



March 29, 2022 Board/MIC Meeting Minutes

8:00 a.m. to 10:30 a.m. [Via Zoom](#)

Call to Order

Theodore L. Chandler, Jr. called the March 29, 2022 RVA757 Connects' Board/MIC meeting to order at 8:00 am.

Mr. Chandler welcomed the Board of Directors and Megaregion Institutional Council (MIC) members to the first Board/MIC meeting of the 2022 year. He introduced two new directors: Kelsey L. Daugherty, Private Wealth

Advisor at Goldman Sachs; and Glenn Ballard, President & CEO of Dragonfli Group, LLC.

The December 2021 Board / MIC Meeting Minutes document was presented to the full board.

Mr. Chandler provided a brief recap of the board-approved 2022 internal and external focus areas for RVA757 Connects, including two priorities that are reaching key mileposts: the I-64 Gap Project and Global Internet Hub initiative.

Mr. Chandler ended his opening remarks with a reminder that RVA757 Connects is following its formula for success: *Convene, Coordinate, and Collaborate*.

RVA757 Connects Committee Reports

John W. Martin reviewed the meeting agenda, including upcoming committee reports and Governor Glenn Youngkin's scheduled attendance during the final portion of the meeting.

Operational Structure Recap:

Mr. Martin provided an overview of RVA757 Connects' committee structure and staff. Highlights included:

- New Government Relations Committee
- Planned new Communications Committee
- Additional staff member – the Communications Director

Other ad hoc committees have been and will continue to be created as needs arise to support key priority areas (example: Global Internet Hub Steering Committee).

Mr. Martin reminded everyone that all governing documents are filed on RVA757 Connects' document portal, located on the website via a link at the bottom of the main page.

Financial Update:

John W. Martin provided an update of the 2022 operations budget – \$500,000. Based on existing cash and 2022 pledges, there is significant cushion. The 2022 budget is updated on an ongoing basis and included in the document portal.



Communications Update:

Greg Gilligan, RVA757 Connects' new full-time Communications Director, was introduced to the group. He joined the organization after 35 years at the Richmond Times-Dispatch, including the last 11 years as the newspaper's business editor.

He reviewed the 2022 communications goals, which include:

1. Increase database 10-fold – to 5,000 stakeholders
2. Ramp up newsletter and social media channels
3. Cover the Innovation Spotlight series
4. Shine the light on:
 - RVA757 Connects Initiatives
 - I-64 Innovation Corridors' Innovations
 - Directors'/Members' Initiatives (Offshore wind, VNG, Jefferson Lab and supercomputing, key clusters)
5. Work closely with VEDP, GRP, and the Alliance
6. Launch the RVA757 Connects' speaker's bureau
7. Establish a Board-level Communications Committee

The immediate next steps for communications-related work include:

1. Create a Strategic Communications Plan with KPIs
2. Meet RVA757 Connects' Board of Directors and MIC Members and learn about everyone's innovations.

I-64 Innovation Corridor Opportunity Study Executive Summary Report:

Mr. Martin announced the completion of the I-64 Innovation Corridor Opportunity Study Executive Summary Report, which is posted on RVA757 Connects' website. A link to this digital version will be sent out to the Board and MIC for review. Any edits and suggestions should be sent to RVA757 Connects' staff. The report will be printed in May. Hard copies will be distributed at key events like Convergence 2022.

Virtual Innovation Spotlight:

The next Virtual Innovation Spotlight, scheduled for Tuesday, April 5, 2022 from 12:00 pm to 1:00 pm, will feature Glenn Ballard and Ernest Cordova of Dragonfli Group, LLC (as well as another key speaker – TBD): Another Day at the Breach: Cybersecurity for the Country, I-64 Innovation Corridor, and Your Company. This event's content will be shared with RVA757 Connects' stakeholders.

Megaregion Institutional Council Update:

Brian Anderson and Bryan Stephens reported on the kickoff meeting of the Megaregion Institutional Council that was held on March 10, 2022. This was the first time the MIC had met separately from the Board of Directors.



The overall consensus is that RVA757 Connects is on the right track, with some significant short-term accomplishments. There were no suggestions on priority engagement. However, it was suggested to be more selective with email communications, reinforce the organizational structure of RVA757 Connects, and send meeting materials out at least one week in advance. The MIC members feel they have a voice in RVA757 Connects and intend to meet prior to each Board/MIC meeting. The Megaregion Institutional Council (MIC) will keep its name for now. However, the word “institutional” will be more closely examined at future meetings.

Nominations Committee Update:

Moses Foster and Sarah Jane Kirkland reviewed the current board status, including total number of directors and regional participation rates. Working to balance the board between RVA and the 757, ideal candidates from Richmond are being invited to join.

There are several opportunities for Board and MIC engagement, including a new Communications Committee, Global Internet Hub Strategic Plan Sounding Board, and an event committee to help plan and execute Convergence 2022. Another engagement initiative may include Dominion Energy’s offer to lead a tour of the offshore wind farm.

Development Committee Update:

Mitch Haddon reviewed the current Development Committee members and thanked the many corporate and individual sponsors from 2021. There are already \$454K in 2022 pledges, and invoices are in the process of being sent out. Those who have not yet made a commitment for 2022 will be approached.

The Development Committee will work in tandem with the Nominations Committee to approach new directors.

The Development Committee will target organizations beyond Directors and MIC Members that are related to priority infrastructure areas, such as the Global Internet Hub strategic planning initiative.

It was announced that Jim Kibler has decided to step down from the Development Committee co-chair position as well as the Board of Directors. He played an integral role in gaining support during these critical first two years.

Government Relations Committee Update:

Ross Grogg and Christopher Lloyd will lead this newly developed committee. The overall goal is to raise awareness among state government leaders and elected officials of RVA757 Connects, the I-64 Innovation Corridor, and our priorities.

Christopher Lloyd shared the recommended phased approach that will guide committee work:

2022:

- Approach key issues one by one.
- Manage with small implementation team.

In preparation for 2023:

- Create RVA757 Connects’ legislative agenda.



- Coordinate with regional and state chambers.
- Create and produce materials.

2023:

- Give presentations to joint RVA and 757 regional caucus.
- Organize calls and visits to key state government leaders and elected officials.
- Operate with small RVA757 Connects' Government Relations Committee (need agility built in).

Mr. Lloyd also mentioned a few Bills of interest to RVA757 Connects that should be watched. These include:

- GO Virginia Funding
- Transportation funding (generally, not just the I-64 Gap Project)
- Capital projects relevant to core principles (J-Lab, W&M/ODU Data Hub, etc.)
- Implementation of the Military Community Infrastructure Grant Program and Fund (HB 354 and SB 315)

Comments & Questions:

There was a brief break for comments and questions from the Board and MIC.

Breakout Session

There was an introduction to the two topics for the Breakout Session: I-64 Gap Project and Global Internet Hub. Robert Crum provided additional background information on the I-64 Gap Project and John W. Martin provided background on the Global Internet Hub.

All directors and MIC members were pre-assigned to Breakout Session small groups, each led by two Executive Committee members. The time allotted for this segment of the meeting was 40 minutes.

I-64 Gap Project Breakout Discussion Questions:

How do we maximize the attention the I-64 Gap Project and related funding solutions are receiving right now?

- How do we support the Senate's proposed \$190 million bill or something with even more funding?
- How can RVA757 Connects bring even greater attention to this issue during the upcoming budget session to help secure as much initial funding as possible for the I-64 Gap project?

VDOT in its pursuit of large federal USDOT grants for I-64 Gap funding? Specifically:

- In addition to RVA757 Connects, what other RVA and 757 organizations should join us in writing letters of support for VDOT's grant applications? (i.e. higher education, nonprofits, specific industries, military)?
- When it comes to grants, the USDOT looks for project-related benefits that transcend the typical "improve safety" or "reduce congestion." USDOT expects grantees to make a compelling case about how a project will drive economic growth and development, improve the environment, and deliver social equity. To this end, we need a "marketing" name to replace the "I-64 Gap Project," a name that includes the project-related benefit(s).



Global Internet Hub Breakout Discussion Questions:

- How can we improve our strategic planning pathway?
- Who should we include on the Steering Committee?
- How can RVA757 Connects' Board directors and MIC members help the most?
- What questions do you want answered in the plan?

After the Breakout Session ended, all participants were welcomed back to the large group. Notes from this session will be shared with the Board and MIC.

Governor Glenn Youngkin

Governor Glenn Youngkin joined the meeting for 40 minutes.

Highlights from the Governor's speech are contained in a separate document.

Close

Thomas R. Frantz closed the meeting with a few reminders for opportunities to connect and engage:

1. Remaining Board/MIC Meetings:
 - June 28th: 10:00 am – 12:00 pm
 - September 20th: 10:00 am – 12:00 pm
 - December 13th: 10:00 am – 12:00 pm
2. 2022 Convergence
 - Interregional Bus Trip – Overnight in Williamsburg
 - Thursday, October 13 – Friday, October 14
3. Innovation Spotlights:
 - First Tuesday of every month: 12:00 pm – 1:00 pm
 - April 5: *Cyber Security Threats Today: For Your Country, Region, and Business*

The meeting was adjourned at 10:30 am.