GO Virginia Region One

Target Industry Working Group Meeting

Information and Emerging Technology

December 5, 2018

In Attendance Via Phone: Dan Minahan, Esther Bolling, Robyn Lee, Mary Trigiani, John Grimes, Stephen Mullins, Jim Baldwin, Craig Belcher, Jeff Rowlett, Ashvin Raj, Becki O'Quinn

Welcome and Introductions: Esther Bolling asked the group if anyone wanted to share any updates or announcements. Jim Baldwin announced that Cumberland Plateau Company and Sunset Digital Fiber will be submitting an operating agreement soon. They will be applying for funding for the Davenport community in Buchannan County. Also, there is another proposal for TIC funding; Sunset Fiber will invest $7 million over the next 6 years to address the issue of the "Last Mile".

Working Group Structure and Incoming Consultant: Robyn Lee discussed future changes to the working group structure. The Agriculture and Food Manufacturing Working Group will be hiring a consultant to develop an Agricultural Action Plan for the region. Due to this project, Becki will be focusing her time on the development of this plan with the working group. Therefore, Andrew and Robyn will be assisting with the future coordination and support of the Technology Working Group.

UVa-Wise released a solicitation for a Best Value Acquisition for a consultant to work with the Technology Working Group to assist the group in identifying strategies and initiatives in the technology sector, which align with the Growth and Diversification Plan and may qualify as GO Virginia projects. Chmura Economics and Analytics will be providing the consulting services. They will assist with facilitation of meetings and will inventory and map the broadband and electrical capacity throughout GO VA Region One. They will also assist with labor pool inventory, and the creation of digital mapping to show areas of workforce emphasis. There will be an introductory meeting sometime in January; this will be a lunch meeting to introduce Working Group members to the new consultant and invite other important partners from the region. Robyn requested that the group provide names of regional contacts that should be included in this working group and invited to the January meeting.

SWVA HUB Link Grant Update: Esther informed the group of the plans for the Technology Council to look for a consultant to develop the implementation plan for the SWVA Hub Link. This consultant will work with potential employers, students and institutions of higher learning.

Security Clearance Discussion: Following up from our last meeting discussion, the group continued discussing the possible creation of an asset inventory to document veterans with security clearances. The Virginia Workforce Connection website does not distinguish the specific type of security clearance that their members possess. Thirty-six percent of people found on the Virginia Workforce Connection

site with clearances are military veterans, but it was also noted that many veterans don't document this information.

Becki asked the group if there is a way to reach out to these people and identify their skills, then offer specific technology trainings to veterans who have security clearances. Ninety-five percent of all military jobs require a clearance. Technology companies have expressed an interest in getting veterans involved. Dan suggested that perhaps the clearances could be listed, along with broadband connections to regional properties. Another suggestion pointed to a connection with the SWVA Hub Link project that may include the inventory work in the Tech Council's RFP for a consultant and including the credentials on the Hub link platform. If the project came in to GO VA as an enhanced capacity building project, a clear line of sight to an implementation grant will need to be demonstrated. The group discussed who the applicant would be for this project. Mary mentioned that collaborative project with all of the colleges in the region could strengthen this application. This could be a positive messaging opportunity as well, telling a strong story of collaboration. The group decided to consider making a formal recommendation to the colleges in the region for collaboration on this idea, and carry this idea on to the next meeting for further discussion.

MECC Smart Farming: Ashvin reported to the group on updates about the Mountain Empire Community College Smart Farming Project. More information can be found on this project in the "News" section of the GO Virginia Region One Website: http://www.goswva.org/news/2018/12/13/regional-project-recommended-funding-go-virginia-state-board

B-Sides: Cyber Security Grant with MECC, UVa-Wise and SWCC. Ashvin also informed the group of high school and college cyber competitions. The BSides group helps to plan these events, and the event was created to raise awareness of cyber skills in SWVA. This is the first year of this, and eventually there is the desire for more high school involvement for future years. The idea was discussed of the possibility of recruiting more students and teachers in the school system for these future cyber events helping to bridge the gap between SWVA and Northern Virginia's usage of cyber programs.

Next Meeting Date/location: The next meeting will be January 28th, at 12:00, at VCEDA.