



VIRGINIA INITIATIVE FOR  
**GROWTH &  
OPPORTUNITY**  
IN EACH REGION

# 2017 GO Virginia Orientation Conference



**April 20, 2017**  
**DoubleTree by Hilton**  
**Richmond, VA**

**Hosted by:**



The Virginia Growth and Opportunity Board



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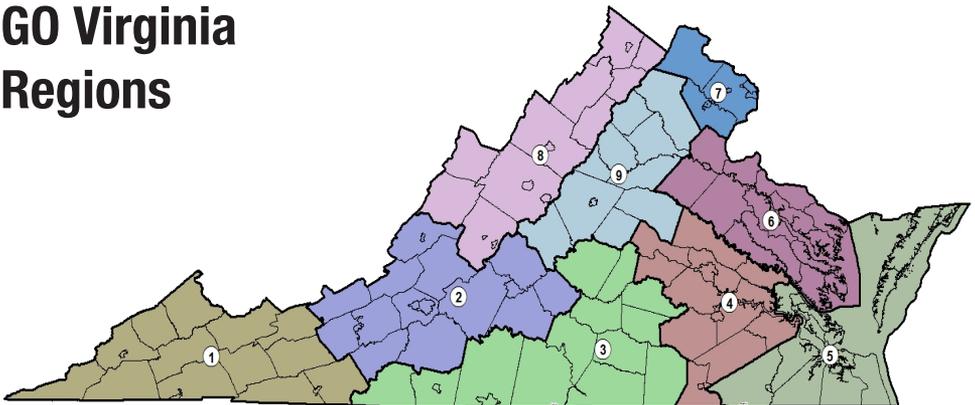
# About GO Virginia

The Virginia Initiative for Growth and Opportunity in Each Region (GO Virginia) was initiated in 2015 by Virginia's senior business leadership to foster private-sector growth and job creation through state incentives for regional collaboration by business, education, and government. Virginia's economic growth now lags that of its traditional competitors and the nation as a whole, principally because of the loss of higher paying jobs tied to federal spending and a lack of diversity in Virginia's economic drivers.

The GO Virginia coalition successfully worked in a bipartisan manner with the General Assembly and Governor McAuliffe to pass a legislative package during the 2016 session to provide a framework for regional collaboration to grow and diversify the state's economy. The state budget includes funding to encourage localities to work together on priorities identified by the nine Board-designated regional councils to accomplish this goal. As the GO Virginia effort now transitions from concept to implementation, the coalition will continue to raise awareness of the economic challenges facing the state and the need for continued support of the effort.

The 2016 legislation also created the Virginia Growth and Opportunity Board, a 24 member group composed of private-sector business leaders, legislators, and members of the Governor's Cabinet, which will approve the incentive grant awards and assist the regions in the development and implementation of their growth and diversification plans. The grant program is administered by the Virginia Department of Housing and Community Development.

## GO Virginia Regions





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# Growth and Opportunity Board Members

**John O. “Dubby” Wynne,**  
Chairman, Growth and Opportunity Board

**Benjamin J. Davenport Jr.**  
Vice Chairman, Growth and Opportunity Board  
First Piedmont Corporation

**Nancy Howell Agee**  
The Carillion Clinic

**The Honorable Richard D. “Ric” Brown**  
Secretary of Finance

**Delegate M. Kirkland “Kirk” Cox**  
Virginia’s 66<sup>th</sup> House District

**The Honorable Jim Dyke**  
McGuireWoods Consulting

**Thomas F. Farrell II**  
Dominion Resources, Inc.

**Heywood W. Fralin**  
Medical Facilities of America

**The Honorable Todd Haymore**  
Secretary of Commerce and Trade

**Senator Janet D. Howell**  
Virginia’s 32<sup>nd</sup> Senate District

**Delegate S. Chris Jones**  
Virginia’s 76<sup>th</sup> House District

**Delegate Terry G. Kilgore**  
Virginia’s 1<sup>st</sup> House District

**Delegate R. Steven Landes**  
Virginia’s 25<sup>th</sup> House District

**Charles Moorman**  
Amtrak

**Matthew Mulherin**  
Newport News Shipbuilding

**Senator Thomas K. Norment**  
Virginia’s 3<sup>rd</sup> Senate District

**Senator Frank M. Ruff**  
Virginia’s 15<sup>th</sup> Senate District

**Bruce Smith**  
Bruce Smith Enterprises, LLC

**Steven C. Smith**  
K-VA-T Food Stores

**Todd A. Stottlemeyer**  
Inova Center for Personalized Health

**The Honorable Dietra Y. Trent, PhD**  
Secretary of Education

**Lucia Anna “Pia” Trigiani**  
MercerTrigiani

**Joe Wilson**  
Wilco Enterprises, Inc.

**Marilyn H. West**  
M.H. West & Co

# Today's Agenda

**9:00am – 9:15am**

## **Welcome**

John O. “Dubby” Wynne, Chairman, Growth and Opportunity Board  
Senator Janet D. Howell  
Delegate Kirk Cox

**9:15am – 9:25am**

## **History of GO Virginia**

John O. “Dubby” Wynne

**9:25am – 9:55am**

## **Headwinds Facing Virginia's Economy**

Moderated By: John O. “Dubby” Wynne

Featuring:

John Accordino, VCU Wilder School of Government  
Qian Cai, UVA Weldon Cooper Center for Public Service  
Stephen Moret, Virginia Economic Development Partnership

**9:55am-10:10am**

## **GO Virginia Legislation and Budget Overview**

By: Bill Shelton, Director, Department of Housing and Community Development

**10:10am – 10:20am**

## **Break**

**10:20am – 10:50am**

## **Economic Impact 101 – “What data is available and how to use it”**

Kick-off by: Bill Shelton, DHCD

Featuring:

Dr. Terry Clower, GMU Center for Regional Analysis  
Spencer Shanholtz, GMU Center for Regional Analysis  
Dr. Mark White, GMU Center for Regional Analysis

**10:50am – 11:30am**

## **Legislator's Breakout Session (legislators only)**

**10:50am- 11:20am**

## **Panel Discussion: “Regional Council 101”**

Moderated by: Bill Shelton, DHCD

Featuring:

Debbie DiCroce, Hampton Roads Community Foundation  
Charley Majors, Southern Virginia GO Regional Council

**11:20am – 11:30am**

## **Break**

<b>11:30am – 12:10pm</b>	<b>Lunch</b>
<b>12:10pm – 12:40pm</b>	<b>1<sup>st</sup> Round of Breakout Sessions</b>
<b>12:40pm – 12:45pm</b>	<b>Break</b>
<b>12:45pm – 1:15pm</b>	<b>2<sup>nd</sup> Round of Breakout Sessions</b>
<b>1:15pm – 1:20pm</b>	<b>Break</b>
<b>1:20pm – 1:50pm</b>	<b>3<sup>rd</sup> Round of Breakout Sessions</b>
<b>1:50pm – 2:00pm</b>	<b>Break</b>
<b>2:00pm-2:30pm</b>	<b>Remarks by Governor Terry McAuliffe</b> Introduced by: Pia Trigiani, GO Board Member
<b>2:30pm-2:55pm</b>	<b>FOIA and COIA Primer – “What you need to know”</b> Featuring: Don Ferguson, Office of the Attorney General Alan Gernhardt, Virginia Freedom of Information Advisory Council Rebekah Stafanski, Virginia Conflict of Interest and Ethics Advisory Council
<b>2:55pm – 3:00 pm</b>	<b>Concluding Remarks</b> John O. “Dubby” Wynne
<b>3:00pm – 4:00pm</b>	<b>Regional Council Chair and Vice Chair Forum</b>

# Today's Breakout Sessions

## Joint Site Development

Moderated by: Ben Davenport, Vice-Chairman, GO Board  
Featuring: Ken Benassi, CBRE  
Beth Doughty, Roanoke Regional Partnership  
John Reinhart, Virginia Port Authority

## Scale Ups

Moderated by: John O. "Dubby" Wynne, Chairman, GO Board  
Featuring: Dr. Jim Atkinson, MIKRO Systems  
Bill Donahue, GENEDGE  
Chip Filer, Old Dominion University  
B K Gogia, Lenvio

## Credentialing and Workforce

Moderated by: Marilyn West, GO Board Member  
Featuring: Craig Herndon, Virginia Community College System  
Susan Jacobs, Newport News Shipbuilding  
Matthew James, Peninsula Council for Workforce Development

## Virginia's Innovation Economy

Moderated by: Joe Wilson, GO Board Member  
Featuring: Monique Adams, 757 Angels  
Shannon Blevins, UVA at Wise  
Ted Chandler, New Richmond Ventures  
Tom Weithman, Center for Innovative Technology and MACH 37

## Charting Virginia's Economic Future

Featuring: Ryan Dunn, Virginia Chamber of Commerce  
Paul Logan, Virginia Chamber of Commerce  
Chris Saxman, Virginia FREE

# Today's Speakers

## Headwinds Facing Virginia's Economy

### **John Accordino, Ph.D., FAICP**

Dr. Accordino is dean of the L. Douglas Wilder School of Government and Public Affairs at Virginia Commonwealth University. Dr. Accordino, also a professor in the Urban and Regional Planning program, began his career at VCU in 1986. His scholarship includes books, journal articles, applied research and other publications on urban revitalization and community and economic development policy and planning.

### **Qian Cai, Ph.D.**

Qian Cai (pronounced "chien tsai") is director of the Demographics Research Group at the University of Virginia's Weldon Cooper Center for Public Service. Drawing on her extensive knowledge of population statistics, and national reputation in applied demography, Qian oversees the group's data production and research, ensures top quality publications and client service, and maintains an ambitious agenda for improving population data for Virginia and the nation. A native of China, Qian received a bachelor's degree in economics and a master's degree in demography, both from Peking University. She received a Ph.D. in sociology from Brown University.

### **Stephen Moret**

Stephen Moret is president and CEO of the Virginia Economic Development Partnership (VEDP), the economic development authority for the Commonwealth of Virginia. Prior to VEDP, Moret served as president and CEO of the LSU Foundation and as the executive director of the LSU Property Foundation. From 2008 through early 2015, Moret served as secretary of the Louisiana Department of Economic Development. Moret earned a B.S. in mechanical engineering from LSU and an M.B.A. from Harvard Business School. He earned a doctorate (Ed.D.) in higher education management, with Distinction for Dissertation, from the University of Pennsylvania, where his research focused on linkages between higher education and the labor market in the United States.

## GO Virginia Legislation and Budget Overview and Regional Council 101

### **Bill Shelton**

Bill Shelton serves as Director of the Virginia Department of Housing and Community Development which provides community development and housing program support to communities across the Commonwealth. Bill is an ex-officio member of the Board of Commissioners of the Virginia Housing Development Authority and serves on the board of Virginia Community Capital, Inc., the Commonwealth's community development bank. Bill also serves as the Governor's state alternate for the Appalachian Regional Commission.

## Economic Impact 101

### **Terry L. Clower, Ph.D.**

Terry L. Clower is Northern Virginia Chair and Professor of Public Policy at George Mason University. He is also director of GMU's Center for Regional Analysis. The Center provides economic and public policy research services to sponsors in the private, non-profit and public sectors. Prior to joining GMU, he was director for the Center for Economic Development and Research at the University of North Texas. Dr. Clower also spent 10 years employed in private industry in logistics and transportation management positions including site location responsibilities. Dr. Clower has authored or co-authored over 170 articles, book chapters, and research reports reflecting experience in economic and community development, economic and fiscal impact analysis, transportation, land use planning, housing, and economic forecasting.

### **Spencer A. Shanholtz**

Spencer A. Shanholtz is a Research Associate at the Center for Regional Analysis at George Mason University. Mr. Shanholtz joined the Center in January 2017. Mr. Shanholtz received a Master of Urban and Regional Planning with graduate certificates in Economic Development and Geospatial Information Technology, and undergraduate degrees in Geography and Environmental Science from Virginia Tech. He has demonstrated experience related to housing, transportation, population demographics, policy analysis, and economic development. Prior to joining the Center for Regional Analysis, Mr. Shanholtz was a Graduate Research Assistant for the Virginia Center for Housing Research at Virginia Tech in Blacksburg, VA.

### **Mark C. White Ph.D.**

Mark C. White is the Deputy Director of the Center for Regional Analysis at George Mason University, having joined the Center in January 2016. During this period he has worked on a variety of projects including a workforce analysis of Arlington and Alexandria, an examination of middle skills jobs opportunities in the Washington metro area, and economic impact analyses of the Virginia Housing industry and the Northern Virginia Parks Authority, among others. Prior to joining the Center for Regional Analysis, Dr. White was the Vice President for Research at the Center for Regional Economic Competitiveness (CREC) in Arlington, VA. During his 11 years at CREC, Dr. White undertook and managed a wide variety of economic and workforce development research, planning and technical assistance projects across the United States and Canada.

## **Regional Council 101**

### **Debbie DiCroce**

Debbie is president and CEO of the Hampton Roads Community Foundation. Before joining the staff in 2012, she was president of Tidewater Community College for 14 years. Previously she was president of Piedmont Community College in Charlottesville for nine years. She serves on the board of visitors of Norfolk State University and is secretary of the Hampton Roads Community Foundation board of directors. She also serves on the boards of the Virginia Early Childhood Foundation, Future of Hampton Roads, Greater Norfolk Corporation, Virginia Beach Vision and St. Patrick Catholic School. She earned bachelor's and master's degrees from Old Dominion University and a doctorate in education from The College of William & Mary.

### **Charley Majors**

Charley Majors is Chairman of the Board of American National Bank & Trust Company and its holding company, American National Bankshares Inc. He served, at various times from 1993 through 2014, as President, Chief Executive Officer and Executive Chairman of the Bank and the holding company. Prior to becoming president of the Bank, Mr. Majors was the senior partner of a law firm in Danville, specializing in banking, business and commercial real estate law. He is a graduate of Auburn University and the University of Virginia Law School. He currently serves as Chairman of the Southern Virginia GoVA Regional Council.

## **Joint Site Development**

### **Ken Benassi**

Ken is a Senior Vice President with CBRE and is based in the firm's Norfolk office. He has over 18 years' experience in the local commercial real estate industry negotiating the acquisition or sale and lease of industrial and commercial properties throughout Hampton Roads. Prior to entering commercial real estate, Ken worked in the industrial gas and welding supply industry where he was trained in "Client Focused" sales and service. This client focus has differentiated Ken and has allowed him to develop strong client relationships as evidenced by the multiple transactions he has effected for many clients. Whereas many commercial real estate agents focus on a product type, Ken focuses on the client relationship. Ken's core competency is assisting clients in solving complex real estate issues. He graduated from the University of Virginia and holds a MBA from Old Dominion University.

## **Beth Doughty**

Beth Doughty has spent 27 years in economic development helping to create more than 17,000 jobs and \$1.5 billion of investment for the Roanoke region. She has been executive director of the Roanoke Regional Partnership since 2008 and served in that capacity from 1991 to 1999. She also serves as executive of the Roanoke Outside Foundation and the Western Virginia Regional Industrial Facility Authority. She was president of the Roanoke Regional Chamber of Commerce for 9 years. A graduate of the University of Virginia, Beth is a past president and a Cardinal of the Virginia Economic Developers Association.

## **John Reinhart**

John F. Reinhart is the CEO and executive director of the Virginia Port Authority (VPA). Prior to joining the VPA, John worked for the Maersk organization for 23 years. He served from 2000-2014 as CEO of Maersk Line, Limited (MLL) and a member of the board of directors. During his career with Maersk, he held the positions of President, UMS, senior vice president and regional director. John currently serves on multiple regional boards including the Hampton Roads Transportation Accountability Commission, Marine Transportation System National Advisory Council, Hampton Roads Business Roundtable, Hampton Roads Chamber of Commerce Regional Board and Nauticus Foundation. John received his bachelor's degree in general studies and political science from Ohio University and later earned his Executive MBA from the University of Michigan.

## **Scale Ups**

### **Jim Atkinson**

Dr. Atkinson is the Co-Founder / Vice President of Mikro Systems, Inc. based in Charlottesville, VA. Mikro is a manufacturing technology company specializing in product design, development and manufacturing of precision components. Mikro's patented manufacturing process TOMO is currently being applied to products in the energy, aerospace, and healthcare industries. Jim is a co-founder and Vice President and also sits on the Board of Directors. He is co-inventor on twenty Mikro Systems patents related to TOMO. Dr. Atkinson has held technical management roles in industry, academia, and Naval Research Laboratories, including one year as a Congressional Science Fellow in the US Senate, and two years as Program Manager at the National Science Foundation (NSF). He has co-founded three start-up technology companies, and also has served as adjunct professor at the University of Virginia. He has particular expertise in Small Business Innovative Research (SBIR) applications and management. In 2009, Dr. Atkinson was appointed by Virginia Governor Tim Kaine to the Board of Advisors of Virginia's GENEDGE Alliance, an affiliate of the National Manufacturing Extension Partnership. In 2015, he was appointed to the Albemarle County Economic Development Authority. He has a BS in electrical engineering from Northeastern University, an MS in electronic engineering from the University of Connecticut, and a PhD in Linguistics from the University of Connecticut.

### **Bill Donahue**

Bill Donahue is President of Virginia's GENEDGE ALLIANCE. The company, in its 24th year of operations, is a Commonwealth of VA unit which operates as a not for profit consulting and technology acceleration services firm. Bill leads a network of consulting engagement and project managers who are responsible for improving the competitiveness of various companies in manufacturing, technology and industrial business sectors. Bill's current focus is expanding affordable services to drive Strategic Innovation, Growth and Operational Excellence throughout the value and supply chains in Virginia. GENEDGE is the Virginia affiliate of the NIST Manufacturing Extension Program. Bill is the vice-chairman for Danville Utilities, the largest municipally owned utility in Virginia. Bill is a 1981 graduate of the University of Rochester and in 1983, the GE Chemical Management Program.

### **Chip Filer, Ph.D.**

Larry "Chip" Filer is an Associate of the Economic Forecasting Project and Associate Professor of Economics, at Old Dominion University. He earned his doctoral degree in economics from the University

of Kentucky. Prior to rejoining the ODU faculty in January of 2014, Dr. Filer served as MBA Director and Associate Dean for the Strome College of Business. Dr. Filer specializes in Macroeconomics, Federal Reserve Policy and Banking. His published work has appeared in a number of academic journals, including Journal of Macroeconomics, Southern Economic Journal and Journal of World Business. He currently serves on the board of the Hampton Roads Global Commerce Council and as a member of the Hampton Roads Community Foundation's Industry Clusters Sub-Committee.

### **BK Gogia**

As a visionary and entrepreneurial business leader, BK possesses extensive knowledge and experience in cyber security and healthcare businesses. An inspirational and ethical leader, BK leverages keen business acumen and the ability to harmonize disparate ideas with customer, market and competitor intelligence to create and commercialize products that deliver breakthrough results. BK has the unique ability to balance forward-thinking technology innovation with outstanding people skills to align and influence high performing teams translating "vision into action". He is the founder of InferX which is an advanced distributed data analytics software company. As part of that effort, he raised more than \$20M in private investments and grants and took InferX public in 2007. BK also built Lenvio Cyber Security MVP, secured a Fortune 50 company as an innovator user of the cyber product, and he engaged more than a dozen early adopters including DHS and Public Sector and raised additional funding to launch subscription based offering.

## **Credentialing and Workforce**

### **Craig Herndon**

Craig is the Vice Chancellor for Workforce Development Services at the Virginia Community College System. In his current role, Herndon provides state-level policy leadership to workforce training programs and services for Virginia's 23 community colleges, including the implementation of the nation's first pay-for-performance funding system that creates and sustains a demand-driven supply of credentialed workers who meet the needs of business. Prior to joining the Virginia Community College System, Herndon was with the State Council of Higher Education for Virginia, where he worked as a policy adviser on student learning assessment, university research, and college transfer. Herndon was selected as an associate of the National Center for Public Policy and Higher Education just after earning a doctorate in educational policy from Virginia Tech, where he studied the economic value of higher education.

### **Susan Jacobs**

Susan Jacobs is vice president of human resources and administration for Newport News Shipbuilding, a division of Huntington Ingalls Industries, located in Newport News, Va. She was appointed to this position in 2016 and is responsible for human resources administration, employment, labor relations and recruitment. She also has responsibility for the company's security and environmental health and safety organizations. Jacobs has worked in the human resources industry since 1986 in various positions of increasing responsibility including senior director of human resources at L-3 Vertex Aerospace LLC. Prior to her current position and since 2007, she served as director of human resources and administration for Ingalls Shipbuilding in Pascagoula, MS. She earned a bachelor's degree in political science in 1984 and an MBA in marketing emphasis from the University of Southern Mississippi. Jacobs is also a graduate of Leadership Mississippi and the Gulf Coast Business Council Master's Program. She currently holds the Senior Professional in Human Resources and Senior Certified Professional certifications from the Society for Human Resource Management.

### **Matthew James**

Matthew James oversees the Peninsula Council for Workforce Development, a regional economic development organization focused on work force development. He provides leadership for its non-federal and federal divisions including business and industry development, employer cluster activities, educational initiatives, Workforce Investment Board management and oversight for the Peninsula Worklink One Stop Career Centers. James previously served as the executive vice president and vice president of work

force development for the Peninsula Alliance for Economic Development. He has also been the director of economic development for Portsmouth and served in several staff positions for Chesapeake's economic development department. He has also worked in brand management for Kraft Foods and with the First National Bank of Chicago. James has an MBA from the Kellogg School of Management at Northwestern University and a bachelor's in economics from Hampton University. He also serves in the Virginia House of Delegates representing the 80th District, which includes parts of Portsmouth, Norfolk and Chesapeake.

## **Virginia's Innovation Economy**

### **Monique Adams**

As Executive Director, Monique worked with the Board to launch 757 Angels. Since launching in 2015, 757 Angels has grown to one of the larger angel groups in the country with over 100 members/investors and injected over \$15 Million of capital into startup and early stage companies. Through 757 Angels' regional platform, Monique has leadership roles in building and strengthening the entrepreneurial ecosystem. Monique has an extensive financial services background with senior finance positions at both the Bank of America in Norfolk and JP Morgan Chase in New York City and Los Angeles. Corporate clients in Hampton Roads included Dollar Tree, Colonial Williamsburg Foundation, Standard Forms, The Finance Company and the Navy Exchange Command. Monique's educational background includes an undergraduate Business degree from the University of Southern California.

### **Shannon Blevins**

Shannon Blevins serves as the Associate Vice Chancellor for Economic Development and Engagement for The University of Virginia's College at Wise, where she leads the College's economic outreach efforts. In doing so, she works to create opportunities for government, non-profit organizations, businesses, and higher education to work together to further the progress of the region. As part of her role, Shannon also supports UVA-Wise's offsite location - the Southwest Virginia Higher Education Center in Abingdon (SWHEC). Most recently, Shannon, along with fellow Appalachian Prosperity Project leaders, facilitated regional efforts to develop the Blueprint for Entrepreneurial Growth and Economic Prosperity in Southwest Virginia as well as the Blueprint for Attracting and Sustaining Advanced Manufacturing in Southwest Virginia. She holds a master's degree in Business Management and Organizational Development from Averett University, a B.A. in Business and Public Administration from The University of Virginia's College at Wise, and a Certificate in Leadership Development through Darden Executive Education. She has also completed the Management Leadership Program through Harvard's Graduate School of Education.

### **Ted Chandler**

Ted is the Co-Founder and Managing Director of NRV based in Richmond, VA and offers more than 30 years of C-suite leadership, strategic experience and board service to the Virginia entrepreneurial and innovation ecosystem. As a community leader, Ted currently serves on the Board of Directors of the Capital Region Collaborative, VCU Massey Cancer Center, Richmond Performing Arts Center, Virginia Foundation for Independent Colleges, and the Richmond Region Management Roundtable. Previously, Ted served as Chairman and CEO of LandAmerica Financial Group, Inc. (Fortune 500) and as Lead Director of Hilb, Rogal and Hobbs Co. (NYSE). He began his career as an attorney at Williams Mullen where he specialized in business, mergers and acquisitions, and securities law. He graduated with a Bachelors in Accounting from the University of Virginia and holds a J.D. from the University of Richmond T.C. Williams School of Law.

### **Tom Weithman**

Tom is Managing Director of CIT GAP Funds, a family of seed and early-stage venture funds focused on making equity investments in the Commonwealth of Virginia's most promising tech, life science and clean tech companies. Weithman manages all day-to-day fund operations, investment strategy, and portfolio management activity for CIT GAP Funds. Building on the success of CIT GAP Funds, Weithman helped found the MACH37 Cyber Accelerator in 2013. The nation's first accelerator focused purely on cyber security start-ups, MACH37 offers development services to 12-14 globally-sourced information security companies

each year. MACH37 accelerates the path to market for these companies through a structured program of company formation, seed investment and strategic mentorship and guidance. In addition to advisory roles with a number of portfolio companies, Weithman is a Director of the Mid Atlantic Venture Association (MAVA) and the Northern Virginia Chamber of Commerce and a member of the Fairfax County Economic Planning Commission. Weithman holds a Bachelor's degree from the University of Notre Dame, an MBA from Michigan State University and a Master's degree in Public Administration from Harvard's John F. Kennedy School of Government.

## **Charting Virginia's Economic Future**

### **Ryan Dunn**

Ryan serves as the executive vice president of corporate and government affairs for the Virginia Chamber of Commerce. He also serves as the executive director of both the Chamber's Political Action Committee and the Chamber's voter education and motivation program, Virginia Wins. Ryan has worked in both official and political capacities for former United States Senator and Governor of Virginia, George F. Allen. He has also worked at the National Republican Senatorial Committee and the Northern Virginia Technology Council since graduating from the University of Virginia. Ryan is a graduate of the University of Virginia and of the Sorensen Institute for Political Leaders at the University of Virginia.

### **Paul Logan**

Paul serves as vice president of communications for the Virginia Chamber of Commerce. Before joining the Virginia Chamber in March of 2015, Paul served as a communications adviser to House Speaker Bill Howell. Paul has served as communications director for multiple statewide campaigns and as a press aide in the administration of Governor Bob McDonnell. Paul graduated from Tulane University with a degree in English and economics and a minor in political science. He has completed the UVA Sorensen Institute Emerging Leaders Program and serves on the Virginia21 Young Professionals Advisory Council.

### **Chris Saxman**

Chris is the Executive Director of Virginia FREE a non-partisan, non-profit established in 1988 that informs the business community in order to advance free enterprise and responsible, pro-business government. Before joining Virginia FREE, Chris served in the Virginia House of Delegates from 2002 to 2010. Chris has served as the General Manager of his family's bottled water business based in Staunton, Virginia from 1995 until 2010. As part of his commitment to the industry, Saxman became the Chairman of the Board of Directors for the International Bottled Water Association in 2007. He graduated from Washington and Lee University with a B.A. in European History in 1987.

## **FOIA and COIA Primer**

### **Don Ferguson**

Don is an Assistant Attorney General for the Commonwealth of Virginia. He received a BA with honors from Old Dominion University, his law degree from the University of San Francisco, a Master of Business Administration from the College of William & Mary, and Master of Laws in Taxation from Marshall Wythe School of Law at William & Mary. He joined the Office of Attorney General in 1991 in the Financial Law Section, where he has served since.

### **Alan Gernhardt**

Alan is a senior staff attorney for the Virginia Freedom of Information Advisory Council. He has been with the Council since 2004. He earned a B.S. degree from Indiana University and a J.D. from the University of Richmond, T.C. Williams School of Law.

### **Rebekah Stefanski**

Rebekah is the attorney for the Virginia Conflict of Interest and Ethics Advisory Council. Her duties include advising the Council on legal issues, drafting formal opinions for Council review, and providing informal guidance to filers from across Virginia. She graduated from the University of Richmond School of Law and completed her undergraduate studies at Stephen F. Austin State University in Nacogdoches, Texas

## **Other Distinguished Speakers**

### **Delegate Kirk Cox**

Kirk Cox serves Virginia's 66th House District. As Majority Leader, Kirk serves on the House Appropriations Committee, the Chairman of the Appropriations Committee's Higher Education Subcommittee, and a Budget Conferee. He sits on two additional Appropriations Subcommittees- the Agriculture, Commerce, Technology, and Natural Resources Subcommittee; and the Elementary and Secondary Education Appropriations Subcommittee. He serves with other senior lawmakers on the Rules Committee, where he serves as Vice Chairman, and on the Joint Rules Committee. He is also a member of the Joint Legislative Audit and Review Commission. Kirk has worked tirelessly to make Virginia the best place to live, work, and raise a family through his leadership efforts on a wide variety of issues important to his constituents. A graduate of Colonial Heights High School, Kirk holds a B.S. in both Political Science and General Social Science from James Madison University. He is a retired government teacher with 30 years in-classroom experience.

### **Senator Janet Howell**

Janet Howell has been a Virginia State Senator since 1992, serving Virginia's 32nd Senate District. A community leader prior to running for office, Janet was a PTA president, community association president, and Chair of the State Board of Social Services. Senator Howell is one of Virginia's most influential senators. She was the first woman to serve on the powerful Senate Finance Committee. She also serves on the Courts of Justice, Education and Health, Privileges and Elections and Rules committees, and is a Senate budget conferee. Senator Howell is credited with major legal reforms. She headed the overhaul of Virginia's family violence laws. She led efforts to protect children from sexual predators. Virginia has genetic information privacy legislation due to her efforts. She spearheaded the mental health law reform in the Senate following the Virginia Tech tragedy. Education, children, and families have always been top priorities.

### **Governor Terence R. McAuliffe**

Terry McAuliffe is the 72nd Governor of Virginia. Since being sworn-into office, Governor McAuliffe has aggressively focused on building a new Virginia economy. Whether traveling to Bedford or Beijing, Governor McAuliffe has made it clear that his number one priority is economic development and he is working hard to create and maintain jobs throughout the Commonwealth. In July 2014, Governor McAuliffe signed Executive Order 23 Establishing the New Virginia Economy Workforce Initiative. With a goal of an additional 50,000 credentials, aligning the workforce supply with demand and giving experience credit to our veterans, Governor McAuliffe wants to redesign our current workforce system to work with the needs of our communities and businesses. Governor McAuliffe previously served as Chairman of the Democratic National Committee from 2001 to 2005, was co-chairman of President Bill Clinton's 1996 re-election campaign, and was chairman of Hillary Clinton's 2008 presidential campaign. He and his wife Dorothy were married in 1988 and have five children. The Governor attended Catholic University and Georgetown Law School.

# Exhibitors

## **Chmura Economics & Analytics**

Chmura's unique approach to economic analysis is part science, skill, and experience, and part art, innovation, and creativity. Helping our clients convert data into actionable intelligence is the key to our success. In all of our project engagements, we aim to produce the kind of information that supports confident decisions and enables the realization of bold goals. Our mission is to set best practices for our industry, develop processes to meet business demands, and continuously improve our products and services in order to provide our customers with the most dynamic results possible. A desire to remain at the forefront of innovation has helped us grow our business for almost two decades. For more information, visit [www.chmuraecon.com](http://www.chmuraecon.com).

## **Ernst & Young LLP**

EY is a globally integrated organization with over 240,000 people world-wide focused on our shared vision of helping to build a better working world for both the public and private sectors. Within the global Firm, our Government and Public Sector ("GPS") practice is focused on working with all the key GPS stakeholders with leading capabilities in infrastructure, education, economic analysis, economic development, public finance management, and risk mitigation. Serving more than 17,000 GPS clients world-wide, our broad and deep experience means we understand the dynamics of the sector and the underlying issues that are most critical. In addition, our integrated structure allows us to combine the best of ideas generated from both the public and private sectors to help our clients develop the best solutions for them and their specific issues. For more information, visit [www.ey.com](http://www.ey.com).

## **Mangum Economics**

Mangum Economics encompasses more than two decades of experience in the economic analysis of public policy at the state and national levels. The firm has expertise in assessing the economic consequences of proposed regulations and government policies, economic impact assessment, workforce issues and economic development. When a locality wants to raise taxes, how much revenue should it expect to bring in based on future population growth? How do colleges and universities impact an area's economy? What training programs does a region require to meet its future workforce needs? Questions regarding economic impacts are essential to identifying the current and future implications of proposed government and private initiatives. Mangum Economics can provide the answers. For more information, visit [www.mangumeconomics.com](http://www.mangumeconomics.com).

## **North Highland**

North Highland is a global management consulting firm known for helping clients solve their most complex challenges related to customer experience, performance improvement, technology and digital, and transformation. We add value and support our clients across the full spectrum of consulting, from strategy through delivery. We bring the big ideas, then we make them real. The firm serves government and commercial organizations across the United States and around the world. Today, North Highland has 1,300+ consultants located in 23 offices across the U.S., including our Richmond office. For 13 years, we have served the Commonwealth of Virginia on over 100 projects. For more information, visit [www.northhighland.com](http://www.northhighland.com).

## **SIR**

SIR is working with Virginia's transportation agencies to help build awareness of the important role transit plays in addressing Virginia's economic and connectivity issues. Many surveys show that a key factor in companies deciding whether to locate or grow in Virginia is the quality of the transportation system. Today, that system must be transit friendly to appeal to millennials who comprise a portion of the higher paying jobs we are trying to bring to Virginia. In fact, the recent decision by Nestle to relocate to Arlington was impacted favorably by the presence of a variety of transit options. For more information about SIR, visit [www.sirhq.com](http://www.sirhq.com).

## **Virginia Tech Office of Economic Development**

The Office of Economic Development (OED) provides important leadership for Virginia Tech and the Commonwealth of Virginia in areas of economic development related to technology, talent, entrepreneurship, and developing the capacity of communities and the university to support all of these activities. OED continues to provide skills maps for regions around Virginia, helping industry, education, and government to better meet each other's needs and open more opportunities for individuals. These projects for Virginia regions have received national recognition as an innovative approach to the confusion created by rapid technological and economic changes. Participation with the College of Engineering in the National Science Foundation supported DC I-Corps continues OED's role in strengthening connections between Virginia Tech's main campus and strategically important regions of Virginia. For more information, visit [www.econdev.vt.edu](http://www.econdev.vt.edu).

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