

**GO Virginia Hampton Roads  
Regional Council**

**MEETING NO. 16  
February 6, 2020**

Meeting number sixteen of the GO Virginia Hampton Roads Regional Council (“Regional Council”) was held Thursday, February 6, 2020, at 10:00am at Legacy Hall located at 4301 New Town Avenue in Williamsburg/James City County, VA.

<b><u>Members Present:</u></b>	Shawn Avery	Maria Herbert
	Timothy J. Bentley	Jeffrey Holland
	R. Bruce Bradley	Bob McKenna
	John R. Broderick	John Olson
	Patrick Coady	John F. Reinhart
	Anne C. H. Conner, Vice Chair	Jeffery Smith
	Jack L. Ezzell, Jr.	Bryan Stephens
	Thomas R. Frantz, Chair	Thomas G. Tingle

<b><u>Members Absent:</u></b>	Kenneth Alexander	J.D. Myers, II
	William B. Downey	McKinley Price
	Robert Dyer	Katherine Rowe
	Michael Gentry	Bruce Thompson
	Jim Kibler	Gary Warren
	Jerry Miller	

**Staff Present:** James K. Spore, President & CEO, Reinvent Hampton Roads  
Donna S. Morris, Executive Vice President, Reinvent Hampton Roads  
Gia M. Freeman, Administrative Assistant, Reinvent Hampton Roads

**1. Call to Order and Opening Comments**

Chairman Frantz called the meeting to order at 10:00 a.m., declaring a quorum present. He welcomed members and guests in attendance and thanked Mr. Tom Tingle for hosting the meeting. Mr. Michael Hipple, Vice Chair of James City County Board of Supervisors and Chair of the Hampton Roads Planning District Commission, welcomed everyone to the new mixed-use, urbanism community of New Town in James City County. Recognizing the importance and value of regional cooperation, Mr. Hipple expressed appreciation for the work being done in Region 5 by the Regional Council through the GO Virginia program. He specifically referenced the Hampton Roads Unmanned Systems Facility project and the Eastern Virginia Regional Industrial Facility Authority created using a GO Virginia grant that will support this and future site development opportunities.

**2. Approval of October 24, 2019 Regional Council meeting minutes**

ON A MOTION MADE AND SECONDED THE REGIONAL COUNCIL APPROVED THE MINUTES OF THE OCTOBER 24TH MEETING AS PRESENTED IN THE AGENDA MATERIALS.

**3. Presentation by Ms. Sara Dunnigan, Deputy Director of GO Virginia and Economic Development, Virginia Department of Housing and Community Development (DHCD)**

Mr. Frantz welcomed Ms. Sara Dunnigan and Mr. Billy Gammel from the Virginia Department of Housing and Community Development to the meeting and invited Ms. Dunnigan to provide an update on the GO Virginia Program. Ms. Dunnigan filled a newly created position in September 2019, brings a strong background in economic development and was involved during the creation stages of the GO Virginia initiative. She has also spent the past five years leading workforce development initiatives in the state. She is a strong believer in people, power and places.

With a goal of constantly improving the program Ms. Dunnigan has traveled around the state to meet with each of the nine regional councils, primarily to listen and learn about whether the program is working as envisioned.

As the new Chair of the GO Virginia State Board Mr. Tom Ferrell, with Dominion Energy, shares an interest in making sure there is open dialogue with the nine regions, recognizing their unique characteristics and how collectively the program can address challenges and opportunities.

Ms. Dunnigan referenced the series of workshops underway, allowing stakeholders the opportunity to provide input to help the program grow and evolve. The third of four workshops will be held this Friday. It will focus on traded sectors and high wages jobs, which is a core aspect of the GO Virginia program.

To date the state has 74 funded projects and roughly \$ 27 million invested to support these initiatives. She expressed confidence that all regional councils are moving forward in a very positive way. While they are not all the same, she has shared with others that Region 5 has all the right ingredients for success. The scale and potential impact of the grants awarded in Region 5 are significant.

Having an entity like Reinvent Hampton Roads leading the charge and challenging everyone to think about the future sets Region 5 apart. A few of the other regions have that advantage as well.

Focus and purpose that come out of the Economic Growth and Diversification Plan for Region 5 is another key item she recognized as we are delivering projects that are aligned to support that plan.

She also shared her observation that Region 5 is willing to take risks. Region 5 has many amazing partners including educational institutions with a research focus, and multiple community colleges willing to collaborate. Collaboration is seen as a key element in high performance regions and councils.

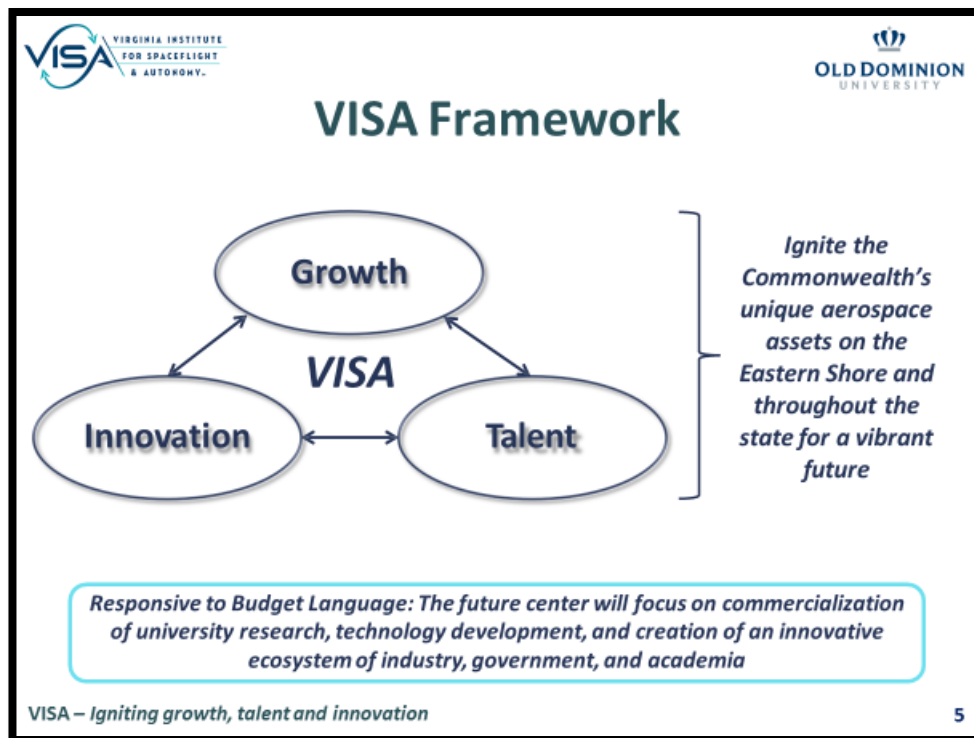
*What's next for GO Virginia?* They are currently in a process of rediscovery. Grants will be closing this year, which will provide an opportunity to talk more about outcomes and getting best practices established. The program is fully funded at the current level in the Governor's Budget. She mentioned GO Virginia is a non-reverting fund and there are some resources that have not yet been deployed. She closed by saying we should not view our per capita allocation as the ceiling, but rather the floor. There is currently \$29 Million in the statewide competitive fund Ms. Dunnigan challenged Region 5 to take some of the ideas brewing from previous grants and new initiatives that could benefit from the competitive pool. The job of DHCD is to make the program and the regions successful.

Mr. Frantz referenced the collaboration that GO Virginia has fueled. In adding collaboration and connectivity you see growth in innovation and productivity, key ingredients to produce higher paying jobs. The Eastern Virginia Regional Industrial Facility Authority (EVRIFA) being one example. Over the past few months Region 5 has been meeting with Region 6, discussing at length how to collectively develop possible water technology projects that we think will be game changers for both regions. Participants include ODU, VIMS, William & Mary, the community colleges and others. Additionally,

there are other potential projects underway with Region 4 (Richmond), one of which is RVA/Hampton Roads Mega-region collaborative. Leaders from both regions filed an application to create a tax-exempt organization. The application includes a narrative about GO Virginia and the impact the program has had to date around the Commonwealth. Other key funding partners in the project include the Hampton Roads and Richmond Community Foundations. Once a CEO is hired, they will apply for a GO Virginia enhanced capacity building grant to support the creation of this collaborative.

**4. Presentation by Dr. David Bowles, Executive Director of Virginia Institute for Spaceflight and Autonomy (VISA)**

Mr. Frantz invited Dr. David Bowles, former Director of NASA Langley Research Center and now directing ODU VISA, to share more about this initiative. Dr. Bowles introduced Mr. John Costulis, a former colleague at NASA LaRC who is working with him on the VISA program. Dr. Bowles began by highlighting the many assets that exist within Region 5 and the Commonwealth. He provided an overview of the VISA framework and mission, captured in the slide below:



**Growth** – connecting partners within ODU to the Commonwealth, Industry, and the Federal Government to ignite new economic growth opportunities; **Talent** development – student engagement, undergraduate/graduate education and workforce development; and **Innovation** – driven to commercialization to solve real world challenges. Collectively, these partnerships will promote the region’s unique aerospace assets.

One of four of the Nation’s space ports is in Virginia at NASA Wallops Island. There is a launch at this facility scheduled for Sunday afternoon (2/9/2020) at 5:39pm of a rocket taking cargo to the International Space Station. If you cannot attend in person you can go into the Northrup Grumman website to see the launch. Wallops has attracted a new company that has plans to launch this Spring. Another company from New Zealand wanted to pick a sight in the US and they picked the Eastern

Shore of Virginia, with plans to conduct one launch per month. There are several space flight companies located in Northern Virginia, the large ones being Northrup Grumman, which just acquired Orbital ATK and *Aurora Flight Sciences*, a subsidiary of Boeing that develops small autonomous vehicles to advance urban air mobility. The Wallops Island site provides an important connection for these companies.

Dr. Bowles also described the Virginia Data Cube and how satellite data can be used to solve the state's greatest challenges. Virginia and California are the only two states in the country that are currently using the data cube. The data cube contains information within a specific timeframe. Much of the data is already publicly available, but not in a format that is easy to use. From an end-user standpoint, getting small companies where they can get access to the data will likely occur in Amazon Cloud. The data can be access then used to develop products or services that address real world problems. He invited members to view the short YouTube Demo: <https://youtu.be/T8XTrMeJoX4>

Dr. Bowles announced that the VISA program has put out an RFP and selected three autonomous vehicle companies to receive funds that will support innovative efforts to address real world problems. He also mentioned a recent meeting held with leadership of the Eastern Shore hydro drone project, a project seeking GO Virginia funds. He anticipates working with them as this program develops.

Today there are many new players in this space, presenting an opportunity for the Commonwealth and the region to be a leader in the aerospace domain. Dr. Bowles closed with the tag line – While Florida is considered the “space coast,” Virginia can be the “space shore.”

Mr. Broderick praised the heroic efforts of Aubrey Layne during the time he was Secretary of Transportation, to preserve this asset following damage that occurred when a rocket failed and exploded after take-off.

Mr. Spore reminded members of the Entrepreneur in Residence (EIR) program that was within NASA during Dr. Bowles tenure as Director of the facility. The EIR was designed to accelerate the commercialization of research that occurs in the facility. His move to ODU further expands opportunity for Region 5. The partnerships through VISA can be leveraged to make big things happen, underscoring Ms. Dunnigan's reference to the importance of having a research university engaged.

## **5. Quarterly Progress Reports on GO Virginia approved grant**

Chairman Frantz invited Ms. Donna Morris to provide an overview of the quarterly reports from each of the GO Virginia grant awards made to date. Details can be accessed behind TAB B of the meeting agenda packet.

In summary, most of the programs funded to date have met or exceeded performance measures. The last quarterly project report was 757 Seed Fund as action would be required by the Regional Council. In a meeting held in November 2019 the 757 Seed Fund Board and managers made a decision to close-down the fund and put energy and support behind Riverflow Capital, a new \$ 15 Million statewide seed fund. The decision is viewed as very positive in several ways: (1) 757 Seed Fund's Private Placement Memorandum (PPM) was the model for Riverflow's fund documents; (2) The new direction supports the statewide funding syndicate that was mentioned in the TEconomy Partners report to VRIC in 2018; (3) The private financial supporters of 757 Seed Fund have agreed to keep their capital within the region to support 757 Accelerate; and (4) The opportunity aligns with collaborative efforts underway between Regions 4 (Richmond) and 5.

To date 757 Seed Fund has drawn \$ 46,559 of the total \$ 140,000 GO Virginia grant awarded. Once

the grant is closed out, following the state's process, the remaining funds will revert to the Region 5 per capita allocation.

Chairman Frantz asked for a motion, second and any further discussion regarding the close-down of the 757 Seed Fund GO Virginia grant.

ON A MOTION MADE AND SECONDED THE REGIONAL COUNCIL APPROVED THE REQUEST TO CLOSE DOWN THE 757 SEED FUND GO VIRGINIA GRANT AS REQUESTED BY THE 757 SEED FUND BOARD AND MANAGERS AND PRESENTED BY REINVENT HAMPTON ROADS STAFF.

Regional Council member Bruce Bradley suggested it would be helpful in future quarterly reports to include the final or long term projected outcomes for each project (i.e., total projected jobs created) to compare with the incremental progress made each quarter.

## **6. General Assembly Update and Status of GO Virginia Funding**

Mr. Spore reported that funds to support GO Virginia were included in the Governor's Budget submitted in December. The amount is the same level as funded the previous year. We will know in March, when the session ends if the full amount is approved.

There were two bills introduced that directly connect to GO Virginia. One bill will allow Tobacco Commission money to be used as total match in the areas covered by the Commission. This would not impact Region 5. The second bill would require, if adopted, 25% of all the grants awarded be directed to workforce/talent development in approved opportunity zones. The consensus is that this change would restrain flexibility. Ms. Dunnigan indicated it was her understanding that bill has been passed by indefinitely. Considering approved Opportunity Zones that exist across the state such a change would indeed limit flexibility for the program.

Another bill (HB1017) establishes the Virginia Innovation Partnership Authority, but simply references receiving feedback from various entities including the Virginia Growth and Opportunity Board. The focus of this legislation is on innovation and entrepreneurship.

Mr. Tom Tingle suggested when these bills come up at the committee level it might help if the information can be shared with the Regional Council members. Before a bill gets to the floor for a vote, individual members may want to reach out to appropriate legislators to voice support or concern over an issue. Mr. Spore added that Mr. Chris Lloyd of McGuire Woods provides a weekly update on legislation relating to GO Virginia.

From a regional standpoint, Region 5 has a total of \$ 3,347,255 available in per capita funds as of January 1, 2020.

## **7. Consideration of GO Virginia Grant Applications**

Mr. Spore reported on two applications that were submitted and considered by staff and the Grant Review Committee. The Committee's recommendations are presented for consideration. Funds to support applications that are approved will be drawn from the Region 5 per capita pool:

- **Campus757** requests \$ 95,838 to hire a manager to coordinate the design of a talent retention program over a 9-to-12-month period. The effort is patterned after Campus Philly that has been existence for fifteen years. It is focused on reversing brain drain from the region. Mr. Whitney Lester will manage the project. Mr. Avery will abstain from voting on this project as President & CEO of the Hampton Roads Workforce Council, the applicant.

With no further questions, the Regional Council was asked to consider the Grant Review Committee's recommendation to support the request for the full amount.

ON A MOTION MADE AND SECONDED THE REGIONAL COUNCIL APPROVED THE REQUEST TO SUPPORT THE PER CAPITA GRANT APPLICATION SUBMITTED TO FUND CAMPUS757 IN THE AMOUNT OF \$ 95,838. *Mr. Shawn Avery abstained.*

Mr. Avery added that this project came out of the Hampton Roads/RVA collaborative. Richmond is further along as they have completed the planning phase and just received \$ 500,000 in GO Virginia funds to set up Campus RVA. He cited numerous partners on the project including the CIVIC Leadership Institute, several localities have made financial commitments, and various colleges and universities. Letters of support from all partners have been provided.

- **Eastern Shore of Virginia Hydro Drone Near Shore Shallow Water Bathymetric Survey Program** requests \$ 99,300 to support a pilot focused on development of an advanced technology as well as a significant economic business opportunity for the Eastern Shore of Virginia. While a match was not required for this grant, they have generated \$ 141,000 in match in the form of facilities and equipment for this project.

The Project Review Committee found a lot of merit in the project, but the request was not focused enough. The suggestion from the committee was to have the applicant reapply clarifying specifically what the outcomes from the pilot will be in terms of jobs, technology developed, a business plan, and curriculum needed, in terms of training.

Mr. Frantz mentioned on the Eastern Shore, is someone looking at opportunities to grow specific industries? Mr. Pat Coady indicated there is a group looking at those very things and this grant application is considered a piece of that effort. This project focuses on sub-surface autonomous vehicles as opposed to aerial vehicles, already very active at Wallops Island. He believes the application fell short in describing the technology, which is totally new, exciting and disruptive. The follow-on for it is an Institute of Training for people world-wide in these technologies, handling the data. Being prepared with the megabytes of data collected in real time is what this project aims to capture. Regions 6 and 4 could be potential partners with Region 5 for a larger competitive application.

Mr. Spore added that a connection has also been made with Dr. Paul Robinson of the RISE Resiliency Program. Dr. David Bowles also added this is an exciting new technology and his group is interested in working with the Eastern Shore on this opportunity.

Houston and New Orleans are looking to us for ways to address the issues of sea level rise

## **8. Report of the Nominating Committee**

Vice Chair, Ms. Anne Conner announced that Dr. John Dever retired as President of Thomas Nelson Community College and therefore has stepped down from the Regional Council. At the next May 2020 meeting of the Region Council another vacancy will need to be filled left by Mr. Jim Kibler. Mr. Kibler was recently elected to serve on the Reinvent Hampton Roads Board of Directors and has indicated he will need to step down from the Regional Council. No more than two members of the Regional Council can also serve on both boards or the Reinvent Hampton Roads Board will need to be open to the public.

Today the Nominating Committee would like to propose that we offer the open position to the new

President of Tidewater Community College, Dr. Marcia Conston. Dr. Conston is the 6<sup>th</sup> President of TCC, new to the role as of January. She has served many years in the community college work, most recently as Vice President for Enrollment and Student Services at Central Piedmont Community College in Charlotte, NC. She is excited about joining the GO Virginia Regional Council if approved.

The Nominating Committee recommends the Regional Council approve Dr. Conston as a new member.

ON A MOTION MADE AND SECONDED THE REGIONAL COUNCIL APPROVED ADDING DR. MARCIA CONSTON, PRESIDENT OF TIDEWATER COMMUNITY COLLEGE TO THE REGIONAL COUNCIL, EFFECTIVE IMMEDIATELY.

The Nominating Committee is made up of Ms. Conner, Mr. Bradley, and Mr. Tingle. Ms. Conner added there would be roughly one-third of our members, whose terms will expire June 30, 2020. The structure is such that members have staggered terms reference behind TAB F of the agenda packet. She invited those members whose terms will expire in June, to let the Nominating Committee know if they are willing to continue to serve. Action will be taken at the May meeting to re-elect or replace anyone that wishes to come off the Regional Council.

#### **9. GO Virginia Board: Policy Feedback and Stakeholders Group**

Mr. Frantz referred to the material contained behind TAB G. Mr. Frantz, Mr. Spore and Ms. Morris attended the Leadership Summit meeting held in Richmond in December for receiving feedback from the GO Virginia nine regions. The board meeting was followed by a series of meetings that have been set up for four Fridays from 2:00pm to 4:00pm in Richmond or remotely for those who would like to discuss priority investment areas and talent pipeline development; GO Virginia regional collaboration and match requirements; traded sectors and high wage jobs; and ROI. Tom attended the first two by phone and Vice Chair Anne Conner plans to attend the two in February.

Mr. Frantz indicated the state is very interested in learning how the GO Virginia program is working in each region. Ms. Dunnigan said many of the council leaders participating in the workshops have brought up valuable points that are being addressed. She stated that the staff took the recommendations that were shared by Regional Council Chairs at the December State Board meeting and framed them as topics for stakeholder workgroups to address. The membership of the workgroups is comprised of recommendations from the Virginia Secretary of Commerce and Trade as well as subject matter experts in each of the topic areas. Recommendations from the stakeholder workgroups will be presented to the State Board at their March 17<sup>th</sup> meeting. All agreed the business perspective on this program has been unique and valuable.

Mr. Spore shared the comments from our region on the Broadband Policy and the Site Development Policy, included in everyone's agenda packet. He noted the conference call recently held with the state to discuss the broadband policy. He said members of the Hampton Roads Broadband Authority did not necessarily see the GO Virginia program as one that will help them much but having these policies in place will be important moving forward.

#### **10. Public Comment**

There was no public comment.

**11. Other Business**

Mr. Frantz announced that Hampton School Superintendent and Regional Council member Dr. Jeffery Smith, is a finalist for the National Superintendent of the Year Award. He received a round of applause from the Regional Council.

Chairman Frantz introduced Sarah Jane Kirkland (CEO of CIVIC Leadership Institute) and Stephanie Gorham (CEO of Volunteer Hampton Roads), who were in attendance. These women and the organizations they lead are working with teams to address key issues impacting our region. He invited them to pick a member of their star team to present work underway at a future Regional Council meeting.

Mr. Reinhart announced the emergence of the offshore wind industry and the great opportunity it will provide the region and State. The Governor has put \$ 40 Million in the state budget for infrastructure improvements. A portion of the Portsmouth Marine Terminal property will be leased to Ørsted to work on the Dominion Energy Offshore Wind project. This will generate new jobs, economic investment, renewable energy, and will diversify the Virginia economy. The two test turbines are to be completed by next year, with the remainder by 2026. This commitment has been made by Dominion Energy.

There being no other business, the meeting was adjourned.

**12. Adjourn**

The next Regional Council meeting will be held on May 7, 2020 at 10:00am at the Chrysler Museum of Art in Norfolk. There being no further business, Mr. Frantz adjourned the meeting at 11:37 a.m.

Respectfully submitted,

*Donna S. Morris*

Donna S. Morris

Secretary to the Regional Council

APPROVED



Thomas R. Frantz  
Chairman of the Regional Council