



Region 6 Executive Committee Meeting
Thursday, February 18th, 2021
9:00am – 10:00am
Virtual Meeting

Please Join the Meeting Here: <https://global.gotomeeting.com/join/501357285>

To Join by Phone: (571) 317-3129 Access Code: 501-357-285

AGENDA

Call to Order	William Beale
Roll Call	Jennifer Morgan
Public Comment	William Beale
Consent Agenda (ACTION ITEM) December 21 st , 2020 Meeting Minutes Approval	William Beale
Presentation on CIT Advisory Committee and GO Virginia Site Workgroups	Curry Roberts
Discussion of Growth and Diversification Plan Amendments	Jennifer Morgan
Discussion of GO Virginia Region 6 Capacity Building Budget Amendment	Jennifer Morgan
Discussion of Regional Council Workgroups	Jennifer Morgan
Discussion of Council Nominations and Reappointments	Jennifer Morgan
Discussion of General 2021 Planning	William Beale
New Business	William Beale
Adjournment	William Beale



Region 6 Executive Committee Meeting

Monday, December 21st, 2020

12:00pm – 2:00pm

Virtual Meeting

Please Join the Meeting Here: <https://global.gotomeeting.com/join/501357285>

To Join by Phone: (571) 317-3129 Access Code: 501-357-285

MINUTES

MEMBERS PRESENT AND VOTING: Chair - William Beale, Rob Quartel, Lisa Hull, Kim McClellan,

MEMBERS ABSENT: Wally Beauchamp

STAFF: GWRC – Jennifer Morgan | **Community Features** – Neal Barber

CALL TO ORDER

Mr. Beale called the meeting to order at 12:00p.m. with a quorum present.

ROLL CALL

Mr. Beale noted that due to the nature of the Declaration of a State of Emergency Due to Novel Coronavirus (COVID-19) pursuant to Code § 2.2-3708.2 this meeting was held by electronic communications, via the web platform GoToMeeting. The catastrophic nature of this declared emergency made it impractical and unsafe to assemble a quorum in a single location and the purpose of this meeting was to discuss or transact the business statutorily required or necessary to continue operations of the public body. Mr. Beale gave the floor to Ms. Morgan to inform the Council of how the electronic meeting was to proceed. Ms. Morgan called roll and stated a quorum was present. Staff requested that all votes be taken with all yes's said together and then no's and abstentions said with the member's name.

PUBLIC COMMENT

Mr. Ian Ollis introduced himself to the Region 6 Council. Mr. Ollis is the new Director of Transportation Planning/FAMPO Administrator at the George Washington Regional Commission, the support organization for Region 6. The Executive Committee members welcomed Mr. Ollis to the region.

CONSENT AGENDA

Mr. Beale asked for a motion to approve the consent agenda items, November 16th meeting minutes. Mr. Quartel motioned for approval and Ms. Hull seconded the motion. The motion passed unanimously.

DISCUSSION OF PROJECT PREP CALLS

Ms. Morgan noted this was a continuation from the previous meeting. Ms. Morgan proposed placing Council members on workgroups in which they review and score projects based on a proposed scoring sheet similar to the scoring sheet used by the GO Virginia State Board. Ms. Morgan noted that the Council members would not meet to discuss the scoring, but instead two would discuss with the project applicant similar to the current process. Ms. Morgan noted this change in the project review process would need approval by the Region 6 Council.

REVIEW OF DRAFT AMENDED REGION 6 BYLAWS

Mr. Beale noted this was a continuation from the previous meeting in which the Executive Committee discussed updating the bylaws. Ms. Morgan presented draft changes in which she highlighted members must attend 75% of the full Council or committee meetings per year and they can reestablish good



standing if they attend two consecutive full council meetings, failure to do so will allow the Region 6 Council to remove the absent member. Ms. McClellan and Ms. Hull agreed these were necessary changes. Mr. Beale instructed Ms. Morgan to remove goals and objectives of the Council from the modified bylaws.

REVIEW OF DRAFT ANNUAL REPORT

Ms. Morgan presented a draft annual report to the Executive Committee for adoption at the next Region 6 Council meeting. Mr. Quartel asked Ms. Morgan to be more specific in her descriptions of the projects.

STAFF REPORT

Ms. Morgan presented the Financial Report to the Executive Committee. Ms. Morgan informed the Executive Committee that Region 6 had two projects approved by the State Board at their December meeting, that State Board policies #10 and #9 were updated, and that Mr. Curry Roberts had been appointed to the CIT Advisory Committee and the Site Development Working Group.

NEW BUSINESS

There was no new business.

ADJOURNMENT

Being no further business, Mr. Quartel moved to adjourn the meeting at 1:15 p.m. and Ms. McClellan seconded the motion, and the motion passed unanimously.

DRAFT

2021 Growth and Diversification Plan Update Guidelines

Each Regional Council shall submit an amended growth and diversification plan to DHCD no later than **October 15, 2021** for consideration at the December 2021 GO Virginia Board meeting. We are requesting that GO Virginia Regional Councils approach this effort with an eye towards supporting ongoing economic recovery efforts.

The overall goals of this plan update is to reevaluate each Council's overall goals and strategic priorities, with a focus on accelerating economic recovery efforts in the near-term while supporting investments that will advance longer-term economic growth strategies within each region.

The amended plan is intended to describe specific goals and strategies that will produce measurable results over a two-year period. Additionally, the plan should consider how these efforts can be coordinated and sustained over a 5-10 year horizon, and the broad steps to be taken in key categories i.e. site development, entrepreneurship, commercialization, or workforce, should be provided.

Councils must engage a broad range of stakeholders in the plan update process. Councils should demonstrate stakeholder participation in the plan revision process from local and regional economic development organizations, education and workforce training partners, planning district commissions, nonprofits, community groups, workforce boards, as well as coordinators of regional entrepreneurial activities.

Councils are encouraged to approach their revisions with consideration for other regional economic development and workforce development plans, including those developed by regional economic development organizations and planning district commissions.

At a minimum, the amended plan should include the following activities and plan elements:

1. EVALUATE THE PERFORMANCE OF YOUR REGIONAL ECONOMY: Regional Councils should reflect on the performance of their regional economy with a focus on the performance of their previously identified targeted industry sectors. This review should consider at least the past five years' economic performance and generally result in an assessment of economic conditions in the region.

DHCD will provide a JobsEQ data package to support this effort and allow for analysis of the items noted below; however, Regional Councils may elect to supplement with additional data sources, as well as quantitative and qualitative analysis, or prepare their own data for review. In addition, Regional Councils and/or their Support Organizations are encouraged to check with DHCD staff to see if other specific data sets they may need can be provided via JobsEQ.

Such evaluation should reflect on the following:

- a. Employment growth across all sectors
- b. Wage growth across all sectors
- c. Employment growth in targeted traded industry sectors
- d. Wage growth in targeted traded industry sectors
- e. New business formation activity (source: VEC or TEconomy)
- f. New business formation in targeted traded sector industries (source: VEC or TEconomy)
- g. Economic development announcements (new and expanding businesses) (source: VEDP website/announcements)

- 2. A SITUATIONAL ANALYSIS FOR EACH TARGETED INDUSTRY SECTOR:** The identification of targeted sectors or clusters must be centered on empirical data, and based on results that are realistic given the drivers of the region’s economy. Each Regional Council should consider their current targeted sectors, as well as any potential new targeted sectors identified in the data analysis.

Regions are encouraged to conduct a situational analysis that identifies strengths, weaknesses, opportunities, and threats to the future economic performance of each sector. Regional Councils should approach this activity with a consideration for GO Virginia’s four priority investment areas – Talent Development, Start-Up Ecosystem, Cluster Scale-Up, Sites/Infrastructure Development. Regions should also review their current inventory of sites relative to their targeted traded industry sectors to inform and prioritize future sites investments.

This analysis should be informed and validated by business leaders and other stakeholders.

- 3. SKILLS GAP ANALYSIS FOR YOUR TARGETED INDUSTRY SECTORS:** Evaluate labor requirements and regional capacity to train workers. Update the previously identified workforce gaps in the availability of immediately employable talent in the targeted sectors or clusters. The prioritization of workforce gaps to be addressed will serve as guidance to the Regional Council and Board in the evaluation of future funding decisions. If a gap exists in a newly identified target sector, identify current efforts to address this gap, being specific as to the skills/credentialing/experience/education required, and whether these efforts are adequate to address the shortage and to support long-term growth. Councils are encouraged to collaborate with workforce development boards and other workforce/education system stakeholders.
- 4. IDENTIFICATION OF PLAN GOALS AND STRATEGIES:** Review the priority goals and strategies in your plan and refine using the information and data gathered previously. Map your active project portfolio against these strategies, including those in your project pipeline.

Use the GO Virginia program’s four priority investment areas – Talent Development, , Start Up Ecosystem, Cluster Scale Up, and Sites/Infrastructure – as a framework to describe the

newly prioritized strategies and proposed activities that will advance the goals of the GO Virginia Program and the Regional Growth and Diversification Plan.

Councils should identify a framework for evaluation of efforts and the progress towards implementation of the Growth and Diversification Plan. For example, each strategy should identify one or more measures of performance that will indicate progress towards achieving the Plan goals.

- 5. IDENTIFY STRATEGIC PARTNERS FOR COLLABORATION:** The amended plan should identify opportunities for collaboration or complementary efforts for each of the strategies outlined in the amendment. Councils should identify organizations and other non-GO Virginia activities that could/should collaborate to support the goals of the plan.

DRAFT

Financial Report - Capacity Building Funding - Budget Detail

Mary Ball Washington Regional Council (GO Virginia Region 6)


Report Period: April 2017 - December 2020

Report Date: 1/25/2021



	FY17 Capacity Building (No Match)	FY18 Capacity Building (100% Match) MOVED TO PROJECT FUNDING	FY19 Capacity Building (No Match)	FY19 Capacity Building (50% Match) MOVED TO PROJECT FUNDING	FY20 Capacity Building (No Match)	FY21 Capacity Building (No Match)	Total	Expenditures (since April 2017) by Line Item	Under/Over by Line Item
Region 6 Allocation									
Total	\$400,000.00	\$0.00	\$250,000.00	\$0.00	\$250,000.00	\$250,000.00	\$1,150,000.00		
Budget									
GWRC Staffing (Salary, Fringe, and Indirect)	\$195,000.00	\$0.00	\$84,350.88	\$0.00	\$6,510.12	\$140,000.00	\$425,861.00	\$347,203.68	\$78,657.32
Community Futures Staffing	\$11,000.00	\$0.00	\$0.00	\$0.00	\$5,000.00	\$10,000.00	\$26,000.00	\$14,425.00	\$11,575.00
Capacity Building Grants	\$36,800.00	\$0.00	\$76,399.12	\$0.00	\$109,800.88	\$0.00	\$223,000.00	\$192,490.67	\$30,509.33
Project Pipeline Contracts	\$12,500.00	\$0.00	\$87,500.00	\$0.00	\$50,000.00	\$75,000.00	\$225,000.00	\$145,000.00	\$80,000.00
Meetings & Facilitation	\$4,600.00	\$0.00	\$650.00	\$0.00	\$1,197.00	\$4,000.00	\$10,447.00	\$5,382.72	\$5,064.28
Travel	\$6,000.00	\$0.00	\$1,100.00	\$0.00	\$653.00	\$6,000.00	\$13,753.00	\$7,278.59	\$6,474.41
Equipment	\$2,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$10,500.00	\$12,500.00	\$10,417.39	\$2,082.61
Marketing/Outreach	\$1,200.00	\$0.00	\$0.00	\$0.00	\$321.00	\$4,500.00	\$6,021.00	\$1,120.30	\$4,900.70
G&D Plan Development	\$130,900.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$130,900.00	\$130,900.00	\$0.00
Legal Expenses	\$0.00	\$0.00	\$0.00	\$0.00	\$2,000.00	\$0.00	\$2,000.00	\$0.00	\$2,000.00
Future Consulting Needs	\$0.00	\$0.00	\$0.00	\$0.00	\$4,518.00	\$0.00	\$4,518.00	\$0.00	\$4,518.00
Contingency	\$0.00	\$0.00	\$0.00	\$0.00	\$70,000.00	\$0.00	\$70,000.00	\$0.00	\$70,000.00
Project Reserves	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total	\$400,000.00	\$0.00	\$250,000.00	\$0.00	\$250,000.00	\$250,000.00	\$1,150,000.00	\$854,218.35	\$295,781.65
Expenditures (since April 2017)									
Total	\$400,000.00	\$0.00	\$250,000.00	\$0.00	\$204,218.35	\$0.00	\$854,218.35		
Under/Over									
Total	\$0.00	\$0.00	\$0.00	\$0.00	\$45,781.65	\$250,000.00	\$295,781.65		

Financial Report - Capacity Building Funding - Expenditures Detail

Mary Ball Washington Regional Council (GO Virginia Region 6)					
Report Period: April 2017 - December 2020					
Report Date: 1/25/2021					
	GWRC FY17/18	GWRC FY19	GWRC FY20	GWRC FY21	Total
Revenues					
FY17 Capacity Building (No Match)	\$400,000.00	\$0.00	\$0.00	\$0.00	\$400,000.00
FY19 Capacity Building (No Match)	\$0.00	\$250,000.00	\$0.00	\$0.00	\$250,000.00
FY20 Capacity Building (No Match)	\$0.00	\$0.00	\$250,000.00	\$0.00	\$250,000.00
FY21 Capacity Building (No Match)	\$0.00	\$0.00	\$0.00	\$250,000.00	\$250,000.00
Carryover from Previous Year	\$0.00	\$251,527.70	\$360,533.73	\$219,553.96	
Total Revenue	\$400,000.00	\$501,527.70	\$610,533.73	\$469,553.96	\$1,150,000.00
Expenditures (since April 2017)					
GWRC Staffing (Salary, Fringe, and Indirect)	\$49,850.69	\$82,437.98	\$147,183.38	\$67,731.63	\$347,203.68
Community Futures Staffing	\$0.00	\$9,100.00	\$5,325.00	\$0.00	\$14,425.00
Capacity Building Efforts (no match)	\$0.00	\$23,156.70	\$91,808.29	\$77,525.68	\$192,490.67
Project Pipeline Development	\$0.00	\$0.00	\$125,000.00	\$20,000.00	\$145,000.00
Meetings	\$2,446.51	\$1,453.16	\$1,483.05	\$0.00	\$5,382.72
Travel	\$1,753.42	\$2,262.67	\$3,247.50	\$0.00	\$7,278.59
Equipment	\$0.00	\$0.00	\$1,917.39	\$8,500.00	\$10,417.39
Marketing/Outreach	\$521.68	\$583.46	\$15.16	\$0.00	\$1,120.30
G&D Plan Development	\$93,900.00	\$22,000.00	\$15,000.00	\$0.00	\$130,900.00
Legal Expenses	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Future Consulting Needs	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Contingency	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Project Reserves	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Expenditures	\$148,472.30	\$140,993.97	\$390,979.77	\$173,757.31	\$854,218.35
Under/Over					
Total	\$251,527.70	\$360,533.73	\$219,553.96	\$295,796.65	\$295,781.65

Financial Report - Project Funding

Mary Ball Washington Regional Council (GO Virginia Region 6)

Report Period: April 2017 - Present

Report Date: 1/25/2021

GO VIRGINIA



REGIONAL INITIATIVE FOR
GROWTH &
OPPORTUNITY
IN EACH REGION

Per Capita Funding										
	FY18 Per Capita 100% Match	FY18 ECB 100% Match	FY19 Per Capita 100% Match	FY19 ECB 100% Match	FY20 Per Capita 100% Match	FY20 ECB 100% Match	FY21 Per Capita 100% Match	FY21 ECB 100% Match	Total	
Project Funding Received										
Original Allocation	\$390,182	\$250,000	\$750,000	\$250,000	\$758,621	\$250,000	\$766,222	\$250,000	\$3,665,025	
Funds Moved from Capacity Building Funding	\$250,000		\$111,111						\$361,111	
Funds Moved between Years	-\$400,182	-\$10,339	\$410,521						\$0	
Total Project Funding Received	\$240,000	\$239,661	\$1,271,632	\$250,000	\$758,621	\$250,000	\$766,222	\$250,000	\$4,026,136	
Project Funding Allocated										
Flexible Office Space Due Diligence		\$50,000.00							\$50,000.00	
PamunkeyNet Business Plan		\$50,000.00							\$50,000.00	
VASG Planning Grant		\$49,996.00							\$49,996.00	
Welding Training Program	\$130,000.00								\$130,000.00	
Cybersecurity Certification Program	\$110,000.00								\$110,000.00	
Stafford Cyber & Smart Tech		\$75,000.00							\$75,000.00	
Northern Neck Workforce Training ECB				\$62,500.00					\$62,500.00	
NN Commerical Kitchen ECB				\$50,000.00					\$50,000.00	
FRA RIFA		\$14,665.00							\$14,665.00	
FRA Cluster Analysis				\$30,000.00					\$30,000.00	
Germanna Workforce Training			\$634,938.00						\$634,938.00	
Essex Site Development			\$76,996.00						\$76,996.00	
Total Funding Allocated	\$240,000.00	\$239,661.00	\$711,934.00	\$142,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,334,095.00	
Project Funding Available										
Total Project Funding Available	\$0	\$0	\$559,698	\$107,500	\$758,621	\$250,000	\$766,222	\$250,000	\$2,692,041	
Projects in Pipeline										
Richmond County Commerce Expansion						\$1,223,974			\$1,223,974	
Total Projects in Pipeline									\$1,223,974	
Project Funding Available after Pipeline										
Total Project Funding Available after Pipeline									\$1,468,067	

ERR Funding			
	ERR Fast Access	ERR Implementation	Total
Project Funding Received			
Original Allocation	\$300,000	\$700,000	\$1,000,000
Funds Moved from Capacity Building Funding			\$0
Funds Moved between Years			\$0
Total Project Funding Received	\$300,000	\$700,000	\$1,000,000
Project Funding Allocated			
MMPDC Seafood & Ag E Market	\$77,000.00	\$0.00	\$77,000.00
KQ TeleMed Study	\$50,000.00	\$0.00	\$50,000.00
NN WWTC Expansion	\$36,000.00	\$0.00	\$36,000.00
Total Spent	\$163,000.00	\$0.00	\$163,000.00
Project Funding Available			
Total Project Funding Available	-\$163,000	\$0	\$837,000
Projects in Pipeline			
Total Spent			
Project Funding Available after Pipeline			
Total Project Funding Available after Pipeline			

Mary Ball Washington Regional Council (GO Virginia Region 6) Current Member Terms						
Name	Sector	PDC	Private Sector	Term #	Term Start	Term End
John Anzivino	Local Government	MP		1	February 2020	February 2024
William Beale, Chair	Civic or Community Leader	GW	X	1	March 2017	February 2021
Wally Beauchamp	Small Business	NN	X	1	March 2017	February 2021
Lou Belcher	Small Business	MP	X	1	March 2017	February 2021
Bruce Davis	Civic or Community Leader	GW	X	1	March 2017	February 2021
Jackie Davis	Workforce Development Professional	NN		1	March 2019	February 2023
Jan Eckert	Small Business	GW	X	1	July 2020	July 2024
Val Foulds	Civic or Community Leader	NN	X	1	October 2018	September 2022
Steve Goodall	Large Business	MP	X	1	September 2017	August 2021
Stephanie Heinatz	Small Business	MP	X	1	June 2018	May 2022
Lisa Hull	Regional Planning Entity	NN		1	March 2017	February 2021
Ann Lewis	Non-Profit/Other	GW	X	1	October 2018	September 2022
Kim McClellan	Non-Profit/Other	GW		1	March 2017	February 2021
Shannon Kennedy	Education	NN		1	December 2019	November 2023
Rob Quartel	Large Business	MP	X	1	February 2020	February 2024
Morgan Quicke	Local Government	NN		1	December 2018	November 2022
Bryan Taliaferro	Large Business	MP	X	1	March 2017	February 2021
Evan Van Leeuwen	Large Business	MP	X	1	February 2020	February 2024
John Wells	Education	MP		1	March 2017	February 2021
Linda Worrell	Small Business	GW	X	1	July 2020	July 2024
Kimberly Young	Education	GW		1	June 2018	May 2022

Council members shall serve staggered four-year terms as determined by the Council.

Council members shall not serve more than (2) consecutive four year terms.

The time served by Chair/Vice-Chair will not count against the limit of two (2) consecutive terms. A Chair/Vice-Chair who has reached his or her term limit may serve another consecutive term.