



GO VIRGINIA REGION ONE COUNCIL

December 7, 2017
Minutes

The GO Virginia Region One Council held its fourth meeting on December 7, 2017 at Bluefield College, Lansdell Hall, Chandler Boardroom, Bluefield, Virginia. Members present were Kyra Bishop, Lois Clarke, Richard Edwards, Allan Funk, David Leonard, Josh Lewis, Ron McCall, Duane Miller, David Olive, Keith Perrigan, Mike Quillen, Travis Staton, Cathy St. Clair, and Joe Gary Street.

Welcome and Opening Remarks: Mike Quillen, Chair of the Region One Council presided over the meeting. Becki Joyce, Crystal Hamm, and Martha Necessary recorded the meeting minutes. David Olive, President of Bluefield College welcomed council members and guests and provided an update on the fall semester at the College as well as new initiatives currently underway.

Confirming a quorum, Chairman Quillen called the meeting to order. David Leonard made the motion to approve the meeting agenda and the minutes from the September 7th meeting, Duane Miller seconded the motions, which were unanimously approved by council members.

- Chairman Quillen and Shannon Blevins provided an update on the I-81 Corridor Initiative meeting at Weyers Cave, with GO Virginia Regional Councils, 1, 2 and 8. Several common initiatives were identified and sub-committees were developed to continue conversations. Josh Lewis noted that commonalities existed among the regions with the primary need being talent and retention issues.
- Shannon Blevins informed the Council of the DHCD statewide Competitive grant opportunities. Region 1 is currently exploring collaborative grant possibilities with Regions 2 and 8 and Regions 2 and 3. Competitive grants may focus on workforce development, agriculture and food processing, infrastructure and broadband.
- Chairman Quillen and Shannon Blevins reported the approval from DHCD of ARC POWER funds dedicated to workforce development as a source for enhanced capacity building matching funds. This solidifies the region's additional \$250,000 building capacity funds. With this in mind, this enables the creation of the position of Program Director for Region One. The position is posted on the University of Virginia's Human Resource web site at jobs@virginia.edu. George Cridlin has agreed to represent the Region One Council during the recruitment and selection process.

Report Items:

Reports from Committees

Education

Committee members Donna Henry, David Olive, Gene Couch, and Dean Sprinkle are exploring apprenticeship programs for K-12 and college students.

- Apprenticeships are custom designed to meet industry partner needs.
- Two models of apprenticeships were discussed. These include: 1. American Model where individual participants pay for training; 2. European Model where the employer pays for training and provides training space.
- Funding is a key consideration and possibilities may exist for coordination with the Department of Labor for sharing of a coordinator position.
- Keith Perrigan reported K-12 graduation and SOL requirements for Bristol City Schools have changed. They include student internships resulting in a greater need to access program funding.
- Additional focus on soft skills, millennials, college internships, and summer programs is needed.

Economic Development

- Duane Miller thanked the committee members for their strong attendance at the committee meeting. Concerns and needs expressed by the group include: stronger communication outlets via email, press releases, and advertisements as related to the grant application process and timeline
- Web page development and access to constituents on the DHCD GO Virginia website
- With only \$500K in funding, the economic development group strongly suggested using the funds for a region-wide project and not diluting the impact by spreading the funds over 19 counties.

Region wide initiatives should focus on workforce readiness (soft skills and basic skills training), existing initiatives and K-12 programs. The Council was encouraged by the fact that the Education and Economic Development committees shared much of the same ideas and goals relating to work force readiness throughout the region.

Twelve grant applications from four of the nine regions were submitted to the DHCD Board during the first round. DHCD reported most applications do not focus on job creation. It was noted this process is a learning curve for the DHCD, State Board and Regional Councils. Josh Lewis expressed concern about future funding from the General Assembly as it relates to the submission and quality of the grant applications. Chairman Quillen affirmed this concern.

Non-Profits

Council member Travis Staton, President and CEO of United Way of Southwest Virginia presented data in the United Way Asset Limited, Income Constrained, Employed (ALICE) Report. The basic belief in America is that if you work hard, you can support your family; however, the ALICE Report indicates that as many as 59 percent of Southwest Virginia families earnings do not exceed the cost of living.

Mary Ann Holbrook, Director of Community Relations of United Way of Southwest Virginia presented a video highlighting the Ignite Program, connecting middle school students with area employers through career awareness and hands-on learning. Bridging the gap between learning and work, the program serves 86 schools and 29,000 students and, is the region's first youth, workforce development program. Travis Staton noted the programs long-term benefits to the region were recognized by Governor Terry McAuliffe. Chairman Quillen applauded the work of the United Way of Southwest Virginia.

Virginia Tech and the SWVA Workforce Board brought together non-profit and business organizations to develop a strategy to offer personal finance workshops for families, focusing on creating household budgets, spending plans, etc. In addition, a new project funded through an Appalachian Regional Commission Grant (ARC) will focus on workforce development and training for childcare development certification to increase childcare options and opportunities.

Chairman Quillen noted that as a Land Grant Institution, Virginia Tech would meet with the Council early in 2018 to discuss collaboration as it relates to the coordination of projects and initiatives. UVA-Wise is capturing the various initiatives underway in GO Virginia Region One by academic institutions including UVA, Virginia Tech, UVA-Wise, Radford, Emory & Henry and Bluefield College.

New Committee

Chairman Quillen notified the Council of the creation of the Project and Proposal Review Committee. The work of this committee will focus on the review of all grant applications submitted to the Council for funding consideration. Council members will serve on this committee along with public individuals. As required by the DHCD grant application guidelines, a Subject Matter Expert (SME) will validate the accuracy and feasibility of the application as it relates to the Growth and Diversification Plan priorities. Duane Miller recommended no more than five individuals be seated on the committee with the Subject Matter Expert retained in a consultant capacity. Josh Lewis suggested there be an application pipeline between organizations and the committee. VCEDA and Tobacco Commission representatives should also be included in the process. Shannon Blevins explained that the Council will determine which grant applications will be recommended to DHCD/State Board for funding. All applications must be reviewed by SMEs and the Regional Council will need to verify the proposals have been read and reviewed by the SMEs. The State Board has the ultimate approval authority for all proposals.

Action Items:

2018 Meeting Locations

Chairman Quillen invited recommendations regarding meeting locations. Options include considering the selection of a permanent central location or various locations across the region. Joe Street supported the continuance of rotating meeting sites and suggested Buchanan County be considered in the near future. Duane Miller agreed and recommended a location in Lee County should also be considered. The March Council meeting will be held in Lebanon, Virginia. Shannon Blevins noted the Council meetings should correspond somewhat to the DHCD Board meeting dates, which have been revised. The Council had the new fall dates in their meeting materials.

Per Capita Guidelines

Shannon Blevins offered a Power Point presentation outlining the Per Capita Guidelines. Per Capita awards are based on regional population with Region One receiving \$503,000 from the state. \$111,770 has been set aside as reserve/carryforward funds and can be used to supplement the state award. DHCD has also released new guidelines for the application process creating questions and concerns among support organizations. The Per Capita Grant Guidelines overview included the following topics:

- GO Virginia Region One Targets and Priorities
- Underpinning Strategies
- Grant Highlights
- Eligible Applicants
- Enhanced Capacity Building
- Collaborative Grant Projects
- Criteria – Thresholds
- Educational Alignment
- Talent Recruitment and Retention – Leadership Development
- Infrastructure
- Innovation and Scale Up Support

The Council has received six inquiries regarding grant application submission; three agriculture, one broadband, one workforce development and one entrepreneurial related.

Discussion included:

- Regional response to application revisions by DHCD
- Understanding the process and guidelines
- Distribution process of solicitation
- Examples of applicant submission process

- Terms of grant and compliance
- DHCD grant approval process
- Funding carryforward
- Scoring sheets
- State funding based on regional needs

Proposal Review Process

Due to the timing of the State Board meeting and the GO Virginia Region One Council Meeting, Chairman Quillen requested the Council give authority to the Executive Committee and the Project and Proposal Review Committee to select and submit grant applications to the DHCD State Board for funding. Travis Staton suggested broadening the language in the Application and Proposal Review Process to give the two committees the authority to make the recommendations. The motion to approve these amendments was made by Travis Staton and seconded by David Olive, with unanimous approval of Council.

Support Organization Contract/MOU

Chairman Quillen confirmed the MOU between DHCD, the University of Virginia and UVa Wise had been approved by both the University and DHCD. This agreement gives UVa Wise the authority to request funding from DHCD for the fiscal operations of the GO VA Regional Council. He asked the Council to review the agreements and provide input by Monday, December 11. David Olive made the motion to give Mike Quillen the authority to sign the MOU and contract pending no comments/concerns from the council after reviewing the documents. Keith Perrigan seconded and Council unanimously approved.

Public Comments

Amanda Parris, Tourism Relations Manager of Carroll County and Kevin Semones of Carroll County Farmers Market presented an update on the meat processing plant in Carroll County. The project has applied for TIC funding. The Carroll County IDA has given a 15 acre tract located at Exit 14 on I77. Through a feasibility study, consultants determined the specific property is the best option for accessibility. The Tobacco Commission may provide funding for infrastructure, and anchor producers will provide the matching grant funding. The anchor producers have committed to 50-60 head per week which would be the breakeven point. David Leonard stated that there were other counties in SWVA also considering a similar project and it might be beneficial for all to collaborate. Mike Quillen suggested they discuss how each project could compliment the other.

There were no other public comments.

Adjournment

Chairman Quillen adjourned the meeting; motion made by Allan Funk, seconded by David Olive and approved unanimously.