



REGIONAL COUNCIL 9

MAY 2, 2019

9:30 AM to 11:30 AM

**Germanna Community College, Daniel Technology Center, 18121 Technology Drive
Culpeper, VA**

Attending Council Members: Tom Click, Patriot Aluminum (Chair); Jim Cheng, Cav Angels (Vice Chair); Andy Wade, Louisa County (Treasurer); Ed Dalrymple, Cedar Mountain Stone; Ed Scott, EcoSeptix Alliance; Christian Goodwin, Louisa County; Jan Gullickson, Germanna Community College; Felix Sarfo-Kantanka, Dominion Energy; Frank Friedman, Piedmont Virginia Community College; Pace Lochte, University of Virginia Economic Development; Patrick Mauney, Rappahannock-Rapidan Regional Commission; Miles Friedman, Fauquier County; David Pettit, Flora Pettit; Mansour Azimipour, A & K Development; Brian Cole, LexisNexis; Chip Boyles, Thomas Jefferson Planning District Commission; the Hon. Jim Crozier, Orange County; and the Hon. Tony O'Brien, Fluvanna County

Absent Council Members: Jeff Waite, Wal-Mart DC #7016; Bryan David, Orange County; Leigh Middleditch, McGuireWoods; Ray Knott, Union Bank & Trust; and, Elizabeth Smith, Afton Mountain Vineyards

Guests: Alicia Pitorri, Bank of America; Phil Sheridan; Culpeper County; Phil Geer, Orange County; and, Paul Miller, Old Dominion Hemp

Staff: Shannon Holland, Helen Cauthen

1. Welcome

Tom Click, Chair, opened the meeting at 9:39 AM. He welcomed the Honorable Jim Crozier to his first meeting on the Council.

2. Public Comment

Tom Click asked if there were public comments. No public comments were offered.

3. Meeting Minutes

David Pettit made a motion to approve the February 28, 2019 Minutes as presented. Christian Goodwin seconded the motion. The motion carried.

4. Financial Report

Tom Click noted that financial statements were not completed in time for this meeting.

5. FY2020 Capacity Building Budget

Tom Click reported that the Executive Committee approved the FY2020 Capacity Building Budget at its April 24 Meeting. He noted that there are no significant changes from FY2019. Tom Click asked if there were any questions. No questions were offered. David Pettit stated for the record that though there is now a \$1,500 budget for legal services, as needed, he and his firm are not intending to charge for the services they have or will provide. Shannon thanked him, on behalf of the Council, for the services he has graciously provided.

Miles Friedman made a motion to accept the Capacity Building Budget as approved by the Executive Committee. Felix Sarfo-Kantanka seconded the motion. The motion carried.

6. Procurement Policy Revision- Small Purchases

Referring to the policy in the meeting packet, Tom Click shared that the Executive Committee approved a revision to the current Procurement Policy to include wording for Small Purchases. David Pettit added context noting that Virginia Public Procurement allows for different requirements for small purchases if the policy is in writing.

Ed Dalrymple made a motion to accept the approval of the Procurement Policy by the Executive Committee on April 24 and as provided. Brian Cole seconded the motion. The motion carried.

7. Nominating Committee Appointments

As stipulated in the Bylaws, Tom Click, as Chair, appointed a Nominating Committee to prepare a Slate before the Annual Meeting on June 25. The appointed Nominating Committee members are: Ray Knott, Pace Lochte, Patrick Mauney, David Pettit, and Ed Scott.

8. Request for Changes to Bylaws

Tom Click shared that the Executive Committee was presented with a request to consider amending the Bylaws in order to designate seats for each of the three Community Colleges serving Region 9. Some of the concerns discussed at the Executive Committee Meeting included size of membership, quorum issues, addressing how other public member sectors are not fully represented, that Talent Development is only one of the four frameworks of focus, and that other regions do not have stipulated community college representation. After much discussion, it was agreed that a third member might be added as an Ex-Officio non-voting member.

David Pettit made a motion that the Bylaws be amended to include an Ex-Officio Non-Voting member for the third community college president, subject to clarification that another private sector member would not also need to be added. Frank Friedman seconded the motion. The motion carried.

9. Project Reviews

Referring to the Project Review Summaries provided to Council members, Tom Click opened up discussions about each Per-Capita proposal before the Council.

Regional Business Park – As a reviewer, Patrick Mauney led the discussion of the project. All discussions were supportive of the proposal. It was stated that this project could be transformational for the region and the state.

Chip Boyles made a motion to approve the project as presented. Tony O'Brien seconded the motion. The motion carried. Andy Wade and Christian Goodwin abstained.

Young Entrepreneurs Program Resource Guide – As a reviewer, Jim Cheng led the discussion of the project noting that it was a great project that addressed a gap in the ecosystem. Ed Dalrymple, also a reviewer, noted that the region needed this program and he would support in the Culpeper area. Jan Gullickson asked that Germanna be engaged in the project in some way, as well.

Jim Crozier made a motion to approve the project as presented. Tony O'Brien seconded the motion. The motion carried. Miles Friedman abstained.

Jim Cheng asked if there was enough funding left in Region 9 Per-Capita funds to support these projects. Shannon Holland indicated that she had included recommendations for moving funds to accommodate the projects on the review summaries. She recommended that the Council consider moving up to \$111,111 from FY 2019 Project Reserves Capacity Building funds to Region 9 Per-Capita funds to support funding of both projects. She also noted that if these projects are funded by the Board, the Council will have finished awarding all of the FY2019 Per-Capita funds for Region 9. Shannon Holland explained that

the Council would need to vote on the funds transfer and Tom Click, as Chair, would need to write a letter to DHCD requesting the transfer.

Tony O'Brien made a motion to approve the transfer of \$99,350 from FY2019 Project Reserves Capacity Building to Region 9 Per-Capita. Ed Scott seconded the motion. The motion carried.

10. Broadband Update

Felix Sarfo-Kantanka gave an update on HB 2691 legislation taking effect July 1 related to broadband.

11. Executive Committee Meeting Update

Tom Click provided additional updates from the April 24 Executive Committee Meeting, as follows:

- The Executive Committee approved the award of the “Venture Hub” Business Plan to Camoin and Associates for just less than the \$50,000 approved by Council at the January 2019 Meeting. The project will report back to the Council in the Fall.
- The Executive Committee approved a Request for Quote, as outlined in the packet, for completing the Region 9 Growth Plan update. The plan is required by law and is due to DHCD by August 1.
- The Executive Committee recommends that the Council hold off on deciding on an action plan for the \$300,000 Innovation & Entrepreneurship allocation opportunity, as the “Venture Hub” Business Plan may inform appropriate next steps.

12. Director Update

Referring to the Director Update in the packet, Shannon Holland shared highlights for Region 9 including:

- Growth Plan Update Request for Quotes has been sent to Camoin, Mangum and Chmura with a deadline of Monday, May 6
- Project Updates:
 - All projects have now submitted reimbursements requests
 - Region 9 is leading other regions in paying out reimbursements according to information provided at the Chair/Vice Chair Meeting (March 2019)
 - Catalyst Accelerator Project is in Contract Review and the planning team recently met to discuss a communications plan
 - GWC PTEC – DHCD has provided approval for a budget change request, if applicant chooses to act, for moving funds from project Administration line to a new Event line item for engaging businesses to drive student enrollment in the machining program. The welding school has been sold to an owner in Virginia. There have been 2 visits by outside companies to the DMG MORI showroom.
 - Cyber and Crafting Projects have a lot going on at an accelerated pace
 - CvilleBioHub may be working to complete their ECB grant early and submit a larger Per-Capita grant immediately by the Fall
 - Application Pitch Calls for newly approved projects will be May 21 and 22

13. Other Business

Frank Friedman suggested internal and external marketing pieces. The internal piece would help Council members keep up on project activity and the external piece would help promote Region Activity and successes. Shannon Holland noted this as an Action Item for the next Council Meeting.

Shannon Holland shared that she had just been informed that, Jeff Waite, who serves on the Council Ex-

Officio as Chair of Virginia Career Works – Piedmont Region, has resigned that role due to being transferred out of state with Walmart Stores, Inc.

14. Next Meeting

Annual Meeting, June 25, 2019; 9:30 am to 11:30 am; 1001 Research Park Boulevard, 4th Floor Conference Room, Charlottesville, VA

15. Adjourn

Tony O'Brien made a motion to adjourn the meeting. Frank Friedman seconded the motion. The motion carried. The meeting adjourned at 11:10 AM.