

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