

Accomack-Northampton  
**Economic Development Committee**

**MEETING MINUTES**

June 6, 2018

3:00 p.m.

Eastern Shore Community College

**Members Present**

Joseph Betit, Citizen Representative  
Ava Gabrielle-Wise, New Road Community Dev.  
Charles Kolakowski, Northampton County  
Gary Letchworth, NASA  
David Lumgair, Luminary Air Group  
Robert Marsh, Eastern Shore of Virginia  
Chamber of Commerce  
Andy Mason, Mason-Davis Realtors  
David McCaleb (alternate for Sara Baldwin)  
Elaine Meil, A-NPDC  
John Pavlik, Northampton County JIDA  
Brittany Pettit, Eastern Shore Community  
College (alternate for T. J. Johnson)  
Dr. Mark Reiter, Virginia Tech  
Dr. Richard Snyder, VIMS

**Members Absent**

Sue Anglim, Eastern Shore Communications  
Roland Bailey, A-NPDC  
Peter J. Bale, Wallops Island Regional Alliance  
Hon. Rob Bloxom, VA General Assembly  
John Chandler, Bayshore Concrete  
Tommy Clark, Don's Seafood Rest. & Tom's  
Cove Aquafarms  
Kevin Dennis, Perdue Farms  
Wesley Edwards, Accomack County EDA  
Fitz Godwin, Eastern Shore Public Library  
Foundation  
Honorable Arthur Leonard, Town of  
Chincoteague  
Lynwood Lewis, VA General Assembly  
Mike Mason, Accomack County  
Ron Matthews, Matthews & Co., CPAs  
Charlie Russell, WESR  
Evelyn Shotwell, Chincoteague Chamber of  
Commerce  
Kevin Taylor, Tyson Foods, Inc.

**Others present:**

Darlene Burton, A-NPDC  
Joseph Caffrey, Citizen  
Pat Coady, Citizen  
Curtis Smith, A-NPDC  
Frank Urban, Urban Renaissance

Michael Ward, Northampton County Planning  
Commission  
Ryan Webb, Citizen  
Julie Wheatley, Accomack County

**Call to Order**

The Economic Development Committee was called to order at 3:05 PM by Curtis Smith, A-NPDC staff.

**Public Participation**

Curtis Smith provided members of the public in attendance the opportunity to provide comments. None in attendance offered to comment.

## Organizational Business

### ***Meeting Minutes***

The draft meeting minutes from the November 29, 2017 were presented.

A motion to approve the minutes of the November 29, 2017 meeting with the correction that Peter J. Bale be deleted as present was made by Member John Pavlik and seconded by Member Andy Mason. The Committee approved the minutes by acclamation with the revision.

### ***Attendance Record***

The attendance record for Fiscal Year 2018 was presented.

### ***Membership Update***

The Nominating Subcommittee consisting of Chair Marsh, Committee Member Pavlik, and Vice Chair Baldwin had reviewed candidates to fill the two (2) vacant Northampton seats. The Nominating Subcommittee report was presented by Subcommittee Member Pavlik recommending that Richard Williams and Jacqueline Chatmon fill the two vacant Northampton seats.

A motion to appoint Richard Williams and Jacqueline Chatmon to fill the two vacant Northampton seats on the Economic Development Committee was made by Committee Member Andy Mason and seconded by Committee Member John Pavlik. The motion passed by acclamation.

Discussion ensued regarding possible candidates to fill the vacant Accomack seat. Staff stated that a call would be put out for possible candidates for the seat and that a report would be given at the December meeting.

Staff welcomed Gary Letchworth to the Committee as the NASA representative to replace Caroline Massey.

## Staff Update

### ***Projects/Initiatives***

- *2018 VA General Assembly Recap* – The General Assembly passed a number of bills affecting the economy. Staff highlighted the following bills in the staff memo: Promoting career and technical education (*HB 1530*); Strategic workforce dashboard (*HB1006*); Encouraging economic development in rural areas (*HB222/SB883*); Local regulation of unmanned aircraft systems (*HB638/SB526*); and the VA Waterway Maintenance Fund.
- *Federal Funding Opportunities* -- EDA Regional Innovation Strategies Program Competition Announced with an application due August 29, 2018 and a 50% Non-Federal Match required. \$21M available.
  - **i6 Challenge (\$16M)**: Across the country, regions and communities are helping entrepreneurs overcome challenging barriers to help build new companies and create jobs through the efforts of universities, community colleges, National Labs, state and local governments, incubators, and various other organizations. The i6 Challenge helps drive these efforts by supporting the creation and expansion of programs that increase the rate at which innovations, ideas, intellectual property, and research are translated into products, services, viable companies, and, ultimately, jobs.
  - **Seed Fund Support (SFS) Grant Competition (\$5M)**: The availability of funding for early-stage companies is an essential element of a healthy innovation-based regional ecosystem. Taking an idea or innovation from concept to market often requires capital, but in many regions across

the country, innovators and entrepreneurs struggle to find that capital. SFS grants provide funding for technical assistance and operational costs that support the planning, formation, launch, or scale of cluster-based seed funds that will invest their capital in innovation-based startups with a potential for high growth.

- **Federal Opportunity Zone and Opportunity Fund** – The US Department of Treasury officially designated the 212 Opportunity Zones proposed by Governor Northam. This program allows investors to receive tax benefits on currently unrealized capital gains that are invested through Opportunity Funds in eligible census tracts designated as Qualified Opportunity Zones. The Eastern Shore has two official Opportunity Zones, one in northern Accomack County and one in southern Northampton County. The rules associated with the program are expected to be finalized later in 2018.

- *GO Virginia Update* -- Region 5: Dates were presented as June 13 (grant application deadline); July 12 (Region 5 Council Meeting) and August 14 (State GO VA Board Meeting). Of \$2,240,575 allocated to Region 5, \$1,580,252 had been awarded to the following projects: **757 Seed Fund (\$140,000)** establishes the administrative structure to provide seed-stage investments to Virginia's most compelling innovation-based, high-growth companies; **Hampton Roads Unmanned Systems Park (\$150,000)** facilitates steps to create a Regional Industrial Facility Authority governance structure for cost and revenue sharing as well as pre-architectural and engineering work; **Virginia Digital Shipbuilding Workforce Program (\$ 647,540)** develops a curriculum with industry-recognized credentials to deploy to universities, community colleges, high schools, CTE programs, workforce development centers, and apprentice programs statewide; and **Hampton Roads Cyber Co-Lab (\$ 642,713)** links educators, practitioners, researchers and investors in cybersecurity, data analytics, and autonomous and virtual technologies, extending the scope from educational pathways to collaboration, workforce development, job creation and innovation. The remaining \$660,322 would carry to the next fiscal year, complementing additional funds approved by the VA General Assembly.

Discussion ensued about a possible GO VA project for the Eastern Shore. Committee Member Elaine Meil elaborated on broadband being a potential project and indicated that partnering with a different region could help the Eastern Shore. Member Meil also stated that there will be no funding for the last mile and that funding for broadband would be tied to businesses served or commercial connections. Staff Curtis Smith stated that another pool of money that no one has submitted for is a multi-regional collaboration. Smith stated that the rural communities of the Middle Peninsula were interested in collaborating with the Eastern Shore on a project that focuses on turning research facilities into economic drivers to spur economic development. Committee consensus was given to move forward to develop the concept. A dredging related project was mentioned as having a lower chance for approval.

- *Region 5 Council Membership* – Terms for Eastern Shore representatives, Jeff Holland and Butch Bailey, were ending June 30, 2018. Jeff Holland had requested to be reappointed, but Butch Bailey had chosen to not be reappointed. The Council would be meeting on July 12 to consider nominations. Discussion ensued regarding a recommendation to fill the seat. A motion to recommend the appointment of Pat Coady to fill the vacant seat was made by Committee Member John Pavlik and seconded by Committee Member Andy Mason. The motion passed by acclamation.

## Regional Economic Development Plan

### *Updated Regional Action Plans*

Staff stated that the four industry sector subcommittees met during April and presented a brief overview of proposed updates and edits to the four regional action plans. Highlighted updates included:

- *Aerospace & Defense* – Old Dominion University is conducting an impact analysis for Wallops Complex partners that will be used to support the development of a regional marketing strategy;
- *Agribusiness & Food Processing Regional Plan* – A-NPDC submitted an USDA Rural Business Development Grant application that would develop supplemental information for the development of a regional marketplace, marketing strategy, & additional value-added opportunities. Goal 2 goal was expanded to include adding value to crops grown by large-scale farmers and aquaculture;
- *Arts, Entertainment, Recreation & Visitor Industries Regional Action Plan* - The ESVA Tourism Commission is about to launch its new and improved website which will accomplish or assist the completion of multiple objectives;
- *Foundational & Entrepreneurship Development Regional Action Plan* – Multiple events and trainings were held or are planned for entrepreneurs during 2018. Congressman Taylor hosted an Eastern Shore Mayors Infrastructure Task Force meeting on May 22, 2018 to discuss a region-wide infrastructure proposal to submit for federal Rural Infrastructure funding.

Staff presented progress on the Regional Marketplace and Agricultural/Artisan Marketing Strategy. Staff reported that a grant application was submitted on April 26, 2018 to USDA Rural Development to engage a consultant to assess the feasibility of various opportunities for expanding the sale of agricultural products on the Eastern Shore. Staff indicated that the initial feedback from USDA was positive and it was hoped that the grant would be successful.

**Committee Member David Lumgair moved that the four-draft industry sector action plans be approved with amendments for inclusion in the regional economic development plan. Seconded by Committee Member Richard Snyder, the motion passed unanimously without further discussion.**

### *Regional Economic Development Vision Statement*

Staff indicated that participants at the April meeting of the Foundational and Entrepreneurship Development Subcommittee recognized the fact that the Regional Economic Development Plan lacked a clear and cohesive vision for regional economic development on the Eastern Shore. It was suggested that the Committee consider undertaking a process to develop and incorporate a vision statement. Staff requested guidance from the Committee on if and how it was desired to proceed with this initiative. Discussion ensued regarding this matter. Committee consensus was to have each of the subcommittees identify key words to include in the mission statement. The results would be presented to the full Committee in December.

## Industry Sector Roundtable Updates

### *Aerospace & Defense*

None

### *Agribusiness & Food Processing*

Committee Member Richard Snyder reported a need for more local contractors to be approved by the state. He reported that a workshop was being planned to educate local contractors on how to become approved by the state.

**Arts, Entertainment, Recreation & Visitor Industries**

None

**Foundational & Entrepreneurship Development**

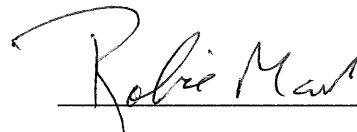
Chair Robie Marsh reported that two of the ESCC's Workforce Development Services workshop participants were chosen to participate in the Shore Hatchery Entrepreneurial competition. D. Ebony Brown finished 7<sup>th</sup> overall in the competition and was awarded \$5,000 in prize money. Chair Marsh also indicated that the Eastern Shore Chamber of Commerce was giving a new award named the Young Entrepreneur of the Year Award to a person 39 and younger with two years or more in business.

**Next Meeting Date**

The next meeting will be held December 12, 2018. A reminder will be sent.

**Adjournment**

The meeting adjourned at 4:15 PM upon motion by Committee Member Andy Mason and seconded by Committee Member John Pavlik. The motion was unanimously approved.



Robie Marsh, Chairman



Elaine Meil, Secretary