

# 2017 Annual Meeting

Virginia Economic Developers Association

# Call to Order/President's Report

**Debbie Melvin**

*Virginia Economic Development Partnership*

# Cardinal Council

*Gary McLaren, Henrico County Economic Development Authority, Chair*

- ▶ Evaluated Cardinal nominations resulting in naming one new Cardinal for 2017. The award was presented at the 2017 VEDA Fall Conference.
- ▶ Conducted site visits and meetings for the Cardinal Community Assistance Program with two communities, resulting in reports/ findings for the communities' use in addressing their economic development needs.

# Community Economic Development Awards (CEDA) Committee

*David Manley, IDA of Wythe County, Chair*

*Russell Seymour, Leesburg Economic Development, Vice-Chair*

- ▶ Evaluated several CEDA applications.
- ▶ Selected three recipients of the 2017 CEDA Awards and two honorable mention recipients.
- ▶ Recognized CEDA recipients at VEDA's 2017 Spring Conference in Charlottesville, Virginia.
- ▶ Two of the three Virginia CEDA recipients went on to win the SEDC CEDA award for their communities.

# Professional Development Committee

Voncile "Von" Gilbreath, City of Chesapeake Economic Development, Chair

Christina Winn, Arlington Economic Development, Vice-Chair

- ▶ Conducted two Professional Development Workshops prior to the Spring and Fall Conferences.
- ▶ Evaluated and awarded professional development scholarships in the amount of \$8,500.
  - ▶ **EDI Scholarships:** Courtney Cranor, City of Waynesboro; Victoria Hanson, EDA of Amherst County; Lindsay Hurt, VEDP
  - ▶ **BASIC/IEDC Training Scholarships:** Ashlyn Shrewsbury, Montgomery County Economic Development; Tish Blackwell, Shenandoah Valley Partnership; Jason Smith, Fluvanna County; Katherine Ashbury, Blue Ridge Crossroads EDA; Edythe Kelleher, Southeast Fairfax Development Corporation; Tommy Miller, Orange County; Lisa Soltis, City of Roanoke Department of Economic Development
  - ▶ **Smiley Waller Memorial Scholarship:** Mallory Tuttle, Franklin Southampton Economic Development, Inc.
  - ▶ **Virginia Institute of Economic Development Scholarships:** Jessica Fintel, Roanoke County Department of Economic Development; Yuri Matsumoto, City of Williamsburg Economic Development; Daniel Cook, Prince George County

# Vice-President's Report

**Ken McFadyen**

*Botetourt County Economic Development*

# Public Policy Committee

*Christopher D. Lloyd, McGuireWoods Consulting, LLC, Chair*

- ▶ Worked with VEDA's Public Policy Liaison to educate legislators and have a positive influence on issues having an impact on economic development during the 2017 Virginia General Assembly session.
- ▶ Provided all VEDA members with email updates - weekly during the Virginia General Assembly session and periodically during the remainder of the year.
- ▶ Conducted quarterly meetings with the Secretary of Commerce & Trade and VEDP President & CEO.

# Public Policy Committee

*Christopher D. Lloyd, McGuireWoods Consulting, LLC, Chair*

- ▶ Conducted meetings with Secretaries of Agriculture & Technology, and the Virginia Dept. of Housing and Community Development; as well as numerous meetings with other partner groups, including VA Chamber, VMA, VACo, and VML.
- ▶ Assisted in drafting of the Business Ready Sites Legislation for 2017 (HB1591/SB976); secured patrons (Delegate James & Senator Hanger) and supported the legislation's passage
- ▶ Offered comment and assistance to the JLARC review of the Virginia Economic Development Partnership.
- ▶ Addressed the House Appropriations Subcommittee with suggestions regarding HB 2471 re-organization of VEDP.

# VEDA Day @ the General Assembly

*Amanda Jarratt, Franklin Southampton Economic Development Corp., Chair*

*Carrie Chenery, Shenandoah Valley Partnership, Vice-Chair*

- ▶ Planned a successful 2017 VEDA Day @ the General Assembly.
- ▶ Planned and implemented a VEDA Legislative Reception with 100+ in attendance; including increased participation by legislators.
- ▶ Visited with members of the General Assembly, discussing VEDA's public policy priorities.

# Legislator of the Year Awards Committee

*Patrick E.W. Barker, CEcD, AICP, Frederick County Economic Development Authority, Chair*

- ▶ Reviewed evaluation criteria for LOTY.
- ▶ Solicited feedback from membership, reviewed candidates, and made a selection to name a 2017 Legislator of the Year, to be presented at a future date.

# Treasurer's Report

**Stephanie Landrum**

*Alexandria Economic Development Partnership*

# Financial Report

As of October 31, 2017

## Balance Sheet

- ▶ Income: \$319,664.23
- ▶ Expenses: \$340,290.38
- ▶ Net: (\$20,626.65)
- ▶ Total Net Worth: \$134,343.51

## Outstanding Invoices (VEDA Receivables)

- ▶ Dues: \$1,575
- ▶ Non-Dues: \$25,846
- ▶ Total: \$27,421

# Program Committee

*Gregory Hitchin, City of Waynesboro Economic Development, Chair*

*Chris Engel, City of Charlottesville Economic Development, Vice-Chair*

- ▶ Developed a program theme (***Partnering for Progress***) for the year; linking VEDA's four events thematically.
- ▶ Scheduled, planned and implemented event dates and locations in advance of the program year; enabling VEDA members to hold the dates on their calendars.
- ▶ Worked with meeting committees to have agendas finalized earlier for VEDA members to review the program content and plan accordingly.

# 2017 Events

## Spring Conference Committee

Jason Ness, City of Charlottesville Economic Development, Co-Chair  
Alan Yost, Greene County Economic Development, Co-Chair

- ▶ Planned and implemented *Powering a Dynamic Region through the Strength of Local Assets* program in Charlottesville, Virginia.

## Fall Conference Committee

Michelle Chapleau, Virginia Beach Department of Economic Development, Co-Chair  
Patrick Barker, Frederick County Economic Development Authority, Co-Chair

- ▶ Planned and implemented *Gaining a Competitive Advantage through Collaboration* program in Virginia Beach, Virginia.

## Membership Meetings Committee

Curry Roberts, Fredericksburg Regional Alliance, Co-Chair  
Michelle Poe, Virginia Economic Development Partnership, Co-Chair

- ▶ Planned and implemented *Embracing Shared Outcomes with Higher Education* (Summer Membership Meeting) in Danville, Virginia.
- ▶ Planned and implemented *Cultivating Culture and Refreshing Innovation* (Winter Membership Meeting) in Staunton, Virginia.

# Golf Tournament Task Force

*John Loftus, Virginia Economic Development Partnership, Chair*

- ▶ Planned and implemented two successful golf tournaments in conjunction with the Spring and Fall Conferences in 2017.

# Sponsorship Committee

*David Denny, Sanford Holshouser Economic Development Consulting, Chair*

*John Smolak, Appalachian Power, Vice-Chair*

- ▶ Assisted in meeting VEDA's 2017 sponsorship needs for Corporate Patrons, Spring Conference sponsors, Fall Conference sponsors, and Membership Meetings sponsors.

# Approval of the Minutes from 11.30.16/Secretary's Report

**Jim Noel**

*York County Office of Economic Development*

# Minutes

Annual Membership Meeting  
November 30, 2016

*-Membership Vote Needed*

# Communications Committee

*Megan Lucas, Lynchburg Regional Business Alliance, Chair  
George Anas, Rockingham County Economic Development, Vice-Chair*

- ▶ Supported and coordinated with committees that communicate with VEDA members, elected officials and state liaisons to help best present the value of economic development and VEDA's work.
- ▶ Evaluated VEDA's website content making changes in structure of the website to be implemented by the first quarter of 2018.

# Membership Committee

*Amanda Glover, Augusta County Economic Development, Chair  
Joseph Hines, Timmons Group, Vice Chair*

- ▶ **Membership Goal for 2017: 10% Increase in Membership**
- ▶ **Net New Members: 75 (17%)**
- ▶ **Activities to enhance engagement**
  - ▶ Member Welcome: Electronic Welcome Packet + Personal Phone Call from Committee/Board Members
  - ▶ New Member Receptions at Fall and Spring Conferences
  - ▶ “Cardinal Card” Campaign: Postcard reminders about VEDA milestones
  - ▶ **Member Orientation: Launched at Fall Conference**
  - ▶ Regular Membership Committee meetings in person and by conference call
  - ▶ **NEW in 2018: Regional Recruitment/Engagement Luncheons**

# Mentor on Call Program

*Jay Langston, Virginia Economic Development Partnership, Co-Chair*

*Brian Shull, City of Harrisonburg Economic Development, Co-Chair*

- ▶ Continued to add members to the Resource Group for the Mentor on Call program.

# Young Professionals Committee

*Steven Harrison, Virginia Beach Economic Development, Chair*

*Craig Kotarski, Timmons Group, Vice-Chair*

- ▶ Hosted networking dinners at the Spring and Fall Conferences for members of the Young Professionals group.
- ▶ Planned and implemented a Young Professionals Happy Hour in Richmond in November.



# Volunteer Recognition



# 2017 President's Remarks

# Immediate Past President's Report

**Deborah K. Flippo**  
*Draper Aden Associates*

# Nominating Committee

Thanks to 2017 Nominating Committee:

- ▶ Deborah K. Flippo, Draper Aden Associates
- ▶ John Loftus, Virginia Economic Development Partnership
- ▶ Liz Povar, The Riverlink Group
- ▶ Greg Hitchin, City of Waynesboro Economic Development
- ▶ Curry Roberts, Fredericksburg Regional Alliance
- ▶ Helen Cauthen, Central Virginia Partnership for Economic Development

# Nominations for Officers

*Term of Office: January 1, 2018 – December 31, 2018*

- ▶ **President:** Kenneth McFadyen, Botetourt County Economic Development
- ▶ **Vice President:** Stephanie Landrum, Alexandria Economic Development Partnership
- ▶ **Treasurer:** Jim Noel, York County Office of Economic Development
- ▶ **Secretary:** Amanda Glover, Augusta County Economic Development
- ▶ **Immediate Past President:** Debbie Melvin, Virginia Economic Development Partnership

# Nominations for Directors

## *Term of Office Ending in 2018*

- ▶ Telly Tucker, City of Danville Office of Economic Development
- ▶ John Smolak, Appalachian Power Company
- ▶ Steven J. Harrison, Virginia Beach Department of Economic Development

## *Term of Office Ending in 2019*

- ▶ Shannon Blevins, The University of Virginia's College at Wise
- ▶ Garrett Hart, Chesterfield County Economic Development
- ▶ Christina Winn, Arlington Economic Development

## *Term of Office Ending in 2020*

- ▶ Voncile "Von" Gilbreath, City of Chesapeake Economic Development
- ▶ Linda Green, Southern Virginia Regional Alliance
- ▶ David Manley, Joint IDA of Wythe County

# 2018 President's Remarks