

Mary Ball Washington Regional Council
GO Virginia Region 6
February 12, 2018
Bowling Green Town Hall

Call to Order	William Beale
Introductions	William Beale
Public Involvement	William Beale
December 11, 2017 Meeting Minutes Approval	William Beale
Financial Report	Kate Gibson
Legislative Outreach Update	William Beale
Project Application Discussion & Determinations	William Beale
Next Project Round Discussion	William Beale
Meeting Schedule	Kate Gibson
Adjournment	William Beale

**MINUTES OF THE MEETING OF THE
MARY BALL WASHINGTON REGIONAL COUNCIL**

December 11, 2017
Rappahannock Community College
Glenns, Virginia

MEMBERS PRESENT AND VOTING: **Chair** – William Beale, **Vice-Chair** – Carlton Revere, Wally Beauchamp, Elizabeth Crowther, Bruce Davis, Steve Goodall, Lisa Hull, Mike Jenkins, Kim McClellan, Leslye McDade Morrison, Anne Richardson, Bryan Taliaferro, John Wells

MEMBERS ABSENT: Lou Belcher, Kent Farmer, Darryl Fisher, Troy Paino, Deirdre Powell-White

OTHERS IN ATTENDANCE: Neal Barber, Keith Hodges, Lewie Lawrence, Kris Parker, Liz Povar, Ann Shows, Kimberly Young

STAFF: GWRC – Kate Gibson, Tim Ware

CALL TO ORDER:

Mr. Beale called the meeting to order at 11:00 am with a quorum present.

PUBLIC INVOLVEMENT

Mr. Beale explained that he would allow comments from the public during the project application discussions. No members of the public wished to speak during the public involvement portion of the agenda.

OCTOBER 16, 2017 MEETING MINUTES APPROVAL

Mr. Davis moved to approve the October 16, 2017 Meeting Minutes, and Mr. Goodall seconded the motion. The motion passed unanimously.

FINANCIAL REPORT

Mr. Beale presented the financial report for April-October 2017. Mr. Davis moved to approve the financial report, and Mr. Goodall seconded the motion. The motion passed unanimously.

BYLAWS AMENDMENT APPROVAL

Mr. Beale described the proposed amendment, removing mention of an Executive Committee from the Bylaws. The draft Bylaws were sent to the Regional Council on October 31, 2017.

Dr. Crowther moved to approve the Bylaws amendment and Mr. Jenkins seconded the motion. The motion passed unanimously.

PROJECT APPLICATION DISCUSSION & DETERMINATIONS

The Regional Council discussed and made a determination on each of the six applications received. Mr. Beale asked that Council members involved in an application abstain from the vote on that application. For each application, Mr. Revere, who headed the interview panel, summarized the proposal, presented the interview panel recommendation, and led the resulting discussion. The other interview panel members (Mr. Davis, Ms. Hull, and Ms. McClellan) also provided insight from the project interviews.

The interview panel's recommendation to approve the PamunkeyNet application with conditions was accepted as a motion. The motion passed unanimously, with Dr. Crowther and Mr. Jenkins abstaining. Chief Richardson was not present for the vote.

The interview panel's recommendation to approve the Westmoreland County Flex Space Predevelopment Studies application with conditions was accepted as a motion. The motion passed unanimously, with Ms. Hull abstaining.

Before the remaining applications were discussed, the Regional Council discussed establishing a policy on allowing applications to be resubmitted. Mr. Revere made a motion that the Regional Council allow applications submitted by November 17, 2017 to resubmit no later than April 1, 2018 with the requested funds earmarked. Ms. McClellan seconded the motion. The motion passed unanimously.

The interview panel's recommendation to allow the Westmoreland County Welder Training application to be resubmitted no later than April 1, 2018 with requested funds earmarked was accepted as a motion. The motion passed unanimously, with Dr. Crowther, Ms. Hull, and Mr. Jenkins abstaining.

The interview panel's recommendation to allow the UMW CISSP Certification application to be resubmitted no later than April 1, 2018 with requested funds earmarked was accepted as a motion. The motion passed unanimously, with Dr. Crowther and Mr. Jenkins abstaining.

The interview panel's recommendation to allow the Germanna Apprentice Network application to be resubmitted no later than April 1, 2018 with requested funds earmarked was accepted as a motion. The motion passed unanimously, with Mr. Davis and Mr. Jenkins abstaining.

The Regional Council discussed the Rural Coastal Design R&D Institute application; the interview panel had not submitted a recommendation on this application because they were not able to reach consensus and wanted the other Council members to weigh in. After discussion, Mr. Davis moved that the application be resubmitted no later than April 1, 2018 with requested funds earmarked, and Mr. Jenkins seconded the motion. The motion passed unanimously, with Dr. Crowther and Dr. Wells abstaining.

MEETING SCHEDULE

The next meeting of the Regional Council will take place on January 8.

ADJOURNMENT

Being no further business, the meeting was adjourned at 12:45 pm.

Respectfully submitted,
Kate Gibson, Senior Planner
George Washington Regional Commission

DRAFT

MBWRC Financial Report: April-December 2017

Date: 2/12/2018

Agency Name: Mary Ball Washington Regional Council (Region 6)

Budget Period: Date of Approval - 6/30/2018

GO VIRGINIA



VIRGINIA INITIATIVE FOR
**GROWTH &
OPPORTUNITY**
IN EACH REGION

	Budget	YTD	Under/Over
A Administration			
Salary & Wages	29,000.00	11,028.02	17,971.98
Fringe Benefits	10,600.00	4,183.67	6,416.33
Other Administrative Costs	21,500.00	8,546.58	12,953.42
Equipment	-	-	-
Total Administration Expenses:	\$ 61,100.00	\$ 23,758.27	\$ 37,341.73
B Direct Planning Expenses:			
Meetings/Training Workshops	7,000.00	1,988.13	5,011.87
Marketing/Outreach	5,000.00	521.68	4,478.32
Consulting/Contract Services			
Growth and Diversification Plan	95,990.00	86,900.00	9,090.00
Type 2 Contract/Consultant	25,000.00	-	25,000.00
Type 3 Contract/Consultant	-	-	-
Type 4 Contract/Consultant	-	-	-
Project Reserves <i>*This shall remain committed to the region for future grant allocations</i>	449,010.00	-	449,010.00
Other <i>Insurance</i>	2,000.00	-	2,000.00
Legal	4,000.00	-	4,000.00
Travel	900.00	1,329.88	(429.88)
Total Direct Planning Expenses:	\$ 588,900.00	\$ 90,739.69	\$ 498,160.31
TOTAL Expenses:	\$ 650,000.00	\$ 114,497.96	\$ 535,502.04

Narrative:

A. Administration

Salary & Wages

Kate Gibson - George Washington Regional Commission(GWRC) - Senior Planner - 33.3% FTE

Tim Ware - GWRC Executive Director - 6% FTE

Fringe Benefits - 36.81%

Other Administrative Costs - 54.25% These Costs are agency Indirect Costs

B. Direct Planning Expenses

Meetings/Training Workshops -

6 Meetings at \$500 per Meeting - \$3,000

Board Training - \$4,000 - Subject to be Determined at a later time

Marketing/Outreach during the Growth and Diversity Plan Process- \$5,000

Consulting/ Contract Services

Growth & Diversification Plan - Mangum Economics- \$95,990 (\$86,900 + 10% Contingency)

Future Consulting Needs \$25,000

C. Other

Insurance - Estimate - \$2,000

Legal - Estimate \$4,000

Travel- Estimate \$900

GO Virginia Region 6 General Assembly Members

Here is a list of your region's legislators and their current contact information. Please distribute this list to your regional council and contact your legislators to discuss GO Virginia activities in the region.

Senate

Senator	Region 6 Cities & Counties Represented
Tommy Norment	Gloucester; King and Queen; King William
Ryan McDougle	Caroline; Essex; Middlesex; Spotsylvania (part); Lancaster; Northumberland; Richmond; King George (part); Westmoreland (part)
Lynwood Lewis	Mathews
Bryce Reeves	Spotsylvania (part); Fredericksburg
Jill Vogel	Stafford (part)
Richard Stuart	King George (part); Spotsylvania (part); Stafford (part); Westmoreland (part)
Scott Surovell	Stafford (part)

Senator Tommy Norment, Jr. (R), 3rd District

district03@senate.virginia.gov

Richmond: (804) 698-7503, Room E603

District Office: (757) 259-7810

Legislative Assistant(s): Eric Philipkosky

<http://www.senatornorment.com/>

Senator Ryan McDougle (R), 4th District

district09@senate.virginia.gov

Richmond: (804) 698-7509, Room E512

District Office: (804) 698-7509

Legislative Assistant(s): Abigail Philips

<http://www.jennifermcclellan.com/>

Senator Lynwood Lewis (D) 6th District

district06@senate.virginia.gov

Richmond: (804) 698-7506, Room E609

District Office: (757) 787-1094

Legislative Assistant(s): Jessie Williams, Michele Haynie

lynwoodlewis.com

Senator Bryce Reeves (R) 17th District

district10@senate.virginia.gov

Richmond: (804) 698-7504, Room E501

District Office: (804) 730-1026

Legislative Assistant(s): Jordan Stewart

<http://ryanmcdougle.com/>

Senator Jill Vogel (R), 27th District

district27@senate.virginia.gov

Richmond: (804) 698-7527, Room E612
District Office: (540) 662-4551
Legislative Assistant(s): Jennifer Moon
<http://www.senatorjillvogel.com/>

Senator Richard Stuart (R), 28th District
district03@senate.virginia.gov
Richmond: (804) 698-7503, Room E603
District Office: (757) 259-7810
Legislative Assistant(s): Eric Philipkosky
<http://www.senatornorment.com/>

Senator Scott Surovell (D), 36th District
district36@senate.virginia.gov
Richmond: (804) 698-7536, Room E617
District Office: (571) 249-4484
Legislative Assistant(s): Philip Scranage
<http://www.scottsurovell.org/>

House of Delegates

Delegate	Region 6 Cities & Counties Represented
Jennifer Carroll Foy	Stafford (part)
Bob Thomas	Stafford (part); Fredericksburg (part)
Bobby Orrock	Caroline (part); Spotsylvania (part)
Buddy Fowler	Caroline (part); Spotsylvania (part)
John McGuire III	Spotsylvania (part)
Mark Cole	Spotsylvania (part); Stafford (part); Fredericksburg (part)
Chris Peace	King William (part)
Keith Hodges	Essex; Gloucester; King and Queen; King William (part); Mathews; Middlesex
Margaret Ransone	Caroline (part); King George; Lancaster; Northumberland; Richmond; Westmoreland

Delegate Jennifer Carroll Foy (D), 2nd District
DelJCarrollFoy@house.virginia.gov
Richmond: (804) 698-1002, Room W430
District Office: (571) 989-1713
Legislative Assistant(s): Joshua Crandell
<https://www.jennifercarrollfoy.org/>

Delegate Bob Thomas (R), 28th District
DelBThomas@house.virginia.gov
Richmond: (804) 698-1028, Room E310
District Office: (540) 693-0726
Legislative Assistant(s): Margaret Morris, James (Jake) Salmons
<https://www.thomasfordelegate.com/>

Delegate Bobby Orrock (R), 54th District
DelBORrock@house.virginia.gov
Richmond: (804) 698-1054, Room E309
District Office: (540) 891-1322
Legislative Assistant(s): Dawn Phillips and Renee Hudson
<http://www.bobbyorrock.net/>

Delegate Buddy Fowler (R), 55th District
DelBFowler@house.virginia.gov
Richmond: (804) 698-1055, Room E213
District Office: (804) 305-8867
Legislative Assistant(s): Dale Hargrove Alderman
<http://buddyfowler.com/>

Delegate John McGuire III (R), 56th District
DelJMcGuire@house.virginia.gov
Richmond: (804) 698-1056, Room W437
District Office: (804) 389-8601
Legislative Assistant(s): Elizabeth M. Preddy
<http://www.mcguire56.com/>

Delegate Mark Cole (R), 88th District
DelMCole@house.virginia.gov
Richmond: (804) 698-1088, Room E202
District Office: (540) 786-3402
Legislative Assistant(s): Karen Stuber
<http://www.marklcole.com/>

Delegate Chris Peace (R), 97th District
DelCPeace@house.virginia.gov
Richmond: (804) 698-1097, Room E408
District Office: (804) 730-3737
Legislative Assistant(s): Julie Coggsdale
<https://www.chrispeace.com>

Delegate Keith Hodges (R), 98th District
DelKHodges@house.virginia.gov
Richmond: (804) 698-1098, Room E410
District Office: (804) 277-9801
Legislative Assistant(s): Mike Hazlewood
<http://www.keithhodges98.com/>

Delegate Margaret Ransone (R), 99th District
DelMRansone@house.virginia.gov
Richmond: (804) 698-1099, Room E412
District Office: (804) 472-4181
Legislative Assistant(s): Archer McGiffin, Emily Laux
<http://www.margaretransone.com/>

Mary Ball Washington Regional Council

GO Virginia Region 6

406 Princess Anne Street
Fredericksburg, Virginia 22401
(540) 373-2890
www.gwregion.org/gova



Date

Name, District

House/Senate

Address 1

Address 2

Dear Name:

Thank you for your service to the Commonwealth and for your continuing interest in GO Virginia. As a member of the Mary Ball Washington Regional Council (GO Virginia Region 6), I want to update you on our recent activities and request that you support additional funding for GO Virginia in the upcoming biennium.

After the General Assembly passed the GO Virginia legislation in 2016, business leaders from across our region came together to form the Mary Ball Washington Regional Council. While we represent many public stakeholders and private companies across the GO Virginia Region 6 footprint, which includes the Northern Neck, Middle Peninsula, and Fredericksburg regions, our 18 Regional Council members have one shared goal – *to support collaborative projects that create high paying jobs in the region that will grow and diversify our economy.*

With the state’s current investment in GO Virginia and with the help of our support organization, the George Washington Regional Commission, the region is off to a strong start. This past summer, the region engaged in a thorough economic analysis that helped reveal the region’s many economic strengths as well as some of the challenges we face. The final result of the study was the publication of our region-specific *Economic Growth and Diversification Plan*, which laid out six priority “clusters”—or geographic concentrations of businesses with common markets, suppliers, technologies, and workforce needs. As stated in the plan, these clusters offer the greatest potential for sustainable, scalable, future growth in the region. The six clusters identified in our plan were:

- Seafood Processing/Aquaculture/Commercial Fishing
- Forestry/Wood Products/Paper
- Manufacturing
- Logistics/Distribution
- Professional/Technical/Scientific Services
- Information/Data Centers

Based on the needs and priorities identified in this plan, the Regional Council then solicited for innovative projects that will drive new investment and job creation in the region. On January 11, 2018, Region 6 submitted two projects to the GO Virginia State Board for consideration at its February 13, 2018 meeting:

- **PamunkeyNet Business Plan:** The Middle Peninsula Alliance is applying for a \$50,000 GO Virginia Enhanced Capacity Building Grant to create a new business enterprise owned by the Pamunkey Indian Tribe to deliver high-speed broadband to underserved areas of Region 6. The total project budget will be \$133,000, with several localities, political subdivisions, and nonprofit partners contributing a total of \$50,000 in local, cash match and \$33,000 in local and private in-kind resources to the project. This project ultimately aims to provide appropriate broadband capability to retain existing and attract new businesses in the Professional/Technical/Scientific Services, Information/Data Centers, and Manufacturing clusters.
- **Flexible Office Space Due Diligence:** Westmoreland County is applying for a \$50,000 GO Virginia Enhanced Capacity Building Grant to complete due diligence for a new 20,000 square foot flexible, multi-tenant office building in Montross, Virginia. The total project budget will be \$100,000, with Westmoreland County and the Northern Neck Chesapeake Bay Region Partnership each contributing \$25,000 in local, cash match to the project. This project ultimately aims to provide appropriate office space to attract new businesses in the Professional/Technical/Scientific Services cluster, the highest-wage priority cluster in Region 6.

These projects are examples of the collaborative work we are doing to help solve some of the region's shared issues in economic and workforce development. However, our progress is limited by what is seen as a relatively minor state investment in an initiative that is vital to our region's future. Therefore, we are seeking your support during the 2018 General Assembly Session to increase the state's investment in GO Virginia. Specifically, the GO Virginia State Board is advocating for:

- An increase in per capita funding from \$10.9 million/yr to \$18.4 million/yr
- An increase in statewide competitive funding from \$11.3 million/yr to \$13.8 million/yr;

If these funding levels were approved, our region would have at least \$2 million more than last year to fund projects that are aligned with our growth and diversification plan. These additional funds would allow us to continue our forward momentum and pursue higher paying job opportunities for the people of our region. I welcome the opportunity to meet or speak with you in the coming weeks to discuss any other thoughts you have about how GO Virginia can move our region forward.

Sincerely,

Name

Mary Ball Washington Regional Council

GO Virginia Region 6 Upcoming Meetings

Mary Ball Washington Regional Council Meetings

March 12: 11 AM-1 PM

Rappahannock Community College Glens Campus
12745 College Drive
Glens, VA 23149