



**REGIONAL COUNCIL 9
PIEDMONT OPPORTUNITY CORRIDOR
MARCH 27, 2018
2:30 PM to 4:30 PM**

Germanna Community College

Daniel Technology Center 18121 Technology Drive, Culpeper, Virginia

Attendees

Council Members: Brian Cole, Lexis Nexis (Chair); Tom Click, Patriot Aluminum (Vice Chair); Suzanne Brooks, Pepsi-Cola Bottling Company; Jim Cheng, Cav Angels; Bryan David, Orange County; Leigh Middleditch, McGuireWoods; Steve Ray, Piedmont Workforce Network; Ed Scott, EcoSeptix Alliance; Ed Dalrymple, Cedar Mountain Stone; Andy Wade, Louisa County; Patrick Mauney, Rappahannock-Rapidan Regional Commission; Pace Lochte, University of Virginia; Frank Friedman, Piedmont Virginia Community College; Miles Friedman, Fauquier County David Pettit, Lenhart Pettit; and, Ray Knott, Union Bank & Trust

Absent: Fitzgerald Barnes, Louisa County; Gary Deal, Culpeper County; Steve Carter, Nelson County; Jan Gullickson, Germanna Community College; and, Elizabeth Smith, Afton Mountain Vineyards

Guests: Denise A. Talley, Germanna Community College for Jan Gullickson

Staff: Helen Cauthen, Shannon Holland

I. Welcome & Introductions

Brian Cole, Chair, opened the meeting at 2:34 PM

II. Public Comment

There were no public comments.

III. Meeting Minutes

Miles Friedman made a motion to approve the February 22, 2018, Minutes with the edits provided by Pace Lochte. The motion was seconded by Suzanne Brooks. The motion carried.

IV. Financial Report

Andy Wade presented the Financials through January 2018. He noted there were no substantial changes from the last month financial statements. He noted that the audit charges were less than expected due to method of allocation and there are a few more audit bills expected. He advised that there will be more administrative charges coming through as we near the end of fiscal year. Helen Cauthen requested the Council discuss moving \$5,000 from Marketing & Outreach category to salaries to increase Shannon to 75% and to support part of an Administrative staff hire for a few months at the end of the fiscal year.

Miles Friedman made a motion to approve the Financials as presented and approve the transfer of funds, as discussed. Ed Scott seconded the motion. The motion carried.

V. Nomination Committee Formation

Brian Cole said that after feedback from David Pettit and a review of the By Laws, the Council needed to appoint a Nominating Committee with at least two members tasked to first fill Steven De Jong's vacated seat for the remainder of this year plus next year; and also, to prepare the Slate for the June 2018 Annual Meeting. Brian Cole, Patrick Mauney, David Pettit, and Tom Click volunteered to serve. Brian also shared two names of individuals interested in possibly serving. They are: Mansour Azimipour, A&K Realty, Orange County, and, Felix Sarfo-Kantanka, External Affairs Manager, State & Local Affairs, Dominion Energy. Shannon and Helen will begin the process of soliciting nominations on behalf of the committee.

Bryan David made a motion to approve the formation of the Nominating Committee with the volunteer members. Ray Knott seconded the motion. The motion carried.

VI. GO Virginia Chair Update

Brian noted that before DCHD will allocate grant funds to the Partnership and the Council, a contract must be negotiated and signed. A first DRAFT copy is included in the original meeting packet, but an updated and annotated copy was on the table, as well. Also, for each project approved by the State Board for Region 9, as separate contract Addendum will be executed. A sample was included in the meeting packet.

Ed Scott made a motion to give David Pettit authority to negotiate both the DHCD Contract and Addendum on behalf of the Region 9 Council in collaboration with Brian Cole, Chair. Ed Dalrymple seconded the motion. The motion carried.

Brian shared the suggested Recusal Policy (Policy) for Conflict of Interest Act from DHCD, included in the packet. Brian noted that the Council has discussed this issue before, but he suggested this wording would add clarification and wording for a policy for recusing oneself from voting or reviewing grants. A discussion ensued, and it was clarified in discussion that individuals would still be able to recuse themselves if they felt it was the right thing to do.

Ray Knott made a motion to approve the Policy. Suzanne Brooks seconded the motion. The motion carried.

Brian Cole, Tom Click, Shannon Holland and Helen Cauthen participated on a project "pitch call" on March 20th, 2018, in support of the GWC PTEC proposal approved by Region 9 Council at the last meeting. DHCD staff and a subject matter expert and one State Board member were also on the call. There were four questions asked by DHCD, including: 1) How will this project create higher paying than the regional average of \$52,000? 2) How will the project sustain after GO Virginia? 3) Why did only two localities commit match support? and, 4) Clarify the expected salaries along career pathways for each proposed certification. Brian shared that the averages wage for the five northern counties targeted in this project were less than the entire region. Shannon is working with applicant to respond to the questions quickly.

Brian shared that he and Tom were invited to attend the GO Virginia Chair/Vice Chair Call is on Wednesday, March 28th at 10 AM. Brian mentioned that the agenda seemed to indicate that Inter-Regional project strategies would be discussed in depth. Andy suggested, if the timing was right, that the Mega-Site project be mentioned. If not, the Council requested that Shannon set

up a meeting with DHCD to discuss the project for advancement. He also asked Shannon to send out notes to update the full Council about the call.

VII. GO Virginia Update

Shannon reported that all Action Items from the February Meeting had been completed. She thanked Fluvanna County and Albemarle County for providing supplementary Letters of Support for the GWC PTEC project. Shannon also clarified the requirements for Enhanced Capacity Grants and the accelerated DHCD approval process requirements. She also shared with Council members that DHCD will be hosting a “How to Apply Seminar” on April 11th in Richmond. Patrick Mauney shared that he thought it would be at the University of Richmond from 9 am to noon. Finally, Shannon shared a copy of the Project Pipeline Worksheet so Council members can be aware of the numbers and types of projects. Also, she noted that the Council may need to review up to 8 projects totaling \$850,000, so a tentative plan should be discussed for ensuring adequate review and scoring. Brian asked for feedback from those who had reviewed during the last cycle and it was agreed that if that many came through it might be best to split among all members. A discussion ensued about how to best handle who reviews the proposal and how many reviewers might look at each proposal. In general, the Council thought at least four members should be assigned to review proposals, with the objective to get back at least three scoring rubrics.

Suzanne Brooks made a motion for staff to assign up four members for the reviewing and coring of each proposal. Ed Scott seconded the motion. The motion carried.

VIII. Task Force Break Out Sessions

Brian asked members to break out into Task Force Groups and report back to the group.

IX. Task Force Report Out

X. Other Business

Miles Friedman thanked Brian Cole for signing a letter in support of the business centers in Fauquier County. There had recently been a budgeting issue related to the support of the sites.

XI. Next Meeting

The next meeting is May 8, 2018 at 9:30 AM at UVA Research Park, 1001 Research Park Blvd, 4th Floor Conference Room

XII. Adjourn

Brian Cole adjourned the meeting at 4:09 PM