



**GENEDGE ALLIANCE  
Board of Trustees Meeting  
Friday, September 15, 2017**

**Charlottesville, VA**

**Members Present**

Mr. Jonathan Alger  
Mr. Hans de Koning  
Dr. John Dever  
Dr. John A. Downey  
Mr. Marc Foglia  
Ms. Tamea Franco  
Mr. Doug Frost  
Mr. Rick Gagliano  
Mr. Aviv Goldsmith  
Mr. Roy C. Irvine  
Mr. Jeff Jaycox  
Mr. David Lohr  
Mr. Kevin Mumpower  
Dr. Wayne P. Stilwell

**Members Absent**

Dr. Makola Abdullah (Rep)  
Mr. Ed Albrigo (Rep)  
Dr. Kevin Creehan  
Dr. Tiffany McKillip Franks (Rep)  
Ms. Marilyn Hanover  
The Hon. Todd Haymore (Rep)  
The Hon. Karen Jackson  
Dr. Bruce Scism  
Mr. Meiky Tollman

**Representative Present**

Dr. Jaime Camelio

**Representative Absent**

**Others Present:** Mr. Paul Bolesta, Mr. Josh Canada (Axis Global Solutions), Mr. José Colucci (NIST), Mr. Bill Donohue, Ms. Cindy Glisson, Mr. Charles Harris (representing Dr. Franks), Mr. Hugh Little, Ms. Aimee McCarthy, Mr. Pete Miles, Dr. Dan Roberts (representing Dr. Abdullah), Ms. Valerie Simpson, Mr. James Smith, Mr. Bob Stolle (representing Mr. Albrigo), Mr. Larry Wilder (representing Secretary Haymore) and Mr. Dean Young.

~Call to Order~

Mr. Foglia, called the meeting to order at 11:05 a.m. He welcomed everyone and thanked them for attending.

~Approval of Minutes~

Mr. Foglia asked the board members to review the minutes from the June 17, 2017 meeting. Mr. Foglia next asked for any additions, corrections, changes, or discussion to the minutes. A motion was made by Mr. Goldsmith and the minutes were seconded and approved.

~Introduction of New Board Members~

Mr. Foglia informed the board that there was a new board member present. Mr. Donohue gave a brief history of Mr. Jaycox's history with GENEDGE and then presented him to the board. Next Mr. Mr. Jeff Jaycox, President/Owner of Tabet Manufacturing Co. gave a brief overview of Tabet Manufacturing and how he became the owner of the company.

~Election of Officers~

Mr. Lohr stated that the Nominating Committee unanimously nominates the following slate of officers:

Board Chair – Ms. Tamea L. Franco, President & CEO, Global Metal Finishing  
Board Vice Chair – Mr. Marc Foglia, President & Co-Founder, NVIS  
Secretary – Mr. Bill Donohue, President / Executive Director, GENEDGE  
Treasurer – Mr. Hugh Little, CFO / Business Manager, GENEDGE  
Chair, Human Resources & Compensation Committee – Dr. Wayne Stilwell, CEO, Stilwell Technology & Robotics Company.

Mr. Lohr concluded by stating that the board members nominated have confirmed to the Nominating Committee their willingness and availability to serve in their respective roles if their nomination is approved by the full board.

Mr. Lohr made the motion. It was seconded by Mr. Mumpower and the officers for 2018 were approved unanimously.

~Financial Update – FY17 YTD~

Mr. Little reviewed the operating metrics for FY17 YTD (year end June 30, 2017). Mr. Little then reviewed the bookings by program and noted that fiscal year 2017 had closed strong with 230 proposals resulting in 185 signed contracts.

Mr. Little reviewed the revenue, expenditures and change in net position (cash basis) for twelve months ending June 2017 stating that the revenue collections were \$5,919,635 and total expenditures were \$5,390,717.

Next Mr. Little reviewed the Operating Metrics YTD FY18 (one month). Gross bookings were \$68,946. Gross billings totaled \$106,064. Net billings were \$103,064. Backlog was \$1,260,404 and net cash position was \$2,538,840.

Mr. Little next reviewed the Billings by Program FY18 (one month) and the Proposal Pipeline.

Mr. Little concluded by reviewing the results of Operations – Cash Basis July 2017.



~Annual Report, Website Status & Manufacturing Day~

Ms. McCarthy began by reviewing the Website launch time line. She forecast a launch date of November 1. Next Mr. Young discussed the first two tiers of the new website view and content. He stated that a link to the website demonstration is located on the cloud in the Marketing Presentation.

Ms. McCarthy next reviewed the Brand Awareness Survey stating that the objectives were to measure brand awareness in different regions and to conduct primary market research to know the decision makers concerns. She then shared a representative sample from each region and the survey questions with the board members. Next she informed the board that decision makers were forthcoming in mentioning what specifically they are losing sleep over and feel constrained about. They also shared how they measure performance by using multiple metrics and how they use multiple techniques to improve it.

Next Ms. McCarthy shared a draft copy of the 2017 Annual Report with the board members. She discussed the highlights of 2017. Ms. Franco asked for a motion for pre-approval for the Annual Report Advisory team to act on behalf of the board members for comments in the report. The motion was made by Dr. Downey. It was properly seconded and approved.

Manufacturing Month is in Oct. We have a part-time person helping with Business Development and Marketing and he is heading up MFG Day. We have events scheduled in Norfolk, Charlottesville, Prince William and other areas around the state. They will be spread out over the month of October and ending in early November.

Ms. Franco is heading up a proclamation initiative to have Governor McDonnell declare October 6 as Manufacturing Day in Virginia.

~Client Presentation – Axis Global Solutions~

Mr. Paul Bolesta introduced Mr. Joshua Canada, VP / Partner of Axis Global Solutions Company. Axis Global was a participant in the GENEDGE DMEP Shark Tank event and was one of the DMEP III funding recipients. The funds they received were used to build a mobile solar powered security trailer that has a surveillance camera, telecommunications and lighting. Mr. Canada brought the trailer to the board meeting and demonstrated the unit.

~Strategic Plan DRAFT~

Mr. Donohue introduced Mr. James Smith to the board. Mr. Smith then informed the board of the Strategy development status. Mr. Smith shared with the board the Stakeholder Map that was developed at the GENEDGE Staff Meeting in August.

Next Mr. Smith discussed the significant strategic changes to the GENEDGE Vision statement stating that the staff developed five bold steps to use to support the new statement.

In conclusion, Mr. Smith also informed the board of the Game Plans created by the GENEDGE staff that will be used to achieve and execute the final Strategic Plan.

~Board Self-Assessment~

Ms. Franco informed the board members of the Board Self- Assessment taking place in October 2017, stating that Board Source is the company hired to administer the assessment.

Mr. Donohue concluded by stating that the completed assessment will be reviewed at the December board meeting.

~Operations Topics~

Ms. Glisson began by reviewing the Business Management System, Impact and Cyber Security offering.

Mr. Miles reviewed the revised EDGE program, bookings, backlog and staffing.

Next, Mr. Donohue and Dr. Camelio discussed partnering with CCAM. Dr. Camelio stated that CCAM is bringing in talent in machine engineering and are expanding their offerings to small and midsized companies by offering training.

A motion was made to proceed with partnering with CCAM. It was seconded by Mr. Frost and carried.

~2017 Board Meeting Dates~

Mr. Foglia stated that the remaining meeting date for this calendar year is December 1.

Ms. Simpson informed the board members of the proposed 2018 meeting dates which are:

- March 16
- June 15
- September 21
- December 7

Ms. Simpson concluded by asking the board to email her with any questions or concerns they may have regarding the proposed dates. Alternate locations will be considered.

~Adjournment~

Ms. Franco asked for new business. There being none, the meeting was adjourned.