

**VIRGINIA GROWTH AND OPPORTUNITY BOARD MEETING**  
**March 14, 2017**  
**Richmond, Virginia**

Members Present

The Honorable Richard D. "Ric" Brown  
Delegate M. Kirkland "Kirk" Cox  
Ben J. Davenport Jr.  
The Honorable Jim Dyke  
Thomas F. Farrell II  
Heywood W. Fralin  
The Honorable Todd Haymore  
Delegate Terry G. Kilgore  
Delegate R. Steven Landes  
Matthew Mulherin  
Senator Thomas K. Norment  
Bruce Smith  
Steven C. Smith  
The Honorable Dietra Y. Trent, PhD  
Lucia Anna "Pia" Trigiani  
Marilyn H. West  
Joe Wilson  
John O. "Dubby" Wynne

Members Absent

Senator Janet D. Howell  
Delegate S. Chris Jones  
Charles Moorman  
Senator Frank M. Ruff  
Todd A. Stottlemeyer

Call to Order	Mr. John "Dubby" Wynne, Chairman of the Virginia Growth and Opportunity Board (GO Virginia), called the meeting to order.
Roll Call	Ms. Elizabeth Rafferty, Policy and Legislative Director for the Department of Housing and Community Development (DHCD), called the roll and stated that a quorum was present.
Public Comment	No comments were made by the public; the public comment period was closed.
Regional Council Certification	Mr. Bill Shelton, Director of DHCD, stated that Letters of Intent were received for all nine regional councils. Staff reviewed each Letter of Intent for content as outlined in the Regional Council Guidelines. A summary of each region's Letter of Intent was included in the Board packet for the Board's review. This summary included the number of members, the proposed leadership, the supporting organization, a description of the member selection process, a breakdown of the diversity of proposed membership, and a description of the public input process.

Mr. Shelton stated that after a review of all the letters, it was evident that all regions addressed all requirements outlined in the guidelines. Staff presented a recommendation to the Executive Committee and the Executive Committee recommended approval of all nine Regional Councils to the Board. After some discussion a motion was made and properly seconded to certify the Regional Councils. The motion was unanimously approved.

#### Economic Growth and Diversification Plan

Mr. Shelton presented a summary of the Economic Growth and Diversification Plan guidelines and briefly discussed the evolution of the document. The plan requires regions to identify economic opportunities, needs, and challenges, establish priorities among those opportunities, and outline needed enhancements where GO Virginia grant funds can support collaborative programs between at least two or more localities that will lead to the creation of more higher paying jobs. Higher paying jobs will be determined based on the median income of the region. Some key opportunities include: growing or scaling up existing businesses and identifying opportunities for the commercialization of research.

Delegate Steven Landes stated that while the plan addressed intraregional collaboration, he felt that it did not clearly encourage cross regional collaboration; which was in part, the intent of the legislation. Mr. Shelton said that staff would make the changes to ensure the plan addresses cross regional collaboration especially when regions are working on similar projects.

Mr. Wynne stated that the Executive Committee unanimously recommends the adoption of the Economic Growth and Diversification Plan. After no further discussion, a motion was made and properly seconded to adopt the plan as amended. The motion was approved unanimously.

#### Consultant Panel

Mr. Wynne shared that staff convened a panel of economic and workforce policy experts to ensure the economic growth and diversification plans are both substantive and actionable. These consultants will also be invited to attend or participate in the Statewide Orientation event.

A Request For Proposals (RFP) will be issued to Universities to assist in the development of baseline performance metrics which will be given to the Regions for their use. A second RFP to identify potential clusters and existing opportunities for regions

to consider as they develop their plans will be issued.

A 2017 Roadmap was distributed to Board members; this document outlines activities of the Board, regions, and staff. The Roadmap indicates that the Board should expect to start approving projects by September. Mr. Wynne also added an additional Board meeting on October 16<sup>th</sup> to be as responsive as possible to Regions submitting projects.

Mr. Wynne stated that GO Virginia will be collaborating with the Virginia Economic Development Partnership (VEDP) through the sharing of information. Work of the Regional Councils will help to inform VEDP's statewide strategic plan.

Secretary Ric Brown asked if the baseline data would be paid for out of DHCD's GO Virginia Administrative budget or from the Regional Council's funding. Mr. Shelton responded that it would come from DHCD appropriated funds.

Mr. Shelton added that by June the Board will approve a guidance document that will determine how to score and approve regional projects. Staff would then complete an initial review of the proposed projects in relation to the guidelines. Then a Review Committee would be established by the Board along with an Advisory Committee that would include expertise in relevant sectors; a recommendation to the Board would then be made based on these committees.

#### 2017 General Assembly Update

Mr. Shelton provided an overview of the 2017 General Assembly Session as it relates to GO Virginia. This update included details of the budget for the GO Virginia Fund based on the Conference Report, legislation that expanded the role of the Virginia Research Investment Committee (VRIC), and legislation which changes the structure and membership of the VEDP Board.

#### Purpose Statement

Ms. Nancy Agee stated that the Executive Committee met twice to discuss the purpose statement for the Board. A motion was made and properly seconded to adopt the purpose statement: "Create more and higher paying jobs through incentivized collaboration, primarily from out-of-state revenue, which diversifies and strengthens regional economies." The motion unanimously passed.

#### Discussion Items

Mr. Ben Davenport, Vice Chairman of the Board, initiated discussion on two items. The first was the development of a communication strategy. Mr. Wynne indicated that there will be

quarterly reports for all the regions. Ms. Agee also suggested that each member of the Executive Committee could serve as a mentor to one or two Board members. The Honorable Jim Dyke also proposed that the Board meetings could be held in each of the regions.

Mr. Davenport also initiated a discussion on performance metrics and pipeline indicators. Ms. Marilyn West added that a challenge that regions face is not only growing new jobs, but also retaining high paying jobs and should consider net growth as an indicator.

Mr. Davenport encouraged Board members to send any other thoughts to either him or to staff.

#### Orientation Event

Mr. Wynne stated that there would be an Orientation event on April 20<sup>th</sup>. All Regional Council members, support organizations and stakeholders are invited to attend. This will be an all-day event.

#### VRIC Update

Mr. Dyke gave an update on the Virginia Research Investment Committee. (VRIC). Since the last meeting the State Council for Higher Education of Virginia (SCHEV) has studied research and development programs in other states to examine how their funds are used and how success is measured. VRIC held their meeting prior to the GO Virginia Board meeting and received a summary of programs, specifically linking university research to business development..

#### State Workforce Board

Mr. Wynne recognized Sara Dunnigan, Executive Director of the State Workforce Board, who gave a brief presentation on the workforce gap analysis that is being conducted and how that information could be of use to the Regional Councils. Ms. Dunnigan stated that her board is encouraging collaboration with the regional councils.

#### Board Matters

Mr. Wynne stated that the approved bylaws with amendments were included in the Board packet along with an Executive Committee update. Mr. Wynne added that he and the Vice Chair would be attending each Regional Council's initial meeting to offer support as they organize and that staff would provide dates of those meetings if any other Board members desired to attend.

#### Adjournment

Upon a motion duly made and seconded, the meeting was adjourned.