



VIRGINIA INITIATIVE FOR  
**GROWTH &  
OPPORTUNITY**  
IN EACH REGION

## GO Virginia Region 2

### Go Virginia Region 2 Council Meeting Minutes

November 1, 2018

3:00pm-5:00pm

Virginia Western Community College

Natural Science Center

Roanoke, VA 24015

Members in Attendance: Marla Akridge, Ab Boxley, Kenneth Craig, Beverly Dalton, Dr. John Dooley, Watt Foster, William Fralin, Dr. Victor Iannello, Floyd Merryman, Marty Muscatello, Debbie Petrine, John Williamson, Dr. Ray Smoot, Georgeann Snead.

Members Participating Remotely: Dr. Brian Hemphill and John Putney.

Staff in Attendance: Dr. John Provo, Dr. Scott Tate, and Jennifer Morgan.

Public in Attendance: Gail Johnson, Alleghany Highlands Economic Development Corporation; Rich Diddams, Liberty University; Annette Patterson, The Advancement Foundation; Kerstin Plunkett, Virginia Western Community College; Sam English, Valleys Innovation Council; Stephanie Seagle, Virginia Western Community College; Sadie Remington, City of Salem; Jackie Rearick, Liberty University; Deborah Flippo, Draper Aden Associates; Aisha Johnson, City of Roanoke.

Chairman Smoot convened the meeting at 3:05pm.

#### **Council Business**

Chairman Smoot introduced Georgeann Snead to the Council and noted Council vacancies in the Lynchburg, Roanoke Alleghany Highlands, and New River Valley regions due to E.W. Tibbs, Eddie Amos, Patrick Collingnon, and Michael Flemming resigning from the Council.

Chairman Smoot asked the Council to approve minutes from the August Full Council Meeting. Mr. Williamson moved to approve the minutes and Mr. Iannello seconded the motion. All were in favor and none opposed. Mr. Williamson moved to approve the minutes from the September Executive Committee meeting and Chairman Smoot seconded the motion. All were in favor and none opposed.



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Chairman Smoot asked staff to highlight the changes made in the Bylaws. Staff noted that all Council suggestions were made. The Bylaws have approved staggered terms for the Council. Mr. Dooley moved to approve the Bylaws and Mrs. Petrine seconded the motion. All were in favor and none opposed.

Staff presented to Council a document regarding Council liability insurance while engaging in their Council duties due to Council questions.

### **Project Review**

#### **Project One: Expanding the Business Development and Entrepreneurial Ecosystem, The Advancement Foundation**

##### **Council Questions and Discussion:**

Dr. Scott Tate (OED) provided a summary of staff review and expert feedback of the project. Ms. Annette Patterson (Applicant) provided a summary of the project. Reviewer concerns centered around better document the match commitments, the applicant's ability to connect and engage the types of companies and entrepreneurs identified by the project, and the ability to produce the stated project outcomes. Mr. Dooley and Mr. Iannello described their concerns with the definition of outcomes and the ability for the project to create actionable goals. Mr. Fralin asked Ms. Patterson to describe her local match contributions and how revenue would be achieved. Mr. Fralin and Mr. Williamson expressed their concerns centered around the ability of The Advancement Foundation to take on this project. Chairman Smoot asked staff to work with the applicant to make the changes Council discussed to bring the project back before the Council at their next meeting. Mr. Iannello motioned for the Council to table this application until the next meeting. Mr. Williamson seconded the motion and all were in favor and none opposed.

#### **Project Two: Advanced Manufacturing Partnership Lab (AMPL): Connecting Industry and Academic for Innovation, Liberty University**

##### **Council Questions and Discussion:**

Dr. Scott Tate (OED) provided a summary of staff review and expert feedback of the project. Mr. Rich Diddams (Applicant) provided a summary of the project. Staff noted reviewer concerns due to





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lack of required local participation contribution, the similarity of the project in relation to the current GO Virginia funded project with Liberty University in that it is too early to see outcomes from that project, and the absence of a clear strategy to utilize the equipment and facility to grow higher wage jobs. The applicant noted that they did not differentiate the ROI numbers and used the model calculated for their previous project. Council expressed their concerns with the longevity of purchasing the equipment and who would use the machines. Mr. Fralin and Mr. Iannello asked about how the applicant would secure the local participation documentation. Mr. Boxley stated this is one of the more focused projects the Council has heard. He stated the output of the project are the students trained to work on these machines and recommends this project. Mr. Boxley motioned to approve the project with the condition that the applicant receives the 20% cash or substantive in-kind match from the localities. Mr. Iannello seconded the motion. All were in favor and none opposed. Mr. Craig abstained due to his relation with the project.

### **Speaker's Bureau Update**

Mr. Williamson and Mr. Dooley reiterated to the Council the need to speak to local governments across the region about GO Virginia and requesting funds be set aside to support projects in their area. Mr. Dooley asked Council members to sign up to represent GO Virginia in front of their local governments. Mr. Fralin noted that engaging local governments about project match is a proactive approach.

### **Current Project Update**

Staff shared with Council that all current grantees submitted their quarter three reports to staff and DHCD with no issues. A full report will be presented to Council at their next meeting.

### **Teconomy Update**

Mr. Iannello informed Council that Teconomy is a consulting firm hired by the state to work with universities across the state to ensure university research can produce higher paying jobs. Mr. Fralin asked how Teconomy is interfacing with colleges and universities technology transfer centers to support the region.

Staff noted a call for concept papers from the Virginia Research Investment Fund to ensure Council was aware of the ask.



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Staff informed Council there another six to eight possible projects currently being developed with staff.

Chairman Smoot called for public comment and with no public comment heard adjourned the meeting.

Chairman Smoot adjourned the meeting at 5:11pm.



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