeting on June 12.

Adjournment

Upon a motion duly made and seconded, the meeting was adjourned.