

GO Virginia Hampton Roads
Regional Council

MEETING NO. 29
May 4, 2023

Meeting number twenty-nine of the GO Virginia Hampton Roads Regional Council ("Regional Council") was held Thursday, May 4, 2023, at 10:00 a.m. This meeting was a virtual meeting.

Members Present: Shawn Avery Tim Bentley Pat Coady
Anne Conner Marcia Conston Robert "Bobby" Dyer
Christen Faatz Tom Frantz, Chair Sally Hartman
Maria Herbert Jeff Holland Bob McKenna
Cheryl McLeskey Aubrey Layne John Olson
John Reinhart Lynn Taylor Thomas Tingle

Members Absent: Kenneth Alexander Jerry Miller Katherine Rowe
Jeffrey Smith Bruce Thompson Doug Pons
Bryan Stephens Sharon Goodwyn

Hampton Roads Executive Roundtable Staff Present:
Nancy L. Grden, President & CEO
Donna Morris, Executive Vice President
Diane Nolan, Operations Support Manager

Call to Order/Welcome – Chairman Frantz called the meeting to order at 10:06 a.m. and welcomed all in attendance. Following a roll call by Ms. Morris, a quorum was confirmed.

Public Comment – Chairman Frantz recognized the guests in attendance and members of the GO Virginia staff from DHCD, Billy Gammel and Joseph Dennie, Ellen Miller from JLARC (Joint Legislative Audit and Review Commission), Diane Kaufmann and Drew Lumpkin, among others. Mr. Frantz recognized Sarah Jane Kirkland as the recent recipient of Harvey L. Lindsay, Jr. Change-Maker Award from Volunteer Hampton Roads.

Approval of the February 2, 2023, minutes – Chairman Frantz reminded members that there was not a quorum present at the February 2, 2023, meeting. Due to the lack of a physical quorum there was consensus among those present that the Executive Committee formally approve the following items: (1) Minutes of the November 3, 2022 Regional Council meeting; (2) Adding Mr. Aubrey Layne to the Regional Council, filling the vacancy left due to the resignation of Mike Gentry; (3) An amendment to the Regional Council Electronic Participation Policy; (4) A letter to members of the Hampton Roads State Legislative Delegation highlighting how the GO Virginia Program impacts Region 5; and (5) Two GO Virginia grant applications, in order to meet the State's application deadline. The Executive

Committee approved all recommendations, and each member signed a Statement of Consent listing the items approved.

There were no comments or questions regarding the February minutes, so the following action was taken:

ON A MOTION MADE AND SECONDED THE REGIONAL COUNCIL APPROVED THE MINUTES OF THE FEBRUARY 2ND MEETING AS PRESENTED IN THE AGENDA PACKET.

Economic Growth and Diversification Plan – Ms. Grden discussed consideration of an amendment to 2021 Economic Growth and Diversification Plan to include Life Sciences as a key industry cluster. Reasons for the addition include, Region 5 is a partner in the Virginia Bio Connects competitive grant awarded in 2020 and investments are being made to establish a healthcare manufacturing facility and a Biomedical Research and Innovation Center. These investments, coupled with the pending merger between ODU and EVMS, and the rapid growth of existing life science companies, confirm that Life Sciences should be added to the current seven key industry clusters listed in the 2021 Economic Growth and Diversification Plan.

Proposal for 2023 Economic Growth and Diversification Plan/ Regional Council member engagement – Ms. Grden stated each GO Virginia region received guidance from state on the required biennial update of the Economic Growth and Diversification Plan. Rather than starting from ground zero, the Regional Council can review the 2021 Economic Growth and Diversification Plan and determine items that need updating. To begin that process a proposal from the ODU Dragas Center for Economic Analysis and Policy is part of the agenda packet for consideration. The Dragas Center has provided assistance on each of the required updates since 2017.

Ms. Grden stated identifying opportunities for collaboration or complementary efforts for each of the plan strategies is one of the requirements in updating the plan. The approach will be to actively engage members from the Regional Council, Hampton Roads Executive Roundtable and other key partner organizations in the development and implementation of the updated plan.

Mr. Dyer made a motion to approve the three action items related to the Economic Growth and Diversification Plan. Tim Bentley and John Reinhart seconded the motion.

Amendment of FY23 Capacity Building Budget – If the Regional Council approves the proposal submitted by ODU Dragas Center for Economic Analysis and Policy, a revision of the FY23 Capacity Building Budget will be required to cover the expense associated with the EG&D Plan update.

ON A MOTION MADE AND SECONDED THE REGIONAL COUNCIL FORMALLY APPROVED AMENDING THE 2021 GROWTH AND DIVERSIFICATION PLAN, THE PROPOSAL FROM THE ODU DRAGAS CENTER FOR ECONOMIC ANALYSIS AND POLICY AND THE AMENDMENT TO THE FY23 CAPACITY BUILDING BUDGET, AS PRESENTED IN THE AGENDA PACKET.

Updates: GO Virginia and Region 5 Support Organization Changes - Ms. Grden reported the merger of two regional organizations, Reinvent Hampton Roads, and Hampton Roads Business Roundtable is official. The combination of the two organizations will better align strategic economic development and growth initiatives. Dennis Matheis, President and CEO for Sentara Healthcare, and Cliff Fleet, President, and CEO of the Colonial Williamsburg Foundation, were elected as Co-Chairs for the new Roundtable. The Roundtable represents major regional corporations and organizations, higher education institutions, foundations, and young high-growth companies.

Quarterly GO Virginia Grant Progress Reports – Ms. Morris reported that 43 grants have been awarded and represent \$34.4 million in GO Virginia funds, coupled with committed matching funds of \$46.8 million for a total investment of \$81.3 million.

- o 56% of the investment goes toward workforce development
- o 19% towards cluster scale-up
- o 15% to sites/infrastructure
- o 10% towards start-up ecosystem development

The quarterly report now includes how much in GO Virginia funding has been drawn to support each project. She stressed all remittances need to be submitted at least every quarter. Of the \$16.9 million awarded to support grants managed by Region 5 \$8.3 million in GO Virginia funds has been drawn to date or roughly 49%. Ms. Morris stated a few remittances have been submitted since the agenda packet went out and are still under review at the state level. Those remittances will equal \$894,000 and will bring the drawn amount to 54%.

Ms. Morris shared a couple of important updates:

- 757 COLLAB requested a grant agreement extension from June 14th to December 31st. This request is in part due to changes effective June 15th, when 757 Angels (a key element of 757 COLLAB) will become 757 Angels powered by Venture South and its operations will be removed from the GO Virginia budget. The staff of DHCH was briefed on this change before a formal announcement was made.
- A number of grants have been completed and formally closeout, documents have been submitted to the state, several are in the process of being closed out including Coastal Virginia Maritime Advancement Program (COVA MAP) due May 23rd and Hampton Road Energy Needs Assessment due June 1st.
- At the moment the Eastern Shore Hydrodrone grant is the only project out of compliance. Ms. Morris is working with Council member Pat Coady to formally close out the grant that ended September 2021.
- Behind the summary of the quarterly reports (TAB C) is a copy of the letter Chairman Frantz sent to Senators Kaine and Warner in support of a congressionally directed spending request from Neighborhood in their effort to expand the Career & Community Development program in the South Norfolk area of Chesapeake. The project received a \$85,222 GO Virginia planning grant to scale the job training program offered to underemployed or unemployed individuals in this community.

Chairman Frantz commented on the change of perception in the region attributed to the GO Virginia program. Individuals, businesses, universities, and localities are all working together. He referenced the Global Internet Hub initiative has brought together Richmond and Hampton Roads, making it the 11th largest in world.

Project Spotlight – Chairman Frantz introduced Sally Hartman, Riverside Health System. Ms. Hartman explained how VISA, Riverside Health, DroneUp and Accomack – Northhampton Planning District Commission and VIPC formed a partnership for medical package drone delivery on the Eastern Shore. VISA, a part of Old Dominion University has been a key leader in initiating and building this partnership to facilitate this project.

Ms. Hartman stated transportation prevents people from accessing healthcare services. Data shows 40% of Eastern Shore respondents have high blood pressure, while the state percentage is 32%. This program will enhance medication adherence and will help those in rural areas on the Shore control high blood pressure by having their medication delivered to their homes via drones.

Ms. Hartman stated eventually Riverside Health wants to expand the service to Tangier Island. The VIPC funding and partnership enabled them to pursue and be selected for a \$1.877 million Federal Department of Transportation Strengthening Mobility and Revolutionizing Transportation (SMART) grant from President Biden’s bipartisan Infrastructure Law.

Mr. Tingle asked Ms. Hartman if the northern neck is having the same issues receiving medications. Ms. Hartman stated Riverside Health would like to scale up in Northern neck. The next phase is proof of concept. If that works, Riverside hospital would be a hub. Having a retail pharmacy hub is a requirement.

Consideration of GO Virginia Grant Applications – Ms. Grden summarized the three ECB/planning grants, each requesting no more than \$100,000. Ms. Grden stated the importance of subject matter experts to assist in the review of applications and thanked those gave of their time and expertise.

- a. **Life Science Virginia** – Ms. Grden explained the first planning grant will include five GO Virginia regions to develop a pilot program designed to expose middle and high school students to life science career opportunities in under-represented communities. Mr. Jim Powers helped to develop the application submitted by LifeNet Health and explained the anticipated growth in the industry in the next 10 years. We need talent in Virginia, not Boston, and in order to get kids interested in Life Science careers, they need meaningful experiences and exposure to opportunities early in life. Minorities and under-represented communities and schools are the focus. The pilot project will engage businesses to be involved with secondary schools and part of the career pathway development in five regions.
Ms. Grden explained how this program will fill gaps that exist, fits with Virginia Bio Connects, and will creating a pathway into jobs and careers in an industry currently experiencing a short supply.

Mr. Dyer stated, it is essential as we reach critical mass for healthcare shortages, and to make sure adequate healthcare is essential in what we do. Ms. Conston agreed with Mr. Dyer and emphasized starting the pipeline early is important.

Ms. Lynn Taylor was a recipient of a similar program when she was in high school in Richmond. She gained experience working with research scientists at VCU. Though that is not the direction her career went, interacting with scientists and being a minority student from a disadvantaged community showed the importance of the program.

Mr. Reinhart asked, who makes up applicants in other regions? Ms. Grden stated, Region 5 is the lead and the coordinating entity. Virginia Bio Connects will connect co- directors of other partnering regions will be engaged, advising the project along the way.

Chairman Frantz stated Life Science is leading the region.

ON A MOTION MADE AND SECONDED, THE REGIONAL COUNCIL UNANIMOUSLY AND ENTHUSIASTICALLY APPROVED THE ENHANCED CAPACITY BUILDING GRANT APPLICATION SUBMITTED BY LIFENET HEALTH, REQUESTING UP TO \$ 100,000 IN GO VIRGINIA FUNDS TO SUPPORT LIFE SCIENCE VIRGINIA, AS PRESENTED.

- b. **Hampton Roads Aviation, Aerospace and Unmanned Systems Assessment** – Ms. Grden tied into Sally Hartman’s spotlight discussion, taking a big picture look of assets to commercial airports, testing and operations sites, training programs, and plan ahead what air, and air space opportunities should look like. The Hampton Roads Alliance is the coordinating entity, working with the local airport commissions, and VISA as a partner. The grant meets GO Virginia requirements and is an incredible infrastructure opportunity.

Mr. Layne stated this assessment is long overdue and glad it is happening. Chairman Frantz stated this is a missing piece of connectivity and per Nancy’s outline, made a motion to accept the grant, Pat Coady, seconded. Mr. Holland abstained; he is on the board of VISA.

ON A MOTION MADE AND SECONDED, THE REGIONAL COUNCIL FORMALLY APPROVED THE HAMPTON ROADS AVIATION, AEROSPACE AND UNMANNED SYSTEMS ASSESSMENT APPLICATION SUBMITTED BY THE HAMPTON ROADS ALLIANCE, REQUESTING \$100,000 IN GO VIRGINIA FUNDS TO SUPPORT AN ASSESSMENT OF THE AVIATION AND AERONAUTIC INDUSTRY TO ENSURE IT CAN MEET FUTURE AVIATION DEMANDS.

- c. **Northhampton County Advanced Manufacturing Center** – Ms. Grden recognized the amazing assets on Eastern Shore, including NASA Wallops. The grant is exciting for the Town of Exmore, enabling them to be the center for young companies in contract manufacturing and talent. Mr. Charles Kolakowski spoke on behalf of Northhampton County, as the applicant, and stated how this project will begin to address the generational poverty that exists on the Eastern Shore. The unique location, a multi-purpose facility in Exmore will support industries including Wallops Island space industry, and shipbuilding in Norfolk. Technology will be acquired to

provide a test bed for development of 3D capabilities to fabricate parts and components for ships and planes in the region. The project will expose children to opportunities, training, and entrepreneurship in Northhampton County.

Chairman Frantz referenced Ms. Grden's description of the Northhampton County Advanced Manufacturing Center for a motion to accept the grant with contingent conditions.

Ms. Grden referenced suggestions from subject matter experts made to the applicant to strengthen the application:

- Connect with 757 Makerspace and other entrepreneurship programs in the region to share resources.
- To demonstrate proof of concept, include a reference to the businesses that have expressed interest in using the start-up space to confirm there is a market demand.
- Cite impact that the State of Maryland's investment innovation and entrepreneurship is making on the Eastern Shore of Virginia; more Virginia resources are needed.
- Include an update on the status of the GIG, a makerspace project in Exmore that was previously funded by GO Virginia.

ON A MOTION MADE AND SECONDED, THE REGIONAL COUNCIL FORMALLY APPROVED THE NORTHAMPTON COUNTY ADVANCED MANUFACTURING CENTER APPLICATION SUBMITTED BY NORTHAMPTON COUNTY REQUESTING \$98,962.12 IN GO VIRGINIA FUNDS TO SUPPORT PLANS TO OPEN THE NORTHAMPTON COUNTY ADVANCED MANUFACTURING CENTER. Mr. Coady abstained from voting.

Nominating Committee Report and Recommendations – Vice-Chair Conner presented the committee report and recommendations:

- The nominating committee recommends the regional council approve the reappointment of the following members to a three-year term effective July 1, 2023: Mayor Dyer, Ms. Faatz, Mr. Reinhart, Dr. Rowe, Mr. Stephens, and Mr. Tingle.
- The nominating committee recommends the regional council approve the following new members to a three-year term effective July 1, 2023: Mr. Casey Roberts (New Horizons Regional Education Centers), Mr. Bob Howard (Gold Key/PHR) and Mr. Mark Johnson (Truist Bank).
- The nominating committee recommends the regional council approve the following new member to fill the unexpired term of Mr. John Broderick to a one-year term effective July 1, 2023: Ms. Sarah Jane Kirkland (Old Dominion University).

Vice-Chair Conner made a motion to accept the nominating committee's recommendations, Mr. Bentley seconded the motion. Chairman Frantz called for a vote.

ON A MOTION MADE AND SECONDED, THE REGIONAL COUNCIL FORMALLY APPROVED THE REAPPOINTMENTS, NEW MEMBERS AND SARAH JANE KIRKLAND FILLING THE UNEXPIRED TERM OF MR. BRODERICK.

Vice-Chair Conner informed the Nominating Committee that she would be resigning from the Regional Council and therefore stepping down as Vice Chair, effective June 30, 2023. She recently assumed another significant volunteer leadership role that prevents her from dedicating the time she enjoyed while serving on the Regional Council. She is incredibly pleased that Ms. Lynn Taylor agreed to become the Vice-Chair if elected.

The nominating committee recommends the regional council approve the following officers for 2023-2024:

Mr. Thomas Frantz, Chair

Ms. Lynn Taylor, Vice-Chair

Ms. Nancy Grden, Treasurer (President & CEO Hampton Roads Executive Roundtable)

Ms. Donna Morris, Secretary (EVP Hampton Roads Executive Roundtable)

ON A MOTION MADE AND SECONDED, THE REGIONAL COUNCIL FORMALLY APPROVED THE APPOINTMENT OF THE 2023-2024 OFFICERS AS PRESENTED.

Vice-Chair Conner expressed her sentiments and said it has been an honor to serve alongside Tom Frantz. Chairman Frantz said it is bittersweet and he has enjoyed working with Vice-Chair Conner. Ms. Taylor thanked the Council Members and explained she is currently the CFO of ZelTech. Ms. Taylor comes from a financial background. Ms. Taylor is a graduate of the Peninsula Chamber of Commerce Leadership Institute and participated in Civic Leadership Institute. Ms. McLeskey said it has been an honor to have served on the GO Virginia Region 5 council, thanking both Ms. Grden and Mr. Jim Spore.

Other Business – Chairman Frantz recognized John Reinhart on recently receiving the Commerce Builder Award from the Hampton Roads Global Commerce Council.

Adjourn – There being no further business, the meeting was adjourned by Tom Frantz at 11:48 a.m.

Respectfully submitted,

Donna S. Morris
Secretary to the Regional Council

APPROVED

Thomas R. Frantz
Chairman of the Regional Council