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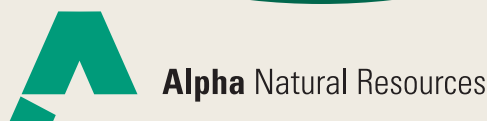
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Virginia Capitol Rotunda, Richmond Virginia
photograph by Wanda Judd

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Five words can take you a long way: *“To make the best better.”*

By BONNIE ATWOOD

Those words took Cynthia D. Kinser all the way from Pennington Gap (population: 1,781) to the other side of the world and the country of India. They took her from a cattle farm to the Virginia Supreme Court. They took her from her local 4-H Club to a decided slot in the history books as the first female chief justice of Virginia’s Supreme Court.



Kinser’s journey from a cattle farm to the state’s highest court is as interesting as the role she ultimately achieved when she became chief justice in 2011. She didn’t come from a family of lawyers. Her mother taught home ec, and her father was a library administrator, and they lived on the family farm. Pennington Gap is hardly a hotspot of the world. It is a speck on the farthest corner of the Virginia map. It is located in what they call “the far southwest” in Lee County. With a good pair of hiking boots on, you could walk to the Kentucky border.

Nevertheless, Kinser knew as early as the seventh grade that law would be her calling. There was the influence of television, of course, and she was one of many Perry Mason fans of that era. But more so, it was the excitement of those lessons in school—a government class in particular.

“I just liked it,” said Kinser with the smile of someone remembering a cherished time and place. “I already knew.”

Those early years of formal education were laying the groundwork for a career, but there were other visions building as well, not the least of which was 4-H.

4-H is a worldwide youth development organization that grew out of the U.S. Department of Agriculture and the land-grant universities, such as Virginia Tech. The original concept focused on rural youth programs as a way to introduce new agriculture technology. The official motto is “To make the best better.”

When Kinser heard that motto as a child, she said it “struck a chord.” It provided her with the motivation that she needed to do things, to do them well, and to keep on a lifelong pursuit of growth and excellence.

She describes one experience in particular, which brought back the sweet memories of youthful accomplishment. In 4-H, participants present their work, often in the form of prized cows, lambs, quilts and pies, at county and state fairs. They are encouraged to develop “how-to” demonstrations. Kinser, an eighth-grader, took a state prize for her class about “Edible Flowers for the Table.” Think of beautiful, edible garnishes, such as carrot curls, radish roses, and sprigs of fresh mint. As she tells this, she holds her hands out, as if to offer a scrumptious platter of food and art at the same time. She smiles and says that her mother’s home ec background was inspiring. Those carrot curls were not just fun, they were confidence building.

So much so, that she applied to be a foreign exchange student in

college. This was a girl who had never traveled outside the southern United States. Kinser imagined faraway places like Europe or maybe even Australia. But the acceptance assigned her to an even more exotic place: India. This was 1973. India was not nearly as known to Americans as it is today. She went with several other students, and did experience culture shock “at first.”

“It was very different. A very different culture,” she said. She stayed with four different families and was expected to “do what ever they do.” These families were not the poor people of India; they were people who had the means to participate in this program. It gave her a new view of the world, and she said she will always be glad she rose to that challenge.

Kinser attended college first at University of Georgia, then transferred to University of Tennessee, where she graduated in 1974. Then it was off to the University of Virginia School of Law. She said she remembers that first day. The class was assembled and was told that “you are the cream of the crop,” and that their lives would change as of that day.

In law school, Kinser worked hard, and continued to “make the best better.” She said she felt a little disadvantaged because her undergraduate school, the University of Tennessee, had already exposed her to the Socratic method, the stressful question-and-answer method that terrifies most law students to this day. By that time, she was already married, to Henry Allen Kinser, Jr., so she was a student who could settle down to work. One of her classmates was George Allen, who would one day be elected as Governor of Virginia.

With law school behind her and admission to the Virginia State Bar, she began her distinguished law career. Kinser served as a law clerk to U.S. Judge Glen M. Williams, Western District of Virginia. She later was elected as Commonwealth’s Attorney for Lee County. Then she served as a U.S. Magistrate Judge, Western District of Virginia.

This solid background was what prompted her old schoolmate, who was now The Honorable Governor George Allen, in 1997,

to call her and ask her to fill a vacancy on the Virginia Supreme Court. She had all weekend to think about it. It was a tough decision in many ways. The court meets in Richmond, so many travel days are required. Even if she were appointed to fill this vacancy, there would be no guarantee that the General Assembly would approve her for the next term.

She said she was very uncertain. She described sitting at the dinner table and discussing it with her family. Her son was a senior in high school. He said, “You know, sometimes opportunities come just once in a lifetime.”

That was all she needed. She sent her notice of acceptance the very next day.

Kinser served as an appointed justice and was, indeed, elected to another term. When Chief Justice Leroy Rountree Hassell, Sr.,



CHIEF JUSTICE KINSER

Continued on next page



Executive Mansion Butler Martin “Tutti” Townes Receives “Unsung Hero” Award

Honor part of VCU's Excellence in Virginia Government awards program

Martin “Tutti” Townes is shown in front of the Executive Mansion, where he serves as Head Butler, on Thursday, October 23, 2014. Townes received the 2014 “Unsung Hero” award during the 10th Annual Excellence in Virginia Government awards ceremony to honor his 30 years of service to nine different Virginia governors and their families.

Richmond, VA—Martin “Tutti” Townes, the Head Butler at the Executive Mansion, was recently presented the 2014 “Unsung Hero” award during the 10th Annual Excellence in Virginia Government awards ceremony.

Sponsored by Virginia Commonwealth University’s L. Douglas Wilder School of Government and Public Affairs, Excellence in Virginia Government is an annual awards program that recognizes individuals or teams for their contributions to government and the well being of the Commonwealth’s communities and citizens. Townes, a Department of General Services employee, was among seven Virginians who were honored during an awards luncheon at the Richmond Marriott.

Townes was recognized for his 30 years of service tending to the needs of nine governors and their families. Townes said his job is to make life easier on the first family, whether it’s preparing the Mansion for events big and small, helping the family pack for trips, or making sure it feels like home from the moment they first walk in following the governor’s inauguration.

“If you can’t make their life easier and happier, then you aren’t doing your job,” Townes said. “I’m no hero at all. I just do my job and I try to stay out of the limelight. The governor’s the one who’s supposed to be out front, not me. I’m happy to stay in the shadows.”

Whether it’s hosting an event or making sure a leak or a washing machine gets fixed, Townes is ready for anything that can happen in the 200-year-old working residence. Townes speaks fondly of the present and former residents of the Mansion, especially the children he’s had a hand in raising over the past three decades. He still calls many of them on their birthdays.

Continued from previous page

reached the expiration of his term, her colleagues on the court selected her to become the new chief in 2011. She became the first woman chief justice on February 1, 2011.

Early this past summer, after 16 years on Virginia’s high court, Chief Justice Kinser announced that she will retire this year. She has now set her last day as Dec. 31, 2014.

It has been many years since she prepared those award-winning carrot curls, but she will now have time to pursue such interests again. She said she looks forward to family time, travel time, and studying the fine art of growing superior grass. She is very excited about getting back to her (please forgive us) roots.

And she will maintain her passion for law. She wants to serve the

The Mansion plays a special role in Townes’ family, as well. His mother was a cook at the historic estate, his step-father served as a butler, his brother was a butler and cook, and Townes even met his wife, a former housekeeper, there during the administration of L. Douglas Wilder. When Virginia welcomed Queen Elizabeth II in 2007, Townes prepared the Executive Mansion just as his stepfather had done for her visit 50 years earlier.

Townes is the first and last person most visitors encounter at the Executive Mansion. While the position has given him the opportunity to meet plenty of political and Hollywood stars—from Presidents Barack Obama and George H.W. Bush, to former South African President Nelson Mandela, civil rights leader Coretta Scott King and his favorite childhood actor, James Garner—he said they are treated no differently than any other citizen who walks through the Mansion’s double doors.

“Everybody’s a dignitary when they come here,” Townes said.

The Executive Mansion is the oldest continuously occupied gubernatorial residence in the nation. It has been home to 55 governors since 1813. The Mansion is maintained and operated by the Department of General Services.

“I’m pleased VCU chose to shine a light on Tutti for his many years of dedicated service,” said Joe Damico, Deputy Director of the Department of General Services. “Tutti exemplifies the spirit of all DGS employees who work behind the scenes every day to keep government running smoothly.”

practice of law in some way. She said she doesn’t know what form that may take. It could be mediation, or working with the Virginia Access to Justice Commission, or through some other contribution to the law. She is also passionate about the teaching of civics to people of all ages.

At the age of 62, Kinser is young enough, and apparently healthy enough, to do many things, and she has much to give. She has made the best better. And true to her 4-H motto, she will continue to do so.

Bonnie Atwood, a freelance writer with Tall Poppies Freelance Writing LLC, is the winner of 24 national and state writing awards, and represents legislative clients with David Bailey Associates. She can be reached at BonAtwood@verizon.net.

Energy and the Virginia Economy By MAURICE A. JONES

The energy industry is an important component of the new Virginia economy. Energy consumption, reliability, accessibility, and cost drive the Commonwealth's economic growth. Energy policy in the Commonwealth, therefore, must strive to grow the energy sector and enhance its role in the overall economy.

The 2014 Virginia Energy Plan (VEP) sets benchmarks and provides recommendations that can be achieved through administrative and legislative action at all levels. It will also foster collaborations between the public and private sector. To do this, the VEP focuses on four strategic areas: growth, infrastructure, alternative technology and workforce.



Strategic growth of the energy sector

Presently, energy generated in Virginia comes from four sources: 36 percent from nuclear; 30 percent from natural gas; 29 percent from coal; and the remainder from renewables. Increasing the amount of energy generated from non-traditional sources will diversify the Commonwealth's fuel mix. By growing the amount of energy generated from non-traditional sources, Virginia can lessen its dependence on imported sources and guard against volatility in source markets. This will contribute to a continued environment of competitive energy costs for businesses and lower energy bills for consumers.

Additionally, Virginia has the opportunity to create tens of thousands of jobs and generate hundreds of millions of dollars through growth of "clean energy jobs." It is estimated that aggressively pursuing energy efficiency policies in Virginia can increase employment by 38,000 jobs and contribute \$286 million to the state's Gross Domestic Product by 2030.

The implementation of technology and practices that promote energy savings can increase jobs in manufacturing, marketing, retail, installation, maintenance, environmental management, and renewable energy development.

In the long-term, the Commonwealth also has tremendous growth potential in offshore energy development which includes wind, gas and oil. Full development of Virginia's Wind Energy Area off the coast has tremendous growth potential to attract an entire industry that has minimal presence on the East Coast. Virginia is well positioned to be the East Coast hub for the offshore wind supply chain. The Commonwealth's world-class port, geographic advantages, and talented workforce can power this industry. These assets can also prove beneficial as Virginia pursues the exploration and development of offshore gas and oil reserves.

Expand Best-in-Class Energy Infrastructure

Access to low-cost power in every corner of the Commonwealth is a critical tool in promoting economic development, particularly in areas of high unemployment and a shrinking economic base.

Virginia must support the continued development of a transmission and distribution infrastructure that delivers the energy to the areas where it is needed most. Last winter was a stark reminder of how costs for consumers can sky rocket if energy cannot get to the businesses and residents that need it. The polar vortex in the winter of 2014 put a tremendous strain on Virginia's transmission infrastructure and nearly led to rolling brown outs.

Businesses need reliable energy access and Virginians must know that the power is available when accessed.

Advanced Vehicle Technology and Alternative Fuels

Creating a strategy to promote alternative fuel and advanced technology vehicles makes economic sense, diversifies the transportation fuel mix, utilizes domestic resources and has the potential to substantially reduce air emissions. The needed diversity promotes growth in emerging sectors of the economy and can create a welcoming business environment for entrepreneurs with innovative ideas and business models.

As a leader in public private partnerships (P3), Virginia must also look to previous P3 successes for best practices and apply that knowledge to the alternative vehicle fuels space. Combining resources can reduce costs for both the public and private sectors and send a signal that Virginia is finding creative solutions to reducing fuel-costs and greenhouse gas emissions.

Talent Development in the Energy Sector

The emerging energy sector must collaborate with higher education institutions, research laboratories and technical centers to build the talent pipeline for current and anticipated employment demands. With an aging workforce and the creation of new positions, a long-term, comprehensive plan to equip the workforce with in-demand skill sets will help retain and attract energy businesses here in the Commonwealth. With the increase in veterans and the transitioning employment landscape, significant opportunities for retraining the current workforce with energy sector skills will be a priority. Community colleges' credit and noncredit programs will help accelerate potential workers into an energy career.

There are also significant opportunities for current workers to transition to the energy industry from areas where employment is declining. Having the necessary assets to re-train parts of the current workforce will make our economy more dynamic and able to adapt to the ever-changing landscape.

Energy is one of the growth sectors for the Commonwealth. The Virginia Energy Plan aims to catalyze growth in this strategic sector and maximize the opportunities for businesses, families and individuals in this area. ▣

As of October 31, 2014, 201 economic development deals have been closed in Virginia with over \$4.76 billion in capital investment, the largest amount of capital investment brought to the Commonwealth in any Governor's first nine months in office.



Virginia Agriculture and Forestry— Building Domestic Capacity, Exporting to the World

By **TODD P. HAYMORE**
VIRGINIA SECRETARY OF AGRICULTURE & FORESTRY

During his first State of the Commonwealth address, Governor Terence McAuliffe boldly stated that one of the top economic development goals during his administration would be ensuring that Virginia is the East Coast Capital for agriculture and forestry exports. In the first year, we are well on our way to achieving that goal.

Agriculture and forestry are two of Virginia's largest industries generating more than \$70 billion annually and accounting for approximately 415,000 jobs across the Commonwealth.

Within the context of the larger economic development agenda, the Governor directed me to develop initiatives that gave Virginia's agricultural and forestry sectors more opportunities to grow and prosper.

Promoting export growth, with a particular focus on fast-growing global economies, became the top priority to reach this goal.

Why? Exports generate revenue, jobs, and opportunities from our farms to our ports, touching thousands along the way.

That's why we are doing whatever possible during the Governor's four-year term to see that agriculture and forestry in Virginia continues to grow, prosper, and provide good-paying jobs, high-quality products, revenue, and so much more to the Commonwealth, the nation, and countries around the world.

Everywhere we go to tell the Virginia story—including on the most recent trade mission to Japan, China, Hong Kong and South Korea—to meet with business leaders who want to invest in our great Commonwealth, or who want to buy our high-quality products, Virginia agriculture and forestry are among the first things the Governor highlights.

The importance of our agricultural and forestry exports continues to grow for our producers and agribusinesses—as well as our overall economy.

In 2013, Virginia once again set an all-time record by exporting over \$2.85 billion in agricultural and forestry products.

This figure is more than an eight percent increase over the previous record set in 2012 of \$2.61 billion and is a testament to the great products Virginia has to offer and to the hard work by our growers, agribusinesses, and exporters.

These numbers are all the more impressive when one considers that for every \$1.00 in agricultural and forestry exports from a state such as Virginia approximately \$1.27 is generated in-state from the port all along the business chain to our family farms.

This is just one of the reasons we've placed a strong focus on growing our exports—a key economic driver here at home.

It's also one of the reasons we've championed opening more international trade representative offices around the world under both Governor McAuliffe and former Governor McDonnell.

With the bi-partisan support of both governors and the General Assembly, we've opened nine new trade offices since 2010.

Virginia now has trade representatives in China, India, Russia, Canada, Mexico, Costa Rica, and the United Kingdom.

These offices join Virginia's long-time outpost in Hong Kong promoting our agricultural and forestry products and facilitating dialogue between Virginia exporters and foreign purchasers.



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When considering that approximately 90% of the world's customers live outside the U.S., we believe that Virginia, with its outstanding port facilities, can move even more product into the global marketplace.

By moving from building our infrastructure to utilizing our global trade network and examining targeted growth regions and commodities, we will be able to facilitate new export partnerships.

See *Virginia Agriculture and Forestry*, continued on page 8

Moving Virginia Forward: *Funding the Right Transportation Projects*

By AUBREY LAYNE, VIRGINIA TRANSPORTATION SECRETARY

The undisputed truth is there will never be enough money to meet all of Virginia's transportation needs, even with the passage of historic funding legislation in 2013. The economic downturn has reduced transportation funding by \$1 billion. Combined with the uncertainty of what the federal government will do to fund transportation infrastructure, Virginia has to be extremely prudent in the way it selects projects.

My charge as Virginia's transportation secretary is to make the best use of public dollars by delivering the right transportation projects. Governor Terry McAuliffe did not give me a list of specific projects to build during his term. Instead, he directed me to implement House Bill 2, legislation passed by the General Assembly this year that establishes a comprehensive scoring process driven by statewide transportation needs rather than political whims or executive direction.

House Bill 2 is a significant development in transportation because—for the first time—law requires a consistent and objective analysis to score projects according to critical transportation needs. This process will serve as a valuable tool for the Commonwealth Transportation Board (CTB) to select projects and be held accountable for their decisions. Project selection will be more transparent because the process will be open to the public. You will know how projects scored and the reasoning behind the CTB's project selections. There is no pre-judging of projects. Simply put, House Bill 2 is about funding the right projects that generate the greatest benefits to the economy and ultimately our quality of life.

Candidate projects for scoring include key multimodal travel corridors, regional networks, urban roads, transit, rail and ridesharing. Critical factors behind project scorings are congestion mitigation, economic development, accessibility, safety and environmental quality. The CTB will work with localities to set weights behind the factors. Projects that reduce congestion will score higher in traffic-clogged regions in Northern Virginia and Hampton Roads. For rural and other regions, scoring may be based on stimulating economic growth and improving safety.

The CTB is starting now to identify projects for scoring and place funding aside so that the board will be ready to officially implement the process come July 1, 2016. About \$416 million in future funding has been de-allocated from more than 60 projects in the existing Six-Year Improvement Program. These are not project cuts or delays. These projects have not started construction and funding was not allocated until the latter years of the six-year program. House Bill 2 directed the CTB to score these projects. Either environmental studies were not completed or the projects were not fully funded. Enough funding will remain on these projects to bring them to a logical

stopping point. Once these projects are scored, it is possible the CTB could select them for funding. The projects are posted on the CTB website, www.ctb.virginia.gov, for the public to discern why these projects are subject to House Bill 2.

Projects that are exempt from the scoring process include pavement and bridge rehabilitation projects, revenue sharing projects, projects funded through the Northern Virginia and Hampton Roads regional revenues, and certain federal funding categories.

The CTB has started to engage with communities across Virginia to make people aware of House Bill 2 and to gather input into the development of the process. I have held nine public hearings across the state and Deputy Secretary Nick Donohue has spoken to metropolitan planning organizations and other groups. This outreach is just the beginning of a much more aggressive effort to inform the public and get their input on the measures behind the scoring process, and suggested candidate projects that should be scored. A House Bill 2 website will be set up this winter to share information and public input. Regional workshops on draft recommendations will be held in the winter/spring of 2014-2015.

Other key milestones coming up:

- Draft measures for scoring will be presented to the CTB by end of this year.
- Localities and the public will provide input on measures from January to May of next year.
- The CTB is scheduled to approve the final scoring process next June.
- Candidate projects will be selected for scoring next summer and go through the scoring process.
- Once the projects are scored, the CTB will select projects to be funded in the six year program that incorporates public engagement.
- The process will be fully implemented by July 2016.

House Bill 2 will help to determine the most critical of transportation needs through a consistent and clear cut process. Once this process is up and running, citizens will have the opportunity to gain a better understanding of the benefits they will receive for their transportation dollars. Over time, the new project scoring process will result in better transportation funding decisions, which will ultimately protect the most precious of resources—our time and Virginia's ability to keep the economy moving. [V]



Virginia Agriculture and Forestry from page 7

Within the first ten months of the McAuliffe Administration, we visited Chicago, San Diego, New York, London, Japan, South Korea, Hong Kong and China, twice.

The Governor is "all in" to take Virginia agriculture and forestry exports to the next level.

Virginia's agricultural exports continue to be key catalysts in creating jobs, supporting existing ones, and generating revenue and other economic activity right here at home.

This continued growth is proof of how important our industry is to Virginia and why it is important to provide continued support of domestic development.

Bottom line: the first step is to support our local farmers and producers.

With the first-of-its-kind Governor's Agriculture and Forestry Industries Development (AFID) Fund, we are able to do just that.

In its second year, we have supported 15 different projects across the state, including 12 focused on agriculture and three related to forestry.

The AFID program has invested almost \$1,450,000 to support the creation of 1,247 jobs with over \$139 million in private investment in 13 different localities.

Clearly, our local producers and farmers are focused on doing everything they can to help make Virginia the East Coast Capital for agriculture and forestry exports.

Agricultural producers in all corners of the Commonwealth are experiencing increased connectivity, importance and role in markets around the world.

The future of Virginia agriculture and forestry is bright and we're thrilled to see what opportunities we can help provide for our producers. [V]



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ECONOMIC GROWTH in Grayson County

By LYDIA FREEMAN



Alma Bryan has manufactured strength equipment in Grayson County, Va. for seven years. Her voice is soft and kind, filled with love for the small county in which she has always lived.

“It’s just a small town,” she says. “It’s quiet. Oh yes, yes, that’s about it.”

She has places to fish, enjoys camping on the New River, and is near her brother and sister, both of whom are on disability. The county is her home, and until May, she had worked for Med-Fit Systems, the strength equipment manufacturer, who at the time provided a significant percentage of the county’s private sector employment.

“In May we were laid off,” said Bryan. “We were supposed to be called back, but then we got a letter that they had laid us off permanently.”

In a rural area like Grayson County, with a population under 16,000, finding employment can be challenging.

“I was just depressed and down because this is a small area—you don’t have that many jobs options,” explained Bryan. “I was drawing unemployment, but with unemployment you don’t make as much as you do working. I was really depressed, and I was thinking every day, you know, ‘What am I going to do?’”

Her anxiety did not last long. In July, she got a call explaining that she could return to work. The facility at Med-Fit had been bought by Core Health & Fitness, LLC, headquartered in Vancouver, WA.

While Bryan had been struggling with depression and worrying about her future, the Grayson County Administrator’s office was working tirelessly to restore these jobs. Although Core was initially interested in purchasing Med-Fit’s assets and Nautilus’ intellectual property, the company also has a robust and unsettling manufacturing presence in China.

Jonathan Sweet, County Administrator, explained that motivating Core to retain and grow manufacturing jobs in their county was a strategic endeavor.

“Our focus was to insure they keep manufacturing operations here and not relocate any of it to China,” said Sweet.

The county team marketed the community as a partner ready to join with Core. They showcased their experienced workforce and worked to find new ways to assist and support Core, as well as pooling incentives to make Grayson County even more appealing.

“We showed Core that this was not going to just be a business transaction, but the beginning of a fruitful business relationship,” Sweet explained.

The skilled workforce, the low cost of doing business and a can-do community attitude were the drivers in bringing these jobs to Grayson County.

“We’ve been manufacturing strength equipment here for over thirty

years, so the workforce has some of the best world-class manufactures and skilled tradesmen in this arena,” explained Sweet. “The existing workforce here was one of the main considerations. You can essentially transfer the tooling and manufacture the product anywhere, but here in Grayson County is where you will yield the highest quality product and manufacturing efficiency.”

This workforce includes people like Alma Bryan, who has been manufacturing strength equipment for seven years.

Sweet called the relationship between Grayson County and Core a “solid partnership” and “mutually beneficial” as Core needed a US manufacturing presence.

“Fortunately for us, the location made good sense to Core,” Sweet said. “This deal meant more than just retaining the jobs that we had, but it also meant that we were able to bring new jobs back from China to the US where they belong.”

When Med-Fit began to position the company for closure, the Grayson County administrator’s office plugged itself into Med-Fit’s marketing and divestment team. They helped vet potential suitors, provided assistance in sharing the local perspective of the business climate, and worked extensively to develop incentive proposals. This proactive work with Med-Fit provided a seamless lead-in for a relationship with Core.

“They not only took over and acquired manufacturing of the Nautilus brand of strength equipment, but they’re also adding 150 additional new jobs above what Med-Fit was doing here,” said Sweet. “They’re actually bringing product lines from China to manufacture here in our county.”

Delegate Israel O’Quinn spoke highly of the county, applauding them for a “refusal to quit.”

“When Nautilus began to fold, County officials could’ve easily just given up, but they refused to do so,” said O’Quinn. “Not only did they aggressively pursue other companies, they were instrumental in helping to land Core Health and Fitness in Grayson County. Likewise, their positive outlook certainly helped Independence Lumber to expand and Hansen Turbine to bring the bulk of their business to Grayson County as well.”

Core Health and Fitness was not the only industry to announce new jobs this year. Independence Lumber, a local lumber company, had its facility burn down in 2012. But even after that misfortune, the county was able to maintain a productive relationship with them.

“We responded to their specific needs with respect to the cost of doing business,” said Sweet. “We were able to listen to what they needed and develop a local performance grant that met their unique needs and allowed us to effectively compete for and win these investments from

NC. We were entrusted by the company to come up with a solution to their ongoing operating cost challenges, and we successfully exceeded their expectations.”

The company is retaining 57 current jobs and has announced 25 additional jobs for the area.

Falcon Turbine, a privately owned company specializing in turbine component coating, made the decision to both relocate and expand one of their facilities to Grayson County.

“Falcon Turbine was taking their manufactured product and shipping it to NC for finishing,” explained Sweet. “Having established a solid relationship and respect with Hansen by having completed another expansion project with the company back in 2010, it allowed us the foot in the door to compete for their subsidiary’s relocation and expansion project from North Carolina to Virginia.”

Sweet and his team, in concert with the Virginia Economic Development Partnership and Virginia’s A Corridor were able to put together a proposal to relocate the expansion of Falcon Turbine to Grayson County. This created a co-location opportunity with parent company Hansen Turbine for both their manufacturing and finishing operations, providing greater stability and reduced overhead for the company and more jobs for the county.

An employment opportunity in the public sector also materialized for Grayson County—The River North Correctional Facility.

“In the last twelve months we’ve had 655 qualified new jobs created and announced in Grayson County,” Sweet explained. “We have a diversified swath of jobs to include an array of public sector jobs with the state’s most modern correctional facility, advanced manufacturing in both the aerospace and strength equipment industries, as well as the agriculture industry—both manufacturing and agriculture having the number one and number two highest multiplier ratios. It’s more than facilitating the creation of new jobs, but it’s the quality of jobs that are being generated that has the potential to revitalize the local economy and transform the future of Grayson County.”

A breakdown of these numbers shows the following:

- 355 public sector jobs have been created
- 250 advanced manufacturing jobs
- 25 advanced manufacturing jobs in the aerospace industry



The Core Health and Fitness facility still sports the Nautilus emblem.

25 jobs in the agricultural industry

Together all of these projects are anticipated to infuse between \$20-30 million in new payroll to the local economy and effectively equates to 1 new job created for every 23 residents of Grayson County.

Because the manufacturing sector has the highest backward linkage or multiplier effect, at \$1.44 in output (agriculture has the second highest at \$1.11) the economic impact is expected to be of greater importance as Hansen Turbine, Core Health and Fitness, and Independence Lumber are in these sectors.

Tourism is also a growing industry in Grayson County.

“The county speaks for itself—it has a unique ecosystem with the highest peaks in Virginia,” said Elaine Holeyton, the Grayson County Planning and Community Development Director. “We have two state parks: New River and Grayson Highlands. We have the New River, which is a National Scenic River. In many ways the people who come here come because of the recreational assets.”

Just last March, Grayson County saw unemployment numbers as high as 10.1%. That number dropped to 8.6% in June, and the county anticipates that it will continue dropping for the next 18-36 months.

Senator Bill Carrico is hopeful when he thinks of Grayson County.

“As long as we can continue to develop relationships with our See *Economic Growth in Grayson County*, continued on page 19



Governor Terry McAuliffe cuts the ribbon at the Core Health and Fitness announcement.

Warner is seen as presidential, too

By STEPHEN J. FARNSWORTH and BENJAMIN HERMERDING

US Senator Mark Warner (D-Virginia) has long been one of the Old Dominion's most popular politicians, and even in a tough year for the Democratic Party nationally he enjoys what surveys say is a roughly ten percentage point lead going into the November election.

But that's not all. Many of the state's residents, it seems, also consider Virginia's senior senator as presidential material.

National polls show former Secretary of State Hillary Clinton comfortably ahead in early tests of the 2016 Democratic field, and she is the top choice in the Old Dominion as well. But should Clinton choose not to run or if she stumbles during the campaign, as she did in 2008, Mark Warner is the clear second choice of Virginians.

Clinton received the support of 33 percent of 1,000 adult Virginians in a University of Mary Washington survey earlier this month, while Warner had the support of 14 percent. (Another 15 percent said Warner would be their second choice.) Vice President Joe Biden ranked third, with 7 percent support in the 2016 field.

So without even discussing a possible 2016 presidential campaign, many Virginians say Warner should go for it. Clinton, the alternate choice of 12 percent of Virginians, is the favorite or top alternate of 45 percent of those surveyed. Warner ranked first or second with 29 percent of those surveyed.

Eight years ago, Warner raised millions of dollars and tested the presidential waters in the early nomination states of Iowa and



FARNSWORTH



HERMERDING

New Hampshire, but opted for a 2008 Senate race instead. Despite his previous presidential interest, a Warner 2016 campaign seems highly unlikely if Clinton runs. Last summer, the senator headlined a fundraiser for Ready for Hillary, an organization dedicated to raising money for Clinton's widely anticipated 2016 run.

The Virginian most likely to enter the 2016 Democratic nomination field, former US Senator Jim Webb, does not poll nearly as well within the state as Warner does. Webb tied for fourth with US Senator Elizabeth Warren (D-Mass.). Each had 5 percent support in the UMW survey.

Another 6 percent of Virginians named Webb their second choice for the Democratic presidential nomination. His total of 11 percent first and second place votes lags well behind Clinton and Warner, as well as Biden, who was named by 20 percent of Virginians as their first or second choice.

While Virginians often vote in a "middle of pack" primary, national Democrats would be wise to take seriously the strength of Warner's appeal. The Old Dominion is not just a "purple" state in its presidential election politics; it is also far more like America than are Iowa and New Hampshire, the first caucus and primary states. With its liberal Northern Virginia, its evangelical Southside, its agricultural heartland in the Shenandoah Valley and its industrial urban core in Hampton Roads, Democrats around the nation should take Virginia's nomination preferences very seriously.

Running mate debate, anyone?

Stephen J. Farnsworth is professor of political science and director of the Center for Leadership and Media Studies at the University of Mary Washington. Benjamin Hermerding is a research associate at the center. The UMW survey of 1,000 adult Virginians was conducted by Princeton Survey Research Associates International during October 1-6. Telephone interviews were conducted by landline (500) and cell phone (500), and the margin of error is plus or minus 3.5 percentage points for the entire sample.

Breaking Virginia Traditions

By TONI-MICHELLE TRAVIS

Virginia governors have been held in high esteem since the days of colonial governors Thomas Jefferson and Patrick Henry. While most governors do not have a long-term impact on Virginia politics, a few have achieved a place in history by breaking from tradition. Once tradition is broken it is likely new laws will be written to set clear boundaries for governing or certain powers will be restricted. Breaking tradition can shatter a long held public image or an accepted myth which has been part of the political culture. Any drastic change in Virginia's public image can potentially create an entirely new set of values in the political culture.

The actions of three governors since 1954 have jolted Virginia's political arena and modified the political culture. Linwood Holton became the first Republican governor in the twentieth century. After challenging the long accepted belief that only democrats would run Virginia government he defied the Virginia tradition of separation of the races. By walking his daughter to a predominantly African American school in compliance with a Supreme Court decision to integrate public schools he startled Virginians and the supporters of Massive Resistance. A picture of Governor Holton and his daughter made the front page of the *New York Times*. His defiance of local tradition and the Byrd organization made him a symbol of a new Virginia. This one gesture on the part of the governor ended the Massive Resistance era when he declared, "The era of defiance is behind us." Integration of public schools did not happen immediately, but clearly there was no turning back the clock.



In 1989 Douglas Wilder became the first elected African American governor in Virginia and the U.S. This broke the tradition of an establishment white, male, Democrat or Republican who had usually served in the General Assembly before being elected governor. Wilder's close election sent the signal that African Americans in Virginia were now fully a part of the political process. Wilder's administration also shattered the myth that blacks could not governor in a judicious way.

Recently, Governor McDonnell broke tradition not by tackling racial issues, but by bringing unwanted attention to Virginia's lax ethic laws. McDonnell's interactions with businessman Jonnie R. Williams Sr. called into question whether McDonnell sold his office in exchange for lavish gifts and loans of \$177,000. Virginia has usually been considered one of the least corrupt states. When McDonnell was found guilty on eleven counts of corruption he caused a real break with tradition by becoming the first Virginia governor to be indicted and convicted of a federal crime. McDonnell broke the tradition of Virginia's public image of running a clean government. In addition, he sullied the image of the governor being a "Virginia gentleman," someone known for his integrity in the tradition of General Robert E. Lee. This will affect all future governors whose personal lives and public acts will receive more scrutiny. Ethics laws will have to be implemented as Virginia tries to repair its image and restore integrity to the office of governor.

Virginia traditions can be good or bad. Reforms that are instituted as a result of Governor McDonnell's conviction should be worthy of Virginia's best traditions.

Toni-Michelle C. Travis is an Associate Professor of Government and Politics at George Mason University and a former Fellow of Oxford University's Rothermere American Institute.

Why It Is Not Puckett-gate: Politics isn't a Crime

By LARRY J. SABATO

This summer, during budget and Medicaid-expansion negotiations, Democratic Sen. Phil Puckett resigned from an equally divided state Senate. His departure left a narrow Republican majority. Democrats were furious about the damage done to their legislative agenda. They have alleged that Republicans enticed Puckett to resign by offering him a lucrative job on the state Tobacco Commission. Yet as the scandal unfolds, it now appears that Democrats also offered, or “brainstormed” about, what sort of goodies might entice Puckett to remain in the Senate. As in most mudslinging contests, no one stays clean. But this particular political battle has an unusual and unwelcome twist: a U.S. Department of Justice investigation.



The evident theory of the federal investigation is that someone—maybe everyone—tried to bribe Puckett. Bribery is a serious crime, and should be. The core of bribery, though, is an official accepting private gifts or money in exchange for exercising the power of his or her office in a certain way. Prosecuting adventuresome bribery theories is a bad idea. None of the wheeling and dealing surrounding Puckett strikes me as criminal.

Horse trades, back-room deals and patronage are unsavory to many citizens, but these practices helped to build this country. When publicly revealed, sometimes these deals stink. If the stench is overpowering, and the voters judge politicians to have gone beyond acceptable boundaries, the wheeler-dealers will suffer in popularity, political capital and future electoral success. For arrangements like those that may have enticed Puckett, voters should judge—as voters, not as a jury.

After all, wheeling and dealing similar to the Puckett incident goes far back and was engaged in by individuals we now regard as eminent statesmen. James Madison and Alexander Hamilton arranged the location of our nation's capital in a back room compact in 1790. The new capital was built along the Potomac—a river whose name comes from an Indian word for “trading place.” Madison himself earned the nickname “the Big Knife” for the deals he cut.

In 1824, when neither John Quincy Adams nor Andrew Jackson obtained a majority of Electoral College votes for the presidency, the election fell to the House of Representatives. Speaker of the House Henry Clay, who disliked Jackson, supported Adams and helped secure his victory. In a controversial action that wasn't coincidental, Adams then appointed Clay as his secretary of state.

Modern history is full of similar tales. President Lyndon Johnson knew how to get things done in Washington, and he ran the White House version of TV's “Let's Make A Deal.” His legendary quid pro quos even had a name: the Johnson treatment. A White House tape recording from January 1964 captures a notable exchange between NAACP leaders and President Johnson. When asked to nominate the NAACP's favored candidate Spottswood Robinson III to the federal bench, Johnson said he didn't know Robinson at all, had never met him, didn't want to nominate him, and would do so only in exchange for “credit.” After the NAACP said it would “count” the nomination as “a favor,” President Johnson elevated Robinson, who then served with distinction as a federal judge for 25 years. The new U.S. courthouse in downtown Richmond bears Robinson's name.

Even more directly, when Johnson encountered trouble with his tax bill in early 1964, he called Republican Senate Minority Leader Everett Dirksen. Minutes after arranging a \$30 million river project in Dirksen's home state, Johnson demanded “two or three of your men's votes” for his bill. When Dirksen protested that the President

was a “hard bargainer,” Johnson said, “You get ‘em for me.... Hell, I just got you straightened out \$30 million worth.”

Indecorous deals like these helped LBJ push legislation through Congress at a rate unheard of today. The Civil Rights Act of 1964, Medicare, Medicaid, the Voting Rights Act of 1965, and major immigration, education, and environmental measures all became law under Johnson. His deals were the oil that greased the creaky machinery of government. We live every day with the results, and while you might not like each Great Society achievement, you surely agree that America is better off with racial equality and cleaner air and water.

There are also many examples of government officials either leaving or enhancing their jobs to achieve certain political or policy ends. In 2001, when the U.S. Senate was split 50 to 50 on party lines, the Democratic Party leadership courted several Republicans to try to get them to switch parties. After being promised a committee chairmanship and seniority as if he had always been a Democrat, Sen. Jim Jeffords left the Republican Party. With that back-room deal, power shifted to the Democrats in the Senate for the first time in six years.

At the state level, sitting Virginia legislators have been offered and have taken more lucrative jobs in the executive branch, leaving their party in the lurch. In 1998, Republican Gov. Jim Gilmore named Democratic state Sen. Charles Waddell and Democratic Del. David Brickley to higher-paying jobs in his administration. Waddell's departure immediately shifted an evenly divided Senate to a 20-19 Republican advantage. That GOP edge became 21-19 when a Republican won Waddell's seat in the special election. Brickley's resignation produced a tie in the House of Delegates. Removing Waddell and Brickley from the General Assembly aided the Republicans politically, while Waddell and Brickley gained financially through increased salaries and retirement benefits.

On the other side of the partisan fence, Democratic Gov. Tim Kaine named Republican Del. Preston Bryant to a Cabinet post in 2006, and then a Democrat replaced Bryant in the House. Although the Bryant appointment did not cause a major power shift (Republicans continued to hold the House majority), committee assignments changed, Bryant multiplied his delegate's salary, and the party that offered him a job benefited from his absence.

While Waddell, Brickley, and Bryant were all well qualified for their new positions, the appointments parallel the worst-case theory of the Puckett affair. None of the earlier examples of political gymnastics sparked any criminal investigation, for good reason. Unless there's substantially more to the Puckett story than has been revealed so far, it's difficult to see why an investigation or charges would be warranted this time.

Runaway bribery prosecutions would do far more harm than good, especially given the gridlock already facing those who govern. It would be wonderful if public officials decided everything purely on the basis of merit and high principle, but human nature dictates otherwise. Hard bargaining, utilizing all available incentives, may not be pretty, but it's necessary if our complicated, fragmented system is to make progress on vital fronts.

An old friend of mine, the great Virginia reformer Henry Howell, loved to say, “There's more going around in the dark than Santa Claus, and hanky-panky is its name!” But Howell knew—and so ought we—that not all hanky-panky is illegal, and a bit of hanky-panky is unavoidable if the hardball world of politics is to function. Federal prosecutors cannot take the politics out of politics, and they should not try.

Dr. Larry J. Sabato is the Director, Center for Politics & University Professor of Politics at the University of Virginia.

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White Plains—Hanover County. Original structure dates back to 1791



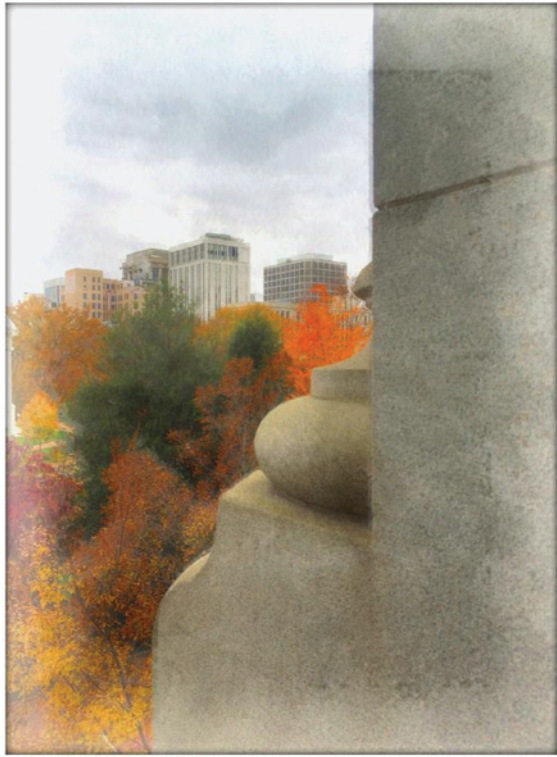
Property on Montpelier—Orange, Virginia

THE PHOTOGRAPHY OF Wanda Judd

Virginia Capitol—Richmond, Virginia



Early Fall Morning—Capitol



View of Richmond from Old City Hall window



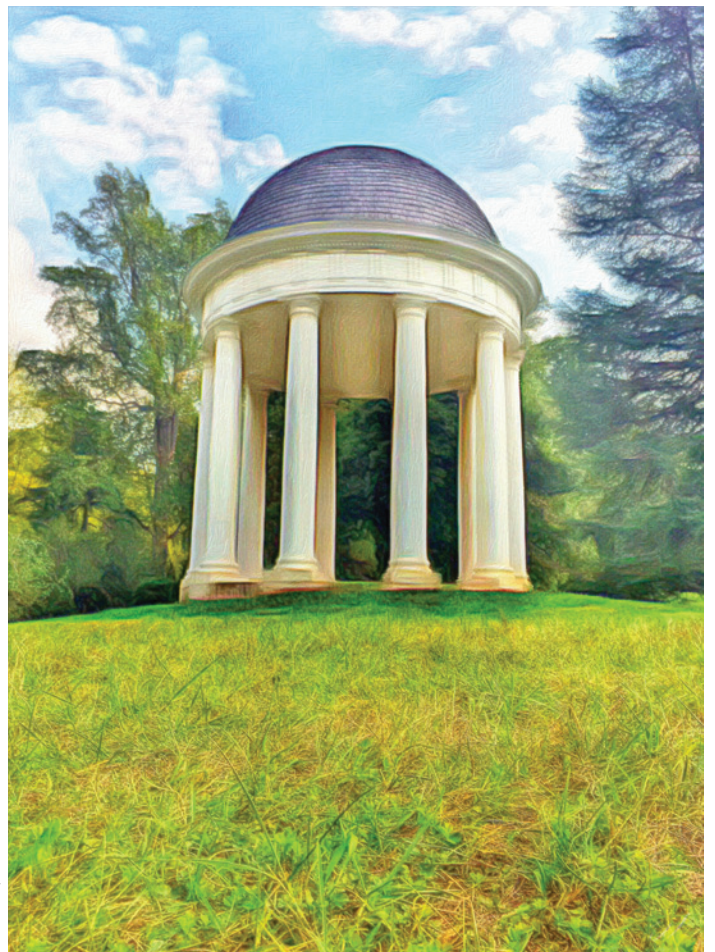
Virginia

Barn—Orange, Virginia



Capitol, Richmond, Virginia

Mr. Madison's Temple—Montpelier



The Economics of Early Childhood: Smart Beginnings for Virginia's Workforce Pipeline

By MIKE PETERS

I'm here today to talk about the economics of early childhood education.

Having heard my introduction, you might ask yourself: "Why him?"

After all, I'm not an economist.

I'm not an educator.

And I'm certainly not a politician.

But what you didn't hear in that introduction is the story of how education changed my life.

I wasn't born pre-destined to attend the Naval Academy or to serve on submarines, much less to build them—along with aircraft carriers, destroyers, large- and small-deck amphibious assault ships and fast response cutters for the U.S. Coast Guard.

I grew up on an orange and cattle farm the oldest of six—five boys and one girl.

My family was a farming family.

Yet when I was in the sixth grade, my parents encouraged me to take the entrance exam for a Jesuit high school that cost well beyond their means—and was located 40 miles from where we lived.

Not only was I accepted, I earned a scholarship to work off half the tuition by cleaning classrooms and doing other odd jobs around the school.

I saved up the rest from my wages from working on my dad's farm in the summers.

For transportation, I made the commute first with my uncle, then with my aunt and later with a neighbor.

It takes a village, right?

Yet attending that school changed my trajectory. It changed my life.

The question in my life went from, "Are you going to college?" to "Where are you going to college?"

Bottom line: Education changed my life.

Now, my path didn't change until I was in sixth grade and took that entrance exam—yet I believe it needs to happen sooner for most children.

Like in pre-school.

One of the greatest advantages to living in this country is that people can change their trajectory.

Yet it's often hard to do it on your own, and it's just about impossible if you're only 3 or 4 or 5 years old.

So we—that's you and I—need to do everything we can to set our kids up for success—as early as possible.

And while this may sound very altruistic, I am here today as the CEO representing the largest manufacturing company in Virginia and the largest employer in Mississippi—and one of the largest employers in Alabama.

Huntington Ingalls Industries has been involved in workforce development since Newport News Shipbuilding was founded 128 years ago—and most actively since Newport News' Apprentice School opened 85 years ago.

In fact, we opened a brand new apprentice school just last year in Mississippi that's modeled on the one in Newport News.

We've also forged strong partnerships with local community colleges and supported any number of secondary and elementary school programs—from funding STEM programs to hosting teacher



conferences at our shipyards to encouraging employees to volunteer for tutoring programs.

In recent years, we've begun to widen that aperture to include more focus on a growing national concern: pre-school.

Why pre-school? Because we've learned that the earlier you fix the problem, the better the result.

I'm a strong believer that to fix education, we need to get it right from the very start.

The beginning of the workforce development "pipeline," if you will.

In my business, engineers know if a problem is not solved at the design stage, it will persist in the finished product.

In education, the design stage is pre-K.

Early learning can help a child succeed—not only in school, but also in life.

A study published by *The Economist* backs this up, ranking the U.S. 24th in the world in early childhood education.

While U.S. children start kindergarten at age 5, the nations we compete with have education programs that begin at age 3 or 4.

According to the Organisation for Economic Co-operation and Development—the OECD—only half of American children are enrolled in educational programs by the age of 3.

That compares to an average of 68 percent among the 34 OECD countries, which include most of the world's leading economies.

In France, Italy, Spain and Sweden, among others, more than 90 percent of 3-year-olds are enrolled in formal pre-school programs.

Although I've tossed quite a few statistics at you, the bottom line is that toddlers in these countries will be our children's or grandchildren's competitors in the next generation's global workforce.

So what can I tell you about the economics of early childhood education?

As I said, I'm not an economist, but I do know the basics of supply and demand.

With early childhood education, I would suggest there is a dangerous situation with a very high demand and a relatively low supply.

Let me share a few more numbers to clarify what I mean.

In Virginia, there are more than 500,000 residents age 4 and below.

That's 6 percent of the population below "school age," meaning they are in a child care or early education situation.

Meanwhile, there are only about 7,000 child care centers and family child care homes in the state.

When demand is high and supply is low, two things happen: Price goes up, and quality goes down.

I'll say that again: Price is going up, and quality is going down.

The average annual cost of child care for a 4-year-old in Virginia is \$7,700.

Of the 7,000 child care centers and family child care homes I just mentioned, only 8 percent are nationally accredited.

I think we can agree the barriers are high for a family with two working parents and one child.

But what if you add one ... or two ... or three more children?

What if one of the parents doesn't work?

Or what if it's a single parent—which is the case for 30 percent of the families in Virginia—and what if they're living in poverty—which is the case for 14 percent of the families in Virginia?

So what can we do?

Fortunately, my position with HII has given me some opportunities to try and make a positive difference.

First, I'm a member of the Steering Committee for "Blueprint Virginia."

This strategic planning initiative, spearheaded by the Virginia Chamber of Commerce, includes five goals related to early childhood education:

- To improve access to high quality early childhood education—a key determinant of both school readiness and third-grade reading attainment.
- To address the fragmentation and gaps that exist in our current public policy approach to early learning.
- To improve the flexibility of existing state funding for at-risk preschoolers (the Virginia Preschool Initiative) to allow it to be more fully used at the local level.
- To identify opportunities for public/private partnerships to promote community-wide access to high-quality early learning.
- And to implement appropriate models from the private sector, such as pay for performance, in publicly funded child care and early learning.

A news clip featured on the "Blueprint" website perfectly sums up the intent of the plan.

Pete Baker, co-director of Old Dominion University's Virginia Early Childhood Policy Center, said:

"What we've found is that if we don't provide Virginia's kids with high-quality educational experiences when they're in their youngest years, then anything that we do after that is pretty much meaningless."

In addition to my involvement with the Chamber, I've had the honor of participating in work done by the Hamilton Project, a D.C.-based organization seeking to advance America's promise of opportunity, prosperity and growth.

As part of its "Policies to Address Poverty in America," the Hamilton Project has specific proposals to promote early childhood development.

I want to highlight two:

Expanding preschool access for disadvantaged children and

Addressing the parenting divide to promote early childhood development for disadvantaged children.

A Hamilton paper on the first proposal—expanding preschool access—suggests:



"Poverty has little association with the cognitive abilities of 9-month-old children. By the start of kindergarten, however, not only do poor children perform significantly worse on tests of cognitive ability than children from higher-income families, but teachers also report that these children have much more difficulty paying attention and exhibit more behavioral problems. The poverty gap in school readiness appears to be growing as income inequality widens."

Regarding the second proposal—addressing the parenting divide—another Hamilton paper suggests:




Mike Petters, Huntington Ingalls Industries
Barry DuVal, Virginia Chamber
Kathy Glazer, Virginia Early Childhood Foundation
Ben Davenport, First Piedmont Corporation

See *Smart Beginnings*, continued on page 19


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"Parents do more than spend money on children's development—they also promote child development by spending time with their children in cognitively enriching activities and by providing emotional support and consistent discipline. The 'parenting divide' between economically advantaged and disadvantaged children is large and appears to be growing over time along these dimensions."

Of course, the discussion has now shifted from strictly educational issues to more socioeconomic ones, but the two are inextricably linked.

The bottom line—and this is me talking now:

The fact that some kids go to pre-K go because their families can afford it and other kids don't go because their families cannot ... creates a rift between "the haves" and "the have-nots" before formal public education even begins.

We see the consequences down the line, and that's a shrinking pool of applicants years before most workforce development efforts begin.

In reality, you can go into a fifth-grade classroom today and think: "One out of four kids will be employable. We'll have to pay for the other three."

Pre-K schooling can help boost the chances of those three children to succeed because they start to learn earlier.

Depending on your age, you may not have gone to pre-K or even kindergarten—I didn't start school until first grade myself—so it's hard to convince some people of the value.

But in today's economy, pre-K is critical to the U.S. being able to deliver the product of a globally competitive education.

I understand that a businessperson may step back and say, "How do I invest in that?"

The economics of early childhood education

By CHARLES C. TODD, JR.

In mid October, The Virginia Chamber of Commerce and the Virginia Early Childhood Foundation presented a program at the University of Richmond highlighting why the business community should care about early childhood education. About 100 interested citizens including members of the General Assembly, business leaders, active and retired educators, philanthropists, and others gave rapt attention to presentations by Mike Petters, President and CEO of Huntington Ingalls Industries of Newport News and Dr. Craig T. Ramey, Research Professor, Virginia Tech University.



Huntington Ingalls Industries designs, builds and manages the life-cycle of the most complex nuclear- and conventionally powered ships for the U. S. Navy and Coast Guard. "In my business," said Petters who holds a degree in physics from the Naval Academy and earned a master's degree in business administration from the College of William and Mary, "engineers know if a problem is not solved at the design stage, it will persist in the finished product. In education, the design stage is pre-K. Early learning can help a child succeed—not only in school, but also in life."

"In France, Italy, Spain and Sweden, among others, more than 90 percent of 3-year-olds are enrolled in formal preschool programs. Although I've tossed quite a few statistics at you, the bottom line is that toddlers in these countries will be our children's or grandchildren's competitors in the next generation's global workforce. We need to improve and expand access to high-quality early childhood education—especially for disadvantaged children."

Craig T. Ramey, Ph.D., is the Distinguished Research Scholar of Human Development at the Virginia Tech Carilion Research Institute, Professor of Psychology at Virginia Tech, and Professor of Pediatrics at the Virginia Tech Carilion School of Medicine. He specializes in the study of factors affecting children's health and the development of intelligence, social competence, and academic achievement.

Dr. Ramey used a series of slides to show that preschool education increases readiness for kindergarten, improves math and reading skills, and reduces retention in elementary grades. Longer-range benefits include reduced crime and the use of marijuana and other drugs. Dr. Ramey made an impressive cost-benefit analysis.

Delegate Rob Krupicka of Alexandria wrote to *Virginia Capitol Connections* following the conference, "The Virginia Chamber of Commerce and Virginia Early Childhood Foundation put together an excellent event highlighting why the business community should care about early education. Making sure Virginia's children get a solid start in their academic career is one of the best ways to improve student achievement, boost graduation rates and grow a strong workforce in our state. A great case was made for the many benefits of early childhood education, including its high return on investment for Virginia. As Mike Petters, President & CEO of Huntington Ingalls Industries, who has worked for early childhood education in Alabama and Mississippi, said during his speech, it is a lot easier to fix something at the beginning of the production cycle than the end. Early education is one of the best tools we have for developing a strong, vibrant workforce in Virginia. This is a nonpartisan issue focused on the future of the Commonwealth. Events like the Chamber lunch are a great way to help all of us find a way to work together on this important topic."

Other General Assembly members and conference participants agreed that there needs to be much consideration of early childhood education to develop financial support.

Continued on next page



Franco Ambrogi (center), son, Mark Ambrogi (right), son-in-law, Kevin Reardon (left)



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A picturesque scene of the fall leaves and twisting highways of Grayson County.

ECONOMIC GROWTH in Grayson County from page 17

industry partners, maintain a business friendly environment and a hard working, dedicated workforce, I see no reason why our economic growth should be limited,” said Carrico.

This recent upswing is creating an optimistic future for Grayson County. As Alma Bryan said, industries like Core are bolstering the local economy, and when discussing county administration, she said the following:

“That’s a good thing, I mean, Grayson County, needs it,” said Bryant. “Plus it helps many of the other businesses. Even they were worried because Nautilus was one of the bigger employers and purchasers of goods and services. See if they went out, that hurts our entire town.”

Fortunately, for Grayson County citizens like Bryant, a dedicated county team is working to boost the economy and revitalize the area.

Lydia Freeman is a graduate of Bluefield College and former Intern at David Bailey Associates. Currently Teach for America fifth grade teacher in Northampton County, NC.

Keith Sanders • 276-728-0540 Ext: 202

Smart Beginnings from page 17

You want to invest where you will get returns.

Most forms of workforce development are an obvious investment.

If you spend money to train people who already work for you—or people you know you will want to hire in a year or two—the returns are relatively visible.

If you are going to invest in pre-K and grade school programs to get people off to a good start, you may never see any of those kids in your business.

That’s a much more philosophical investment. And I believe it’s just as important.

It’s a human capital investment for the good of the country.

And as business leaders, it’s an investment we need to make for American business to thrive globally.

I also believe businesses have a role to play in helping tailor creative solutions to problems in their own communities.

You can work with school districts and local officials to make sure the local educational infrastructure can provide qualified employees and the resources to support their training.

At HII, we support early childhood initiatives such as the Downtown Hampton Child Development Center, which is the highest-rated child care facility in Hampton and one of the highest rated in the state.

And it delivers high-quality pre-school on a sliding scale.

We also support a similar organization in Mississippi called Excel by 5 which focuses on young children in their most formative years—birth to age 5.

We’ve seen first-hand how business and community partnerships can work directly with educators to support local organizations committed to eliminating barriers to learning, such as poverty and hunger.

In today’s world, the truest test of an educational system is how well it succeeds in giving all of its children a globally competitive education.

If we really want to be successful at this and solve this problem at its source, I believe we have to go all the way back up stream to pre-K programs.

Continued from previous page

As a retired public school teacher and administrator, I know that the best schools have the best students. We teach all the children the public sends to us. An apparent way to improve the student population is to work with youngsters at an early age when brain formation is quite rapid as Dr. Ramey has pointed out, and to direct children toward lifetime goals as Mr. Petters stated.

Dr. Charles Todd is a retired Virginia teacher and school administrator.

In closing, I’m proud to lead a world-class business like HII, and I’m especially proud of the work we do in workforce development.

Like many of you, I know first-hand the importance of an education, and I attribute that my father and mother knowing how important it was for their six children.

In part, because of my parents—I get to build some of the most complex ships in the world.

And I also get to participate in projects like “Blueprint Virginia” and The Hamilton Project’s poverty-reduction related efforts.

I agree with both projects in that we need to improve and expand access to high-quality early childhood education—especially for disadvantaged children.

We also need to address the “parent-divide” and the gaps that exist in our current public policy approach to early learning.

If you’re like me, you’re concerned not only from a business perspective, but because you care about the future of our country.

So I ask the business leaders here today to consider joining me in these efforts if you are not already plugged into them.

Ultimately, the prosperity of our nation is at stake.

That’s the long game in education—and one we cannot afford to lose.

Thank you.

[Pause.]

I look forward to your questions and discussion.

Speech given on October 14, 2014, Jepson Alumni Center, University of Richmond.

Mike Petters, President and CEO, Huntington Ingalls Industries.

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RACHAEL SHEPARD



**GRASP
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The U. S. Department of Education states that, “college offers a path to greater economic security, professional fulfillment and civic engagement.” In a similar vein, a February 2014 Pew Research Center report found that, “Poverty has been on the rise among all young adults, and the increase has been greatest among lesser educated 25- to 32-year-olds. Poverty has tripled among 25- to 32-year-olds with only a high school education. In 1979, 7% of young adults with only a high school education were living below the poverty line. Among high school-educated Millennials in 2013, fully 22% were poor.” Although many people may agree with these statements, not all people believe that college or higher education is possible in their own lives. But there is an organization here in Virginia—Great Aspirations Scholarship Program, Inc. (GRASP)—whose passion and mission is specifically to help today’s youth GRASP infinite opportunities and reach their educational goals.

GRASP is a non-profit, 501©(3) charitable, education and college access organization based in Richmond whose reach in helping students in the Commonwealth now stretches to 75 schools from the greater Richmond area to the Northern Neck to Highland and Bath counties in the west and to Brunswick and Sussex counties in the south. Our mission is to help students and their families, regardless of their financial resources and at no charge to them, develop an educational plan by:

- Assisting them with the financial aid process;
- Awarding and administering scholarships;
- Inspiring them to believe that post-secondary education is attainable; and
- Supporting them during the completion of their post-secondary education.

We accomplishes this mission through our in-school advisors who meet individually with students and their families, at no charge

to them, to guide them through the financial aid process, to educate them about options for paying for college, and to encourage them to pursue their educational goals. Our advisors are committed and driven to help others. They have been successful in a variety of other careers including teaching, counseling, law, the military, and nursing, but now they choose to “give back” to others. Encouraging students to pursue education after high school, whether at a technical school, community college, or 4-year college, is now their life’s work.

GRASP recently celebrated its 31st anniversary in working with students at our annual Reach for the Stars Gala where we heard several students talk of their educational and career successes after receiving assistance from their GRASP advisors. Rachael Shepard, a Nelson County High School graduate who attended Piedmont Virginia Community College for two years and is currently a student at the University of Virginia’s Curry School of Education talked of “being graced by GRASP” and of her advisor who welcomed Rachael’s ideas about community college and the corresponding financial advantages to starting post-secondary education at a community college. Casey Osborne, a graduate of Patrick Henry High School who completed two associates degrees and was one of the first GRASP students to participate in the Dominion Student Worker Program, a partnership between GRASP and Dominion Virginia Power, related how his GRASP advisor told him about the Dominion Student Worker Program and encouraged him to apply. Casey also commented on the helpfulness of GRASP during his Dominion internship which subsequently resulted in him receiving full time employment with Dominion. Another student, Amanda Nolan, a Clover Hill High School graduate who now attends John Tyler Community College spoke of her experiences being homeless and how her GRASP advisor guided her and her family through the financial aid process and spoke of endless opportunities available in life. The students’ comments reinforced the dedication and determination felt by our GRASP staff and advisors to develop relationships with students and help them as best we can.

According to the National Conference of State Legislatures, “The Virginia Higher Education Opportunity Act of 2011 (SB 1459/HB 2510), which passed the legislature unanimously, aims to increase the number of college graduates who are prepared for the top job opportunities while also reforming and innovating how higher education is provided.” GRASP is working to help the Commonwealth achieve this goal. For fiscal year ending June 30, 2014, over 90% of the students who worked with a GRASP advisor matriculated to a post-secondary institution. Additionally, 206 scholarships were awarded by GRASP from funds raised for a total of \$225,250. Finally, each \$1 invested in GRASP yielded \$141 in financial aid for students.

College access is achievable. Help in achieving education after high school is available. There are infinite opportunities in life, and GRASP advisors stand ready to guide students financially to their goals. ▣

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Contact: **Bonnie Atwood**, BonAtwood@verizon.net.

Program helps students find scholarships for college

By RACHAEL SMITH

The price of attending college is continuously increasing, but so is the value of obtaining a higher education diploma, Carol Lemons said.

Lemons works as an advisor for the Great Aspirations Program at Nelson County High School, which helps students with the oftentimes tricky process of receiving financial aid.

GRASP has been in the Nelson County school system for three years, and Lemons said she works with about 60 students each year who choose to make an appointment to see her.

Some students come once for information, others work with her for the rest year.

"I help students determine which schools will provide them with the best financial aid package by pointing them to tools such as the net price calculator on college websites that helps them calculate the total cost of attendance, and websites which help them estimate how much financial aid they could receive," Lemons said.

In the beginning of each school year, Lemons visits the senior English and government classes to give a 10-minute overview of the financial aid process for attending college. She then tells students they can make an appointment with her in the guidance office of the school to discuss their plans further.

Lemons talks with students about deadlines for paperwork and filing out a Free Application for Federal Student Aid, or FAFSA.

In January, February and March, she helps students and parents file FAFSA applications and find scholarships. The FAFSA form must be filled out before colleges give out awards.

"I think one of the big mistakes families make is deciding not to file a FAFSA assuming they will not be eligible for funds," she said. "However, there are many different kinds of financial aid, including grants and scholarships, given by colleges."

Some students don't plan to attend college and are satisfied to begin working right after high school, Lemons said. However, she likes to point out to those students that there still are advantages of a college education.

"Sometimes we also discuss community college and vocational schools as ways of better preparing them for their futures," she said. "I want them to consider all the options and not rule out college just because of the cost."

Lemons said statistics show that college graduates still make more money over a lifetime than those who do not attend college.

"There is something to be said, too, for the subtle things you learn in college such as critical thinking, living on your own, life experience and a broader education," she said. "However, the cost of college is rising sharply. That is one reason why community college is such an attractive option."

Many students decide to attend two years of community college, then transfer to a four-year, in-state college if they have completed all required classes with a satisfactory grade point average. Lemons said the cost of community college is about one-third of what a Virginia four-year college would cost.

"The financial-aid picture is changing also," she said. "I don't like to see students and parents over-burdened with college debt. I have become a true believer in the community college option and the transfer program."

Lemons recalled one student she helped a few years ago who did not want to overload her parents with debt and decided to attend Piedmont Virginia Community College. She recently transferred to the University of Virginia.



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"I'm so proud of her," Lemons said. "She set her goals and is meeting them. She also speaks for GRASP, which is also very gratifying."

Lemons also facilitates the SOAR program in the school, which is a mentoring and savings program sponsored by the Virginia 529 Savings Plan.

See *Scholarships for College*, continued on page 24



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Launch of the New Commonwealth Council on Childhood Success by HOLLY COY

In August Governor McAuliffe signed two Executive Orders prioritizing his administration's efforts around the education, health, safety, and welfare of Virginia's children and youth. The first established The Children's Cabinet, co-chaired by Secretary Hazel and Secretary Holton, which is developing and implementing a policy agenda that will help better serve Virginia's children from birth to age 21, and will foster collaboration between state and local agencies. As a part of that effort, the Governor also signed a second Executive Order establishing the Commonwealth Council on Childhood Success. This Council, chaired by Lt. Governor Northam, will focus on improving the health, education, and well-being of children from birth to age 8.



"Children are the Commonwealth's most important resource, and it is critical that we provide them with the tools and resources they need to thrive in a 21st century economy," said Governor McAuliffe. "Both the Children's Cabinet and the Commonwealth Council on Childhood Success will help ensure that Virginia's children live happy and productive lives."

Last month the Governor announced members of the Commonwealth Council on Childhood Success which includes a number of agency heads, key agency staff, legislators, service providers, advocates, parents, and representatives from higher education institutions, the medical and business communities.

In addition to these members, the Council will rely on support and workgroup participation from a variety of stakeholders who are committed to ensuring that all Virginians start off with the best possible chance to thrive, succeed in school, and become contributing adult members of their communities.

"As Chair of the Commonwealth Council on Childhood Success, I thank the Governor for appointing such an esteemed group of members," said Lieutenant Governor Ralph Northam. "I look forward to working with them and our stakeholder partners to develop strategies for improving the funding for, access to, and quality of childcare and early education programs in Virginia; ensuring all students enter kindergarten ready to thrive and succeed academically; and closing the achievement gap that exists for far too many kids in elementary school."

At their first meeting in early October, the group spent time brainstorming about issues the Council should prioritize and workgroups structures to facilitate their work. The result of those discussions is a workgroup structure that includes 3 workgroups, to be focused on school readiness; health and well-being; and data and governance. The School Readiness workgroup will include three subgroups focused on the Virginia Preschool Initiative; Quality of and Access to Childcare and Preschool; and Early Elementary Years.

The workgroups will meet in between Council meetings to develop recommendations for final consideration by the full Council in the spring, followed by a final report to the Children's Cabinet and Governor in June of 2015.

More information about the Council, including meeting schedules, membership and stakeholder rosters, and public comment opportunities, can be found on the Lieutenant Governor's website at: http://www.ltgov.virginia.gov/ini_childhoodsuccess.htm.

Holly Coy is the Policy Director in the Office of Lt. Governor Ralph Northam. [V]

Health care access in Southwest Virginia continues to grow

By BETH RHINEHART

Thriving, growing regions can typically attribute their success to one or more of several factors – economic upswings, educational opportunities or even basic luck. But there’s one thing they all have in common—excellent health care for their residents.

A healthy population is a cornerstone of a successful region. Fortunately, Wellmont Health System’s scope of services in Southwest Virginia provides access for people here to readily improve their health—from prevention to screenings to specialized medicine.



Who’s on your health care team?

At Lonesome Pine Hospital and Mountain View Regional Medical Center, caregivers and physicians work around the clock to deliver acute, emergency, surgical, rehabilitative and diagnostic care.

With high-quality skills and services, the two hospitals provide a full range of care. And with seamless access to Holston Valley Medical Center and Bristol Regional Medical Center, you can be assured Wellmont is ready to care for any illness or injury.

But good health means more than seeking care when you’re sick—it’s a commitment to preventive medicine, chronic condition management and lifestyle adjustments.

That’s why Wellmont Medical Associates is committed to developing care plans tailored to your health needs. And with offices throughout Southwest Virginia, including Big Stone Gap, Coeburn, Norton and Wise, you’re never far from great care.

Wellmont Medical Associates primary care and family physicians provide:

- Physical examinations
- Orders for lab tests, screenings and other diagnostics
- Management of health problems, including chronic diseases
- Prescriptions and guidelines for follow-up services
- Development of care plans and coordination of care

Additionally, with Wellmont Medical Associates, your primary care provider’s office is the centralized location for your health record. That means you can focus on your health, instead of worrying whether your records have been transferred or if your specialists are updated on your medical history. And since all your caregivers are kept in the loop, you can be sure each aspect of your care complements the rest.

And don’t forget the most important member of your care team: you. Every Wellmont Medical Associates provider is supremely committed to building an open dialogue with patients. By making their relationships with patients stronger, they’re also making patients healthier.

Wellmont is dedicated to making health care accessible, comprehensive and coordinated. It’s an approach that does more than just treat you when you’re sick—it puts you on the path for a healthy life.

In fact, Wellmont Medical Associates’ approach to coordinated, effective care recently garnered honors from the American Medical Group Association. Wellmont Medical Associates is one of only three practices nationwide—and the only one in our region—to be recognized as an Acclaim Award honoree.

To find the best provider for you, visit wellmontphysicians.org or call 1-877-230-NURSE.

Find strength for today and hope for tomorrow.

While education and health screenings have made incredible strides in cancer prevention, nearly 14 million people worldwide still learn they have cancer every year.

But you can fight cancer head-on with the Wellmont Cancer Institute and the Southwest Virginia Cancer Center. Patients have access to the latest technologies, from a CT scanner that can pinpoint the exact location for treatment to telemedicine that connects our medical and radiation oncologists with surgeons and pathologists to design a unique treatment plan just for you.

Cancer institute patients also have access to clinical trials, an on-site nutritionist, a social worker and patient support groups. And caregivers take time to educate you about your diagnosis and treatment options, so you’ll know what to expect.

Because patients who feel cared for personally are more likely to heal physically, these services are all provided in the cancer center’s spacious, lodge-like setting that features beautiful mountain views. Infusion and chemotherapy patients receive treatment in comfortable recliners with flat-screen TVs. And the center’s compassionate staff treats every patient like family.

With the Southwest Virginia Cancer Center by your side, you’ll have the advantage to fight cancer—and win. Visit wellmont.org/MyFight to learn more.

Keep your heart beating strong.

To stay in great health, your body strongly relies on one specific organ—your heart. And to keep it in excellent condition, you can rely on the Wellmont CVA Heart Institute.

At the heart institute, you and your loved ones will receive a level of care similar to what you might find at a much larger health system or university research hospital—but in a hospital or office right here in Southwest Virginia.

The heart institute provides a full range of heart and vascular services, including the latest non-invasive procedures and state-of-the-art diagnostic testing. The expertise of our cardiologists, surgeons and other providers is unmatched in the region.

Every heart institute cardiologist and surgeon is certified by the American Board of Medical Specialties in at least one area, and many have additional training and experience in sub-specialties within cardiology. Their specialties include treatment for:

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- Angina
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- Heart attack
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- Pericarditis
- Peripheral vascular disease
- Pulmonary embolism
- Structural heart disease
- Varicose veins

Don’t let your heart miss a beat. Visit wellmont.org/MyHeart to learn more about the Wellmont CVA Heart Institute.

You deserve high-quality care, close to home.

No matter where you live or work in Southwest Virginia, Wellmont provides the services you need.

Visit wellmont.org or call 1-877-230-NURSE to learn more about Wellmont Health System in Southwest Virginia.

Beth Rhinehart is the Director of Government Relations, Wellmont Health System. 

Pickle Ball and Politics

By CHARLIE TODD

In mid September at the opening of the special session of the Virginia General Assembly, I walked across Capitol Square with Dr. David Bailey, a noted political consultant, impressive impersonator of Mark Twain, and longtime publisher of *Virginia Capitol Connections*. As we crossed the street leading to the Executive Mansion, I casually remarked that the street would accommodate many pickle ball courts and could be put to good use when the General Assembly was out of town.



“What is pickle ball?” David asked in a serious manner. I explained that it is a sport that is sweeping the country, especially the state of Florida, and, locally, Chesterfield County.

“It’s a combination of ping pong and tennis played on a badminton court using a whiffle ball.”

David thought I was kidding and asked more questions. I told him it was invented by Congressman Joel Pritchard and golfing friends in Washington State in 1965. The group intended it to be a family game for all ages. In recent years the rules have been adjusted and clarified so that it has become a recognized, highly competitive sport.

“In Chesterfield County this year, plans were made to renovate tennis courts at Rockwood Park, and several were to be changed from combination tennis and pickle ball courts to solely pickle ball. Senior tennis players asked me to attend a Board of Supervisors meeting where the issue was to be decided and to join them in opposition. I avoid meetings whenever possible because that is where minutes are kept and hours are lost, so I declined. I learned later that 6 or 8 tennis players showed up while about 60 pickle ball players were there. The courts in question were renovated for pickle ball.

“It’s usually played by four people, two on a side. The idea is to serve the ball hard and fast so that the other side can’t return it. The scoring is much like volley ball.”

David said, “It does sound political. Team members try to put something over on the other side by putting the ball in their court.”

“Exactly. You would be a fine pickle ball player.”

“Why is it called pickle ball?”

“No one knows. Shakespeare was the first person to use ‘in a pickle’ as ‘in a fix’ in *The Tempest*. In his play, possibly based on a shipwreck, which happened in Bermuda in the early 1600s, a group of seafarers were marooned on an island. They were in a pickle.”

“How else is it related to politics?”

“Well, the serve must always be underhanded. Others are blamed for a loss and you look for faults by opponents. There’s a lot of fanning the air without results. When the General Assembly is in session, the casual observer doesn’t know what is happening. When you play pickle ball, the casual observer doesn’t know what is happening. Both have been accused of racketeering, although picket ball players actually use paddles. The swing state of Florida has 220 sites and over 20,000 players.”

David said, “It sounds interesting. Some day we may have Democrats and Republicans playing right here.”

“It’s a fun game,” I said. “You get more exercise than in tennis and you don’t run as much as you do in tennis or for a political office.”

Dr. Charles Todd is a retired Virginia teacher and school administrator.

Adopt-A-School Program
The Capitol Connections school sponsorship program is an opportunity to provide schools with government related educational materials. Sponsored schools receive four copies of *Virginia Capitol Connections Magazine* each quarter and two copies of the annual *Redbook* and *Summer Red/Bluebook*. Contact Kristen Bailey-Hardy – Kristen@CapitolSquare.com for more information.



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Scholarships for College from page 21

Students become eligible when they are sophomores and have at least a 2.5 grade point average, complete community service and meet with Lemons on a regular basis during the school year.

The student can earn \$500 each semester for their college savings. In his senior year, if he choose to attend a Virginia college, he can earn another \$500, bringing his savings to \$2,000.

“My first SOAR students are now seniors and all are on the path to college or some form of higher education,” Lemons said. “I am proud of them and look forward to seeing their future plans unfold. I think SOAR is a very effective way to encourage and help students continue their education after high school.”

This article reprinted with permission from The News and Advance.

In Memoriam

Gladys B. Keating

By BERNIE HENDERSON

Gladys Keating exemplified our founding fathers' principles of representative democracy much more profoundly than they ever envisioned. She obtained a good education, became successful in business, formed a family with her military husband and lived several places. When she and her family settled in Franconia, she became active in community, PTA, youth athletic activities and many other endeavors. As the result of her activities, her neighbors recognized her servant leadership and chose her to represent them in the Virginia's House of Delegates in 1977, where she served until retiring in 1999. She entered and served in elective office as a public servant, representing her constituents and seeking ways to better our Commonwealth, showing no interest in the perks of office or the desire to use her office to seek a higher one.

Gladys' interests were quite broad. She championed women's health issues, marketplace fairness and information initiatives, firearms safety and a host of other matters. She was the first woman appointed to the House Militia and Police Committee and the House Corporations, Insurance and Banking Committee, and became chair of Militia and Police and co-chair of Corporations, Insurance and Banking.



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I became acquainted with Gladys during the mid-1970s, before she ran for the House. I was the legislative liaison for the State Corporation Commission and she was a leader in the Virginia Citizens Consumer Council. Virginia and the nation was in the depths of an energy crisis that was playing havoc with the supply and cost of energy. The credibility of public utilities and government agencies that regulated them was at an all-time low. Gladys had more than her share of doubts and questions and concerns about the way we at the SCC were doing our job of protecting consumers, but unlike so many others, she was interested in learning what we did, how and why we did it and what changes in law were needed for us to do our job better; she wasn't interested in criticizing and making people into villains, she wanted to solve the problem.

After she was elected, to the surprise of many and the consternation of more than a few in legislative leadership, the business community and those who considered themselves to be consumer crusaders, Gladys and I worked closely together. We knew where we didn't agree, so we set those matters aside. We identified items where we could agree and worked together to draft legislative solutions to them. I vividly recall the delight she and I enjoyed when she was chief patron on bills that were officially part of the SCC's legislative package and how fun it was for both of us to keep our friends and foes off balance by so frequently being the legislative version of the "odd couple."

I don't think Gladys had a PAC or pursued thoughts of higher office. She seemed completely happy to be a member of the Virginia House of Delegates. People who considered themselves conservatives thought she was a liberal and those who considered themselves to be liberals thought she was too friendly with conservatives; to me, that meant she was a free-thinking, pragmatic, can-do person interested in identifying and accomplishing the right thing.

I regret that the passage of time and our respective departures from our Commonwealth's government caused us to lose contact during the past several years, but when I learned of Gladys' death on August 19, 2014, I felt the loss of a dear friend and great gratitude to have been able to work with one who was so selflessly and conscientiously dedicated to her community and her Commonwealth. [V]



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