

**MINUTES OF THE MEETING OF THE  
MARY BALL WASHINGTON REGIONAL COUNCIL  
EXECUTIVE COMMITTEE**

March 29, 2019  
Rappahannock Community College  
Warsaw, Virginia

**MEMBERS PRESENT AND VOTING:** Chair – William Beale, Lisa Hull, Kim McClellan  
**MEMBERS ABSENT:** Vice-Chair – Carlton Revere, Wally Beauchamp  
**OTHERS IN ATTENDANCE:** None  
**STAFF:** GWRC – Kate Gibson, **Community Futures** – Neal Barber

**CALL TO ORDER**

Ms. Gibson called the meeting to order at 11:05 am with a quorum present.

**FINANCIAL REPORT**

Ms. Gibson presented the financial report for April 2017-February 2019. Committee members did not raise any issues with the financial report.

**PROJECT PIPELINE DEVELOPMENT PROPOSALS DISCUSSION**

The Committee discussed the Review Committee’s recommendation that the three Requests for Proposals (RFPs) for the project pipeline development efforts in the subregions be revised and reissued. The Review Committee feels that the RFPs should be revised to clarify the deliverables and outcomes the Regional Council is hoping to achieve through this effort. Staff will present revised language for the three RFPs to the Regional Council for approval at its April 8 meeting.

**GROWTH & DIVERSIFICATION PLAN UPDATE DISCUSSION**

Ms. Gibson overviewed the Growth and Diversification Plan Amendment Guidelines, which were adopted by the State Board at its March 12 meeting. The plan update will be more involved than initially anticipated, and could cost as much as \$40,000. Currently, \$32,518 is set aside in the budget for the plan update. Additional funds from the FY20 capacity building allocation could be used to supplement that amount. The plan update also has a very tight schedule, with a draft plan due to DHCD by August 1, 2019. Staff suggested splitting the work into two components, one for data analysis and the other for stakeholder engagement and drafting the plan update. Per GWRC’s Procurement Policy, non-professional planning services costing between \$5,000 and \$30,000 may be acquired by informal solicitations from at least four contractors, without public advertising. The GWRC Executive Director may award contracts up to \$30,000 without Board approval. GWRC could solicit bids and select a contractor for each component without a full RFP process and without Regional Council approval, which would allow the work on the plan update to start sooner. Ms. McClellan moved that GWRC move forward with this approach, pending approval by the Regional Council at its April 8 meeting. Ms. Hull seconded the motion. The motion passed unanimously.

The Committee also discussed how to incorporate findings from TEconomy's Entrepreneurial Ecosystem Study into the plan update. Staff suggested that the individuals that volunteered at the last Regional Council meeting to serve on a working group for this effort partner with other stakeholders in the community to provide input through the stakeholder engagement component of the plan update.

## **ENTREPRENEURIAL ECOSYSTEM FUNDING**

Ms. Gibson reported that the State Board adopted guidance for a Regional Entrepreneurship Initiative at its March 12 meeting. The guidance allows each GO Virginia region to identify a coordinating entity to apply for up to \$300,000 from the region's exiting project funding to develop a regional entrepreneurial investment plan, based on the recommendations of TEconomy and other input from the Regional Council and interested stakeholders. The guidance waives the local match requirement and cuts the 1:1 match requirement in half (e.g. A \$300,000 request would require \$150,000 match of non-state matching sources). The Committee feels that the Regional Council should explore this opportunity after completing the Growth & Diversification Plan update.

## **FY20 FUNDING UPDATE**

Ms. Gibson reported that the State Board approved FY20 funding allocations for Region 6 at its March 12 meeting. Region 6 will receive \$250,000 in capacity building funding, for which the State Board waived the match requirement. These funds support GWRC operations and planning efforts. Region 6 will receive \$1,008,621 in project funding. This will be combined with the approximately \$1.2-million in project funding from previous fiscal years that Region 6 has not yet awarded, bringing the total amount available for project applications to about \$2.2-million.

## **COMMUNITY FUTURES CONTRACT DISCUSSION**

The Committee discussed the Regional Council's current contract with Community Futures (Neal Barber). The contract, which is for assistance with the generation, solicitation, evaluation, and scoring of project ideas and proposals, ends on April 1, 2019. However, only \$9,100 of the \$16,000 contract amount has been spent, due to the fewer-than-expected number of project applications submitted. The Committee determined that the Regional Council should consider extending the end date of the exiting contract at its April 8 meeting.

## **CHAIR/VICE CHAIR MEETING REPORT**

Mr. Beale gave a report from the GO Virginia Chair/Vice Chair meeting that he and Ms. Gibson attended on March 19. In addition to discussing the Growth & Diversification Plan update, entrepreneurial ecosystem funding, and FY20 funding levels, the group received a presentation on the Commonwealth Cyber Initiative. This effort, which will be overseen by Virginia Research Investment Committee (VRIC), calls on higher education institutions and industry to build an ecosystem of cyber-related research, education, and engagement. The effort received \$25-million in the 2018-20 Virginia budget. Mr. Beale asked Ms. Gibson to send information about the Commonwealth Cyber Initiative to Regional Council members.

## **SET STANDING MEETING TIME**

The Committee discussed setting a standing meeting time of the third Friday of each month that the Regional Council does not meet. Staff will follow up with absent Committee members to confirm that this meeting time works for everyone.

## **ADJOURNMENT**

Being no further business, the meeting was adjourned at 12:52 pm.

Respectfully submitted,  
Kate Gibson, Deputy Director  
George Washington Regional Commission