

**Representatives to External
Boards, Commissions, Councils and Committees**

Attachment 1

Representative Report

Organization: LRBA Executive Board

Meeting Date/Time: January 13, 2017

Meeting Location: 2015 Memorial Ave. — old office of Lynchburg Chamber

Agenda/Discussion Topics of Interest to Amherst County:

— CVTC Resolution of support was added to the agenda and passed.

Representations Made: provided update of information from Sen Newman and our Legislative Liaison.

Instructions, Goals, Objectives received from Supervisors or Administrator:

Guidance needed from Board of Supervisors:

Upcoming Matters:

Report By:

Dean Rodgers

Date:

13 Jan 17

CENTRAL VIRGINIA TRAINING CENTER RESOLUTION

TO BE PASSED BY THE LYNCHBURG REGIONAL BUSINESS ALLIANCE EXECUTIVE BOARD

WHEREAS, in January 2012, Governor McDonnell announced the closure of four of Virginia's training centers over a ten year period and the continuation of the downsizing of a fifth center, pursuant to the August 2012 U.S. Department of Justice settlement and related matters; and

WHEREAS, the Central Virginia Training Center (CVTC), "the Center", is scheduled to close by 2020, if not before; and

WHEREAS, the residents of the Center are among the most vulnerable and needy of specialized care in our Commonwealth, whose family members are highly dependent on the services provided by the Center; and

WHEREAS, it is as yet undetermined whether any portion of the Center will remain open to support those residents and their families, but it is certain that large portions and many buildings of the Center have never been used and will not ever be needed; and

WHEREAS, the Commonwealth still holds debt in excess of \$20 million on the property that must be repaid and manages a trust fund for the residents that needs additional supplementation, and whereas, that delay in the gainful disposal of the Center's unneeded assets represents a great waste of Commonwealth resources; and

WHEREAS, if the Commonwealth is to maximize the financial potential of these unneeded assets to its own benefit and the benefit of the Center's residents and families, it is only prudent to invest in the studies and demolition work needed and move swiftly through the administrative processes needed to make the assets appealing to investors at their highest and best use; and

WHEREAS, the Central Virginia Training Center has been one of the largest employers in Region 2000 with a total economic impact for the Lynchburg MSA of 1,639 full-time equivalent jobs, \$53.6 million in labor income, and \$87.1 million in overall economic activity, and generating State and local tax revenue of \$3 million; and

WHEREAS, preparing the unused assets of the Center for redevelopment to fill the economic void its closure is creating does not preclude retaining part or all of the Center's current operations; and

WHEREAS, an economic and environmental analysis are both needed and advisable given the significant economic disruption the Center closing will have on the Region

2000 community and given the community's vested interest in its future use; and

WHEREAS, the Lynchburg Regional Business Alliance continues to insist that the Commonwealth inform itself regarding the environmental issues that are present on the facility, take responsibility to resolve those issues, remove derelict structures with no present or future value, and undertake those planning and marketing efforts necessary to maximize proceeds from the Commonwealth's disposal of the unneeded assets at the facility; and

WHEREAS, our local delegation of state Senators and Delegates have worked to protect the patients of the Center and continue to advocate on their behalf; and they are aware that the Commonwealth includes carrying costs of maintaining the facility to inflate the cost of care per patient to justify closure; and

WHEREAS, our local delegation of state Senators and Delegates want to work to find solutions to bring the highest quality care for those patients while also finding ways to lower the cost per patient by working to declare unneeded assets that negatively impact the Center; and

WHEREAS, our local delegation and local government officials also urge the Virginia Department of Behavioral Health & Development Services to declare excess property of the Center to the Virginia Department of General Services in order to begin the property disposition process.

NOW, THEREFORE, BE IT RESOLVED, the Lynchburg Regional Business Alliance asserts it is the responsibility of the Commonwealth, with regard to the Central Virginia Training Center to:

1. Fund the necessary environmental investigative, assessment and rehabilitation studies to gainfully market the unused property of the Center to prospective developers for use at the property's highest and best potential through an amendment to the Virginia 2017 budget;
2. Direct its agencies through budget language in the Virginia 2017 budget to partner with local economic development agencies to move swiftly through the administrative processes to sell or find alternative uses for the excess property of the Center;
3. Fund the demolition and removal of structures and hazards that have no present or future value;
4. and to Fund planning and marketing efforts to maximize the return of value for the unneeded assets of the Center.

BE IT FURTHER RESOLVED,

That the Lynchburg Regional Business Alliance is committed to finding solutions to grow economic opportunities around the Center that will also help enhance the community for patients, families and the health care provider employees.

AND BE IT FURTHER RESOLVED,

That the Lynchburg Regional Business Alliance will work to support the legislative and state budget initiatives introduced by our local state delegation to keep the necessary portions of the Center open for as long as feasibly possible while working alongside the relevant Commonwealth agencies to implement the economic opportunities and growth that will positively benefit our shared communities.

Chairman of LRBA Executive Board

Date



**LYNCHBURG REGIONAL
BUSINESS ALLIANCE**
— Chamber and Economic Development —

Lynchburg Regional Business Alliance Executive Board Meeting

2015 Memorial Avenue, Lynchburg, Virginia 24501

January 13, 2016 ~ 11 a.m.

Vision: Creating a region where businesses and individuals thrive.

Mission: To lead regional economic development through:

- a. generating jobs and investment
- b. promoting our brand and image globally
- c. cultivating talent
- d. enhancing the business climate

A G E N D A

- | | |
|---|-----------------------------|
| 1. Welcome Board of Directors | Jim Richards, Chairman |
| 2. Consensus Agenda (Vote on items A-C with one motion) | Richards |
| a. December Minutes | Richards |
| b. Financial Report | Ryan McEntire |
| - 2016 Year End | |
| - 2017 Budget and YTD | |
| c. Membership Report | Richards |
| 3. Chairman's Report | Richards |
| 4. CEO's Report <i>< Add: CVTC Resolution</i> | Lucas |
| 5. Discussion Items | |
| a. 2017 Plan of Work | Lucas and Christine Kennedy |
| b. Agenda items for Feb. Board of Directors meeting | Richards |
| 6. Upcoming Events | Jackson |
| a. AM Alliance (new event) – Feb. 3 | |
| b. Business at Breakfast – Feb. 8 | |
| c. Annual meeting – Feb. 15 | |
| 7. Adjourn | |



Lynchburg Regional Business Alliance Executive Board of Directors Meeting

Friday, December 9, 2016 - 10:00 A.M.
828 Main Street, 12th Floor, Lynchburg, VA 24504

Minutes

Members Present

Fred Armstrong, Des Black, Cathie Brown, Gary Christie, Ed Craighill, Mike Davidson, Lauren Dianich, Darryl Huften, Larry Jackson, Nat Marshall, Jim Richards, Dean Rodgers, Denise Woernle

Members Absent

Scott Brabrand, Alton Brown, John Capps, John Doyle, Bill Guzek, Todd Hall, George Kayes, David Malewitz, Pat McNamara, Jim Mercadante, Stefanie Prokity, Frank Rogers, Doug Schuch, Randy Smith, Luke Towles

Staff Present

Megan Lucas, Denise Rowland

Call to Order and Welcome

Larry Jackson called the meeting to order at 10:02 a.m.

Consent Agenda Items:

Previous meeting minutes: Jackson requested the group review provided November minutes and to recommend any additions and/or changes. No additions or changes were suggested.

Financial report: Fred Armstrong reviewed the provided financial statements. He noted staff has evaluated compensating projects and made adjustments for next year. Jackson noted that 72% of the Alliance budget was funded by the private sector.

Report on Membership: Jackson asked the board to review the membership report.

Bank Signature Resolution: Jackson presented the following resolution regarding signatures on checking accounts: BE IT HEREBY RESOLVED that Christine Kennedy, COO, James R. Richards, Chairman or Ryan McEntire, Treasurer are authorized to sign checks drawn on First National Bank checking & business interest checking accounts, Wells Fargo Money Market account and Bank of the James map project escrow account on behalf of the Lynchburg Regional Business Alliance and Central Virginia Industries Council.

Motion: Jim Richards moved to approve the consent agenda. Mike Davidson seconded the motion. The motion passed.

Chairman's Report: Jackson reported that the Alliance has accomplished a lot this year and is currently working on a communications plan, economic development capital campaign, CEDS execution, BREC and

GO Virginia discussions. Jackson noted that the Alliance officers met with Lucas and completed the annual CEO review.

Discussion Items:

Overview of Studies: Lucas provided an overview of four studies. Target Industry Analysis, CEDS, Connectivity Study and Regional Labor Shed analysis.

Economic Development Campaign Update: Lucas reported on the economic development capital campaign. The campaign is currently in the quiet phase and Russ Leach is meeting with cabinet council candidates and creating a database of investors. The prospectus has been created and Russ is working on the economic impact analysis.

Program of Work: Lucas reported that the 2017 program of work will focus on supporting business and infrastructure, economic development initiatives and looking at internal operations.

Communication Plan: Lucas reported that Parker Productions has been hired to create an awareness strategy. Staff has received a draft document of ideas and concepts.

Upcoming Events: Jackson and Lucas reminded board members of upcoming events.

Items from Members: There were no items from members.

Adjourn: Jackson adjourned the meeting at 10:55 a.m.

**Lynchburg Regional Business Alliance
Income Statement
For the Twelve Months Ending December 31, 2016**

REVENUE		EXPENSES	
Membership Dues	392,911.89	Administrative	666,232.87
New Member Dues & Orig. Fees	25,420.77	Building and Grounds	54,520.98
Economic Development - Private	298,220.00	General Operating	119,828.79
Economic Development - Public	268,634.00	Economic Development	169,109.72
Additional Funds Needed	51,250.00	Programs	154,299.22
Tech Council	45,244.22	Bad Debts	20,606.95
Misc. Income	34,805.72		
Publication Revenue	100.00	Total	1,184,598.53
Interest Income	2,912.37		
		Compensating Projects	122,766.57
Total	1,119,498.97	Expenses (subtotal)	1,307,365.10
Compensating Projects	268,774.82	Net Income (subtotal)	80,908.69
Total Revenue	1,388,273.79	Economic Dev. Campaign	95,449.94
		Contribution Expenses (Memorial Ave to CVF)	171,439.82
Compensating projects net \$146,008.25		Total Expenses	1,574,254.86
		Net Income	(185,981.07)
		Budget Year to Date	0.00

**Lynchburg Regional Business Alliance
Balance Sheet
December 31, 2016**

ASSETS		LIABILITIES AND CAPITAL	
Current Assets		Current Liabilities	
Cash	696,761.97	Accounts Payable	10,599.94
Cash - ED Capital Campaign	154,550.06	Deferred Income	467,679.28
Cash - ED Public Contributions	0.00	Other Current Liabilities	12,527.64
Accounts Receivable Dues	173,216.00	Total Current Liabilities	490,806.86
Accounts Receivable ED Private	15,750.00	Total Liabilities	490,806.86
Accounts Receivable ED Public	0.00		
Other Current Assets	127,687.07	Capital	
Total Current Assets	1,167,965.10	Fund Balance Undesignated	872,181.55
Property and Equipment	9,042.24	Net Income	(185,981.07)
Total Property and Equipment	9,042.24	Total Capital	686,200.48
Total Assets	1,177,007.34	Total Liabilities & Capital	1,177,007.34
12/31/16 ED Public Contributions Cash	268,634.00		
12/31/16 ED Expenses	644,426.72		
Net	(375,792.72)		

Lynchburg Regional Business Alliance
Budget vs. Actual
For the Twelve Months Ending December 31, 2016

		Actual	Budget	Variance	Annual
		Year to Date	Year to Date		Budget
	INCOME				
	PRIMARY INCOME				
1	New Member Dues	24,920.77	31,500.00	(6,579.23)	31,500.00
2	Current Member Dues	392,911.89	383,300.00	9,611.89	383,300.00
3	Compensating Projects - net	146,008.25	141,375.00	4,633.25	141,375.00
4	ED Local, City, Town and County Governments	268,634.00	331,276.00	(62,642.00)	331,276.00
5	ED Private Contributions - 2012 Campaign	298,220.00	300,549.56	(2,329.56)	300,549.56
6	Additional Funds Needed to Balance	51,250.00	122,329.40	(71,079.40)	122,329.40
7	TOTAL PRIMARY INCOME	1,181,944.91	1,310,329.96	(128,385.05)	1,310,329.96
	OTHER INCOME				
8	Origination Fees	500.00	1,000.00	(500.00)	1,000.00
9	Miscellaneous	7,405.72	470.00	6,935.72	470.00
10	Interest	2,912.37	2,200.00	712.37	2,200.00
11	Member Value Promotions	1,950.00	4,200.00	(2,250.00)	4,200.00
12	Website Advertising	3,050.00	11,200.00	(8,150.00)	11,200.00
13	ChamberSolutions	0.00	6,000.00	(6,000.00)	6,000.00
14	CVI Council Reimbursement	17,500.00	17,500.00	0.00	17,500.00
15	Administrative Support Reimbursement	5,000.00	11,000.00	(6,000.00)	11,000.00
16	Funding from Future Focus & Tech Council	23,025.22	20,000.00	3,025.22	20,000.00
17	Tech Council Revenue	22,219.00	39,000.00	(16,781.00)	39,000.00
18	TOTAL OTHER INCOME	83,562.31	112,570.00	(29,007.69)	112,570.00
19	TOTAL INCOME	1,265,507.22	1,422,899.96	(157,392.74)	1,422,899.96
	EXPENSES				
	ADMINISTRATIVE				
20	Salaries	515,431.35	609,599.00	(94,167.65)	609,599.00
21	Temporary Services	4,388.35	2,300.00	2,088.35	2,300.00
22	Sales Commissions	1,150.00	6,550.00	(5,400.00)	6,550.00
23	Retirement	49,542.05	63,110.00	(13,567.95)	63,110.00
24	Group Insurance	53,280.02	72,588.00	(19,307.98)	72,588.00
25	FICA	38,099.44	46,073.00	(7,973.56)	46,073.00
26	Unemployment Tax	2,930.26	1,422.00	1,508.26	1,422.00
27	Workman's Comp Insurance	1,411.40	1,835.00	(423.60)	1,835.00
28	TOTAL ADMINISTRATIVE	666,232.87	803,477.00	(137,244.13)	803,477.00
	OCCUPANCY				
29	Utilities	6,900.41	7,400.00	(499.59)	7,400.00
30	Custodial	3,280.00	3,230.00	50.00	3,230.00
31	Real Estate Tax	3,110.22	4,146.96	(1,036.74)	4,146.96
32	Building Insurance	1,054.00	2,900.00	(1,846.00)	2,900.00
33	Depreciation - Building	1,215.00	2,430.00	(1,215.00)	2,430.00
34	Building Repairs & Maintenance	10,422.62	9,785.00	637.62	9,785.00
35	Rent (Border Street)	0.00	0.00	0.00	0.00
36	Furniture & Equipment	0.00	2,000.00	(2,000.00)	2,000.00
37	Rent and Parking (Main Street)	28,538.73	44,470.00	(15,931.27)	44,470.00
38	TOTAL OCCUPANCY	54,520.98	76,361.96	(21,840.98)	76,361.96

Lynchburg Regional Business Alliance
Budget vs. Actual
For the Twelve Months Ending December 31, 2016

		Actual	Budget	Variance	Annual
		Year to Date	Year to Date		Budget
	GENERAL				
39	Office Supplies	14,166.47	18,950.00	(4,783.53)	18,950.00
40	Postage	3,881.10	4,570.00	(688.90)	4,570.00
41	Printing	5,703.99	10,240.00	(4,536.01)	10,240.00
42	Telephone	7,109.41	11,076.00	(3,966.59)	11,076.00
43	Memberships & Subscriptions	7,284.92	9,900.00	(2,615.08)	9,900.00
44	Audit	9,750.00	10,650.00	(900.00)	10,650.00
45	Depreciation - Equipment	5,247.44	15,500.00	(10,252.56)	15,500.00
46	Taxes & Licenses	806.36	780.00	26.36	780.00
47	Meetings, Meals & Lodging	8,118.25	8,000.00	118.25	8,000.00
48	Travel	5,686.10	6,930.00	(1,243.90)	6,930.00
49	D & O Liability Insurance	3,768.20	3,000.00	768.20	3,000.00
50	Small Equipment Purchases	768.89	840.00	(71.11)	840.00
51	Membership Development	1,716.25	1,545.00	171.25	1,545.00
52	Promotional Items	0.00	3,150.00	(3,150.00)	3,150.00
53	Premium Investor Program	0.00	300.00	(300.00)	300.00
54	Partners in Education	3,000.00	3,000.00	0.00	3,000.00
55	Staff Training	2,382.48	8,200.00	(5,817.52)	8,200.00
56	Equipment Repairs & Maintenance	13,910.00	12,200.00	1,710.00	12,200.00
57	Auto insurance	407.00	395.00	12.00	395.00
58	Equipment Lease & Rental	2,108.82	1,385.00	723.82	1,385.00
59	Bad Debts	20,606.95	9,350.00	11,256.95	9,350.00
60	Public Policy	399.48	240.00	159.48	240.00
61	Strategic Planning	1,019.99	2,500.00	(1,480.01)	2,500.00
62	Website	519.54	2,500.00	(1,980.46)	2,500.00
63	Marketing	16,339.56	13,700.00	2,639.56	13,700.00
64	Software	5,734.54	6,500.00	(765.46)	6,500.00
65	TOTAL GENERAL	140,435.74	165,401.00	(24,965.26)	165,401.00
	ECONOMIC DEVELOPMENT				
66	Marketing	121,863.22	134,600.00	(12,736.78)	134,600.00
67	Regional Collaboration Projects	3,527.01	8,000.00	(4,472.99)	8,000.00
68	Annual Report Meeting for Investors	0.00	3,000.00	(3,000.00)	3,000.00
69	Investor Relations Events	12,116.82	10,000.00	2,116.82	10,000.00
70	Meetings, Meals & Lodging	16,043.47	34,045.00	(18,001.53)	34,045.00
71	Travel	8,963.82	15,815.00	(6,851.18)	15,815.00
72	Dues & Subscriptions	1,653.72	0.00	1,653.72	0.00
73	Software	1,071.66	5,000.00	(3,928.34)	5,000.00
74	Website	3,870.00	1,200.00	2,670.00	1,200.00
75	TOTAL ECONOMIC DEVELOPMENT	169,109.72	211,660.00	(42,550.28)	211,660.00
	OTHER				
76	CAER	120,000.00	120,000.00	0.00	120,000.00
77	Young Professionals of Central Virginia	6,290.14	7,000.00	(709.86)	7,000.00
78	Technology Council	22,219.00	39,000.00	(16,781.00)	39,000.00
79	TransDominion Express	5,790.08	0.00	5,790.08	0.00
80	TOTAL OTHER	154,299.22	166,000.00	(11,700.78)	166,000.00

Lynchburg Regional Business Alliance

Budget vs. Actual

For the Twelve Months Ending December 31, 2016

		Actual	Budget	Variance	Annual
		Year to Date	Year to Date		Budget
81	EXPENSES (subtotal)	1,184,598.53	1,422,899.96	(238,301.43)	1,422,899.96
82	NET INCOME (subtotal)	80,908.69	0.00	80,908.69	0.00
83	Campaign Strategy	95,449.94	55,000.00	40,449.94	55,000.00
	\$250,000 in cash reserves available to fund				(55,000.00)
	Contribution Expenses (gift of Memorial Ave to CVF)				
84	Contributed Real Estate	100,339.82	0.00	100,339.82	
85	Contributions	71,100.00	0.00	71,100.00	
86	Total Relocation Expenses	171,439.82	0.00	171,439.82	
87	TOTAL EXPENSES	1,451,488.29	1,477,899.96	(26,411.67)	
88	NET INCOME	(185,981.07)	(55,000.00)	(130,981.07)	

Central Virginia Industries Council, LLC
Income Statement
For the Twelve Months Ending December 31, 2016

Revenues		Expenses	
Membership Dues	18,074.33	Office Supplies	50.00
New Member Dues	0.00	Accounting & Legal	
Origination Fees	0.00	Commission	
Wage & Benefits Survey	0.00	Taxes & Licenses	50.00
Lunch & Learn Event	0.00	Donations	2,000.00
Sponsorships	0.00	Meetings, Meals & Lodging	
		Wage & Benefits Survey	3,750.00
Total Revenue	18,074.33	Staff Support	17,500.00
		Bad Debts	1,105.83
		Printing	98.98
		Postage	13.11
		Total Expenses	24,567.92
		Net Income	(6,493.59)

Central Virginia Industries Council, LLC
Balance Sheet
December 31, 2016

ASSETS		LIABILITIES AND CAPITAL	
Current Assets		Current Liabilities	
Cash - First National Bank	27,440.58	Deferred Income - Dues	1,020.33
Accounts Receivable	0.00	Accounts Payable	0.00
Total Assets	27,440.58	Total Liabilities	1,020.33
		Capital	
		Fund Balance	32,913.84
		Net Income	(6,493.59)
		Total Capital	26,420.25
		Total Liabilities & Capital	27,440.58

Central Virginia Foundation for Economic Education & Improvement
Income Statement
For the Twelve Months Ending December 31, 2016

Revenues		Expenses	
Capital Campaign	19,783.28	Other	
In Kind Contribution	71,100.00	General Office	79.23
Young Entrepreneurs Academy	17,649.87	Misc. Licensing & Tax	25.00
Miscellaneous	900.00	Young Entrepreneurs Academy	17,649.87
Contribution of Real Estate	<u>300,000.00</u>	Directors & Officers Insurance	250.00
		Bedford Rail Stop Study	<u>500.00</u>
			18,504.10
Total Revenue	409,433.15		
		Building	
		Real Estate Taxes	3,854.49
		Utilities	4,429.47
		Building - misc.	1,056.79
		Building Insurance	9,434.50
		Building Repairs & Maintenance	2,095.00
		A&E Services	0.00
		Capital Campaign	303.33
		Bank Fees	<u>0.00</u>
			21,173.58
		Total Expenses	39,677.68
		Net Income	<u><u>369,755.47</u></u>

Central Virginia Foundation for Economic Education & Improvement
Balance Sheet
December 31, 2016

ASSETS		LIABILITIES AND CAPITAL	
Current Assets		Current Liabilities	
Cash - checking	15,336.13	Deferred Income	5,494.50
Cash - building	58,233.25	Accounts Payable	15,996.54
Accounts Receivable	0.00	Due to Affiliate	<u>0.00</u>
Pledges Receivable	306,667.08		
Allowance for Uncollectible Pledges	(10,386.82)		
Prepaid Expenses	<u>0.00</u>		
		Total Liabilities	21,491.04
Total Current Assets	369,849.64	Capital	
Property and Equipment	<u>1,130,464.59</u>	Fund Balance	1,105,775.72
		Restricted -Air Service	3,292.00
Total Property and Equipment	<u>1,130,464.59</u>	Net Income	<u>369,755.47</u>
Total Assets	<u><u>1,500,314.23</u></u>	Total Capital	<u>1,478,823.19</u>
		Total Liabilities & Capital	<u><u>1,500,314.23</u></u>

***Fund Balance**

W. Alton Jones Grant 7,039.73

MEMBERSHIP CAPSULE REPORT

December 31, 2016

1/1/2016 -12/31/16

As of January 1, 2016:

Number of Members	621
Additional locations/subsidiaries	<u>186</u>
TOTAL	807

	<u>Current Month</u>	<u>Year-to- Date</u>	<u>Total New Members</u>	<u>GOAL 100</u>
New Members	1	60	69	
Additional locations/subsidiaries	0	9		
Re-instatement	2	7		
Additional locations/subsidiaries	0	1		<u>Variance</u>
Cancelled Members	(4)	(101)		(31)
Additional locations/subsidiaries	(0)	(5)		
Requested, may rejoin	(2)	(31)		
Closed, moved out of area, sold	(0)	(11)		
Delinquent, non-payment	(0)	(53)		
Budget Constraints	(1)	(2)		
Other	(1)	(9)		

December 31, 2016

Primary locations	587
Additional locations/subsidiaries	<u>191</u>
TOTAL	778

YTD net gain(loss) - # of members (29)

YTD net gain (loss) - membership dollars \$(23,729)

Monthly Financial Changes:

New Members	\$ 400.00
(1 @ \$400 Business Builder)	
Reinstatement	7,286.00
Renewals	<u>46,314.00</u>
Balance	<u>\$ 54,000.00</u>
Cancellations	\$ (2,444.00)
Decreased Investment	<u>(0.00)</u>
Balance	<u>\$ (2,444.00)</u>
Total Change	<u>\$ 51,556.00</u>

Membership Revenue:

	<u>December</u>	<u>YTD</u>
Budget	\$ 167.00	\$31,500.00
Actual	<u>\$ 33.00</u>	<u>\$24,920.77</u>
Total Variance	<u>\$(134.00)</u>	<u>\$(6,579.23)</u>

MEMBERSHIP CAPSULE REPORT

December 31, 2016

New Members (1):

First Dominion Home Health Care

New Additional Locations/Subsidiaries (0):

New Associate Members (0):

Re-instates (2):

BWX Technologies

Royal County Arts

Re-instated Additional Locations/Subsidiaries (0):

Cancelled Members (4):

Comfort Inn & Suites - Lynchburg

Dropped - Requested

CS Custom Structures, Inc.

Dropped - Requested

Gary's Garden Center

Dropped - Business Sold

Jimmy John's

Dropped - Budget Constraints

Cancelled Additional Locations/Subsidiaries (0):

Renewals (68):

Academy Center of the Arts

Atlantic Bay Mortgage Group

Bank of the James

Banker Steel Company, L.L.C.

Blue Ridge Ear, Nose, Throat & Plastic Surgery

Boxley

Boxley - Asphalt

Boxley - Block

Boys & Girls Club of Greater Lynchburg

Brownstone Properties, Inc.

The Capital Management Corporation

Carriage Hill Retirement Center

CASA of Central Virginia, Inc.

Central Virginia FCU

Charley's

Children's Dentistry & Orthodontics of

Lynchburg

Chiropractic Care Center

Coley, Eubank & Company, PC

Commercial Glass & Plastics, Inc.

Connie Kesler & Associates Insurance Group,
Inc.

Davidson & Garrard, Inc.

Dawson Ford Garbee & Co. Realtors

Define Success Coaching & Facilitation

Delegate Scott Garrett

Delta Star, Inc.

Diversified Brokers, Inc.

Dodson Pest Control

Domino's Pizza

Don Irby's Transmissions, Inc.

Doug's Lawn & Cleaning Service, Inc.

Fleet Laboratories

Flippin, Bruce and Porter, Inc.

Gary W. Case & Co., Inc.

Gentry Commercial Real Estate Inc.

Graves Mill Storage, Inc.

Greater Lynchburg Transit Company (GLTC)

Hickey Electric, Heating & Air

HumanKind

International Paper

La Carreta Mexican Restaurant

Lenhart Pettit

London Downs Golf Club

Lynchburg Comprehensive Treatment Center

MaxPlayFit, LLC

MontVue Capital Management

New Covenant Schools

Perry Pools and Spas, Inc.

Piedmont Eye Center, Inc.

R. Edward Fielding, Inc.

Randolph College

Red Hill - Patrick Henry National Memorial

Region 2000 Local Government Council

MEMBERSHIP CAPSULE REPORT

December 31, 2016

Riley Dental Associates of Central Virginia, Inc.
Seiontec Systems, LLC
Stand Up, Inc.
Sweet Briar College
Team Nurse
Terry VW Subaru
Tomlin & Associates, LLC
Valley View Retirement Community

Virginia Amateur Sports
Virginia Bank & Trust
Virginia Episcopal School
Vision Marketing, Inc.
Waterjet Cutting Services, Inc.
Wiley|Wilson
The Williams Home, Inc.
XLR8-Lynchburg Regional Governor's STEM
Academy

Decreased Investment (0):

Aged Receivables (0):

BOLD = CONFIRMED

2017 ALLIANCE EVENTS PLANNING CALENDAR

1/10/2017

Date	Time	Event
1/13	11 a.m.	Executive Board
1/19	8:30 a.m. - 5 p.m.	LL43 Session
1/19	6:30 - 8 7 p.m. Game	Alliance Night at LU Basketball--VIP event
1/26	7:30 - 9 a.m.	Economic Vibe Breakfast
1/28	8AM - 5PM	VEX Robotics
2/3	7:30 - 9 a.m.	A.M. Alliance
2/8	7:30-9 a.m.	Business at Breakfast Networking
2/8	5 - 6:30	Richmond Legislative Reception
2/9	8:30 a.m. - 5 p.m.	LL43 Session
2/10	11 a.m.	Executive Board
2/15	7:30 - 9:30 a.m.	Annual Meeting
2/23	11:30 a.m.-1 p.m.	Women's Luncheon Series
2/23	3 p.m.	Full Board Meeting
2/24	8:30 a.m. - 5 p.m.	LL43 Mid-Course Retreat
3/3	7:30 - 9 a.m.	A.M. Alliance

BOLD = CONFIRMED

2017 ALLIANCE EVENTS PLANNING CALENDAR

1/10/2017

Date	Time	Event
4/?	5:30 - 7 p.m.	Business After Hours & Lybg. Life Presentation
3/10	11 a.m.%	Executive Board
3/14	7:30 - 9 a.m.	Pancakes & Politics Wrap-up Breakfast
3/16	11:30 a.m. - 5 p.m.	LL43 Teams present Community Solutions
3/26	8AM - 5PM	Jr. First LEGO League
4/6	7:30 a.m. - 1 p.m.	Small Business Summit & Awards Luncheon
4/7	7:30 - 9 a.m.	A.M. Alliance
4/13	7:30 - 9 a.m.	Economic Vibe Breakfast
4/14	11 a.m.	Executive Board
4/20	11:30 a.m. - 5 p.m.	LL43 Teams present Community Solutions
4/26	11:30 a.m. - 1 p.m.	LAWIT Lunch
4/? Or 5/?	5:30 - 7 p.m.	First National Bank Business After Hours
5/3	7:30 - 9 a.m.	A.M. Alliance
5/9 --18		Rhine River Cruise
5/10	7:30 - 9 a.m.	Business at Breakfast

BOLD = CONFIRMED

2017 ALLIANCE EVENTS PLANNING CALENDAR

1/10/2017

Date	Time	Event
5/11	11:30 a.m. - 5 p.m.	LL43 Regular Session
5/12	11 a.m.	Executive Board
5/16	3 - 4 p.m.	Connection Workshop
5/25	3 p.m.	Full Board Meeting
5/18	5:30 - 8:30 p.m.	LL43 Graduation Dinner
5/24	7:30 - 9 a.m.	Salute to Manufacturing Breakfast
5/24	7:30 - 9 a.m.	LL43 Class Feedback Session
6/2	7:30 - 9 a.m.	A.M. Alliance
6/9	11 a.m.	Executive Board
6/15	5:30 p.m.	VACCE Annual Meeting Reception
6/22	11:30 a.m. - 1 p.m.	Women's Luncheon Series
7/7	7:30 - 9 a.m.	A.M. Alliance
7/14	11 a.m.	Executive Board
8/4	7:30 - 9 a.m.	A.M. Alliance
8/1 --10		Scotland Trip
8/9	7:30-9 a.m.	Business at Breakfast Program

BOLD = CONFIRMED

2017 ALLIANCE EVENTS PLANNING CALENDAR

1/10/2017

Date	Time	Event
8/10	11:30 a.m. - 1 p.m.	LAWIT Lunch
8/11	11 a.m.	Executive Board
8/24	3 p.m.	Full Board Meeting
8/24	7:30 - 9 a.m.	Economic Vibe Breakfast
8/30		Connection Set up
8/31		Connection Expo
9/1	7:30 - 9 a.m.	A.M. Alliance
9/8	11 a.m.	Executive Board
9/21 -30		Slovenia Trip
9/21	11:30 a.m.- 1 p.m.	Women's Luncheon Series
10/4		Train Trip to DC
10/6	7:30 - 9 a.m.	A.M. Alliance
10/12	5:30PM - 8PM	TechEDGE Awards Dinner/ Silent Auction
10/13	11 a.m.	Executive Board
10/17	5-8 p.m.	Jefferson's Assembly

BOLD = CONFIRMED

2017 ALLIANCE EVENTS PLANNING CALENDAR

1/10/2017

Date	Time	Event
10/20	11:30 - 1 p.m.	WOW Luncheon
11/2	5:30-7:30 p.m.	Sips & Sweets
11/3	7:30 - 9 a.m.	A.M. Alliance
11/8	7:30-9 a.m.	Business at Breakfast Networking
11/10	11 a.m.	Executive Board
11/11	8AM - 5PM	First LEGO League Tournament
11/30	3 p.m.	Full Board Meeting
12/1	7:30 - 9 a.m.	A.M. Alliance
12/5	7:30 - 9 a.m.	Pancakes & Politics Outlook Breakfast
12/7	11:30 a.m.- 1 p.m.	14th Women's Networking Blitz
12/8	11 a.m. - 2 p.m.	Holiday Open House
12/14	7:30AM - 9AM	2017 Economic Summit- State of the Commonwealth
TBD		Workforce Summit to educate & provide tools for members
TBD		Transportation Summit

Date	Time	Event
TBD		Communications Academy Difficult Conversations (2-part) Networking Public Speaking Media
TBD	6:30 p.m. ??	Alliance Night at Hillcats Game
TBD	5:30 p.m.	Alliance Night at LU Baseball
TBD	7 p.m.	Alliance Night at LU Football
TBD	1 p.m.	Briefcase Open
TBD	5:30PM - 7PM	Investor's Quarterly Receptions
TBD	7:30 - 9 a.m.	New Member Coffee with the CEO (quarterly)
TBD	7:30 - 9 a.m.	Sam's Small Business Appreciation Breakfast
TBD		Business, Bourbon & BBQ House Warming Bash



Board of Directors

Class of 2019

Alton Brown, News & Advance
John Capps, CVCC
Michael Elliott, Centra
Mike Shadler, Pacific Life
Jim Mercadante, Cintas
Todd Hall, First National Bank
Ann McVeigh, Davenport
Ryan White, BB&T
Fred Armstrong, Wiley|Wilson
Pat McNamara, MaxPlayFit
Scott Brabrand, Lynchburg City Schools
Cathie Brown, Impact Makers

Class of 2018

Larry Jackson, Appalachian Power
Darryl Huften, Apple Ford
Denise Woernle, AREVA
Randy Smith, Liberty University
Jim Richards, Petty, Livingston, Dawson and Richards PC
John Stone, Stifel Nicolaus
Stefanie Prokity, Successful Innovations
Rex Geveden, BWXT

Class of 2017

Lauren Dianich, Atelier 11 Architecture
Dr. Doug Schuch, Bedford County Schools
Ryan McEntire, Brown Edwards
Dr. James Mundy, LynCAG
Tray Petty, Moore & Giles
John Doyle, Pettyjohn, Wood & White
Dr. Brad Bateman, Randolph College
Anthony Andrews, Twenty 23

2017 Board of Directors Officers

Chairman, Jim Richards
Chair-Elect, Stefanie Prokity
Vice-Chairman, Todd Hall
Treasurer, Ryan McEntire

Class of 2017 Cont.

Luke Towles, Wells Fargo
George Kayes, WSET

Ex-Officio Directors

Town of Appomattox, Vacant
Amherst County, Dean Rodgers
Appomattox County, Susan Adams
Bedford County, Carl Boggess
Campbell County, Frank Rogers
Town of Altavista, Waverly Coggsdale
Town of Amherst, Jack Hobbs
City of Lynchburg, Bonnie Svrcek
Local Government Council, Gary Christie
Small Business Committee Chair, Luke Towles
Future Focus Foundation Chair, Phil Hamlett
Legislative Affairs Chair, Karen Simonton
Investor Relations Chair, Ed Craighill
Ambassador Team Chair, Ryan Kindt
Technology Council Chair, Des Black
Technology Council Vice Chair, Vacant
Central VA Industries Council Chair, Vacant
LRTAG Chair, Ed Craighill
Leadership Council Chair, Susan Chapman
CAER Chair, Bill Guzek
Regional Economic Development Team Chair, Mike Davidson
Young Prof. of Central VA Chair, Dave Malewitz
Workforce Investment Board Chair, Nat Marshall



2017 Executive Board of Directors

Elected Directors for 2017

Denise Woernle, AREVA

Lauren Dianich, Atelier 11 Architecture

Alton Brown, News & Advance

Michael Elliott, Centra

George Kayes, WSET

Randy Smith, Liberty University

Ex-Officio Directors

Chairman, Jim Richards

Chair-Elect, Stefanie Prokity

Vice-Chairman, Todd Hall

Treasurer, Ryan McEntire

Immediate Past Chair, Larry Jackson

Small Business Chair, Luke Towles

Legislative Affairs Chair, Karen Simonton

Investor Relations Chair, Ed Craighill

Local Government Council, Gary Christie

Regional Economic Development Team Chair, Mike Davidson

YPCV Chair, Dave Malewitz

Local Government Representative (1) Bonnie Svrcek

Local Government Representative (2) Dean Rodgers

Technology Council Chair, Des Black



MEETING SCHEDULE 2017

Board of Directors

February 23, 2017

May 25, 2017

August 24, 2017

November 30, 2017

All meetings are at 3 p.m. at the LRBA Future Headquarters, 400 Court St., Lynchburg

Executive Board of Directors

Second Friday of each month at 11 a.m. at the current LRBA office, 2015 Memorial Avenue

Finance Committee

Second Friday of each month at 9 a.m. at the current LRBA office, 2015 Memorial Avenue