



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

October 7, 2019
Rappahannock Community College
Warsaw, Virginia

MEMBERS PRESENT AND VOTING: **Chair**– William Beale, **Vice Chair**– Carlton Revere, Wally Beauchamp, Val Foulds, Steve Goodall, Lisa Hull, Ann Lewis, Kim McClellan, Morgan Quicke, John Wells, Kimberly Young

MEMBERS ABSENT: Lou Belcher, Bruce Davis, Jackie Davis, Stephanie Heinatz, Jason Perry, Anne Richardson, Bryan Taliaferro

OTHERS IN ATTENDANCE: Sara Dunnigan, DHCD; Billy Gammel, DHCD; Liz Povar, Middle Peninsula Alliance; Jim Carroll, Hampton Roads SBDC; Angela Freeman, City of Fredericksburg; Michael Lombardo, Essex County; Brain Baker, UMW; Jerry Davis, Northern Neck Planning District Commission

STAFF/CONSULTANTS: **GWRC** – Kate Gibson, Jennifer Morgan, **Community Futures** – Neal Barber

CALL TO ORDER

Mr. Beale called the meeting to order at 11:02 am with a quorum present.

INTRODUCTIONS

The Council introduced themselves to members of the public present and the public introduced themselves to the Council.

PUBLIC INVOLVEMENT

Liz Povar, Middle Peninsula Alliance, addressed the Council, thanking the Council for allowing Ms. Jennifer Morgan to attend the VEDP familiarization tour of the Middle Peninsula.

INTRODUCTION OF MS. SARA DUNNIGAN, DHCD

Ms. Sara Dunnigan introduced herself to the Region 6 Council as she is the new Deputy Director of GO Virginia and Economic Development at Virginia Department of Housing and Community (DHCD). Ms. Dunnigan expressed her willingness to have open dialogue between the Councils and the State. She stated this openness is the only way the program can be successful. Ms. Dunnigan emphasized the State's readiness to see projects in the region and addressed Council concerns with aspects of the program, stating that the State is working on these issues.

PRESENTATION ON WORK OF UMW SBDC

Mr. Brian Baker presented to the Council the work UMW SBDC does throughout the Region 6 footprint. Mr. Baker's office works to promote small business development through coordinating entrepreneurial resources and activities to foster an environment of growth. Ms. McClellan asked Mr. Baker if he were to receive additional funding how would his office use those funds. Mr. Baker responded by stating they would use the funds for capacity building, additional small business development mentors, and for capital investment purposes.



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PRESENTATION ON WORK OF HAMPTON ROADS SBDC

Mr. Jim Carroll presented to the Council the work the Hampton Roads SBDC does in Gloucester and Mathews Counties, two counties in the Region 6 footprint. Mr. Carroll stated how the majority of their efforts are focused around scaling up Department of Defense growth and finding ways new businesses can connect with the growth of the industry. Ms. McClellan asked Mr. Carroll if he were to receive additional funding how would his office use those funds. Mr. Carroll responded by stating they would use the funds for counseling small business development, through their mentor/protégé program.

FLEX SPACE FINAL REPORT PRESENTATION

Mr. Jerry Davis presented to the Council the final report for the Flex Space Due Diligence enhanced capacity building grant. The grant awarded Westmoreland County was awarded \$50,000 in GO Virginia funding to complete due diligence for a new 20,000 square foot flexible, multi-tenant office building in Montross, Virginia. Mr. Davis informed the Council that the grant allowed the county to understand what needs to be done to the site. Mr. Davis said the county is currently looking at building a 6400sqft building that would cost approximately \$1.8 million on the site.

AUGUST 12, 2019 MEETING MINUTES APPROVAL

Ms. Young moved to approve the August 12, 2019 Meeting Minutes, and Mr. Revere seconded the motion. The motion passed unanimously.

COUNCIL MEMBERSHIP CHANGES APPROVAL

The Nominating Committee determined the following recommendation at their meeting:

- Remove Jason Perry and accept Shannon Kennedy

The Nominating Committee's recommendation was accepted as a motion. Mr. Goodall seconded the motion. The motion passed unanimously.

FINANCIAL REPORT

Ms. Gibson presented the financial report for April 2017-July 2019. Ms. Gibson made the Council aware that they have \$111,111 in capacity building funding that only requires a 50% match. Mr. Revere asked staff to see if that could be reduced to no match. Ms. Foulds moved to approve the financial report, and Mr. Beauchamp seconded the motion. The motion passed unanimously.

EXECUTIVE COMMITTEE REPORT & ACTIONS TAKEN

Mr. Beale reported on business discussed and actions taken at the Executive Committee Meeting on September 20, 2019. The Executive Committee approved the Reallocation of Project Funds Policy and the Northern Neck Project Pipeline Scope of Work and Communications Plan.



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LETTER TO GO VIRGINIA BOARD CHAIRMAN

The Region 6 Council directed staff to write a letter to the GO Virginia Board Chairman detailing concerns around project pipeline development and hindering program requirements that have affected project development. Mr. Quicke moved to accept and send the letter to the GO Virginia Board Chairman and Mr. Beauchamp seconded the motion. The motion passed unanimously.

Discussion of Implementation of Growth and Diversification Plan

The Council previously instructed staff to develop guidelines and ways to implement the 2019 Growth and Diversification Plan throughout the region. Staff has developed a list of framing questions but requested further input from the Council ahead of the November 15th Executive Committee meeting.

PROJECT PIPELINE DEVELOPMENT UPDATE

Ms. Morgan informed Council that the three project pipeline development contracts were underway as of July 1, 2019. Ms. Morgan stated that she held a meeting with the subcontractors to discuss their efforts thus far, and that monthly individual check-in calls are being held with each subcontractor as well as a monthly group call, to ensure project pipeline development efforts are on track.

CURRENT PROJECT REPORTS

Ms. Morgan reported that all projects are currently on track with a few projects needing additional staff oversight and assistance to ensure all deliverables are met within the current grant guidelines. Ms. Morgan stated that current quarterly reports are being submitted.

MEETING SCHEDULE

The next meeting of the Regional Council will take place on December 9, 2019.

NEW BUSINESS

Mr. Revere addressed the Council stating that he has heard from the region a need for better basic life skills training to prepare individuals for the workforce. Mr. Revere asked staff to look into the ACT Work Ready Program and find ways that GO Virginia can help in this sphere.

ADJOURNMENT

Being no further business, the meeting was adjourned at 1:15 pm.

Respectfully submitted,
Jennifer Morgan, Economic Development Coordinator
George Washington Regional Commission