

**MILITARY ECONOMIC DEVELOPMENT ADVISORY COMMITTEE**  
**26 APRIL 2010 ✧ 1500-1630**  
**ECONOMIC DEVELOPMENT CONFERENCE ROOM**

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**Present:** Councilwoman Rita Sweet Bellitto, LCDR Adalberto M. Diaz, VADM Joseph S. Donnell, RADM Richard Dunleavy, Don Jellig, RADM Fenton Priest, CAPT Robert Rieve, RADM Fred Ruehe, Councilman John Uhrin, CAPT Daniel R. Walters, Dr. Roger Whiteway Ph. D

**Staff:** Barry Frankenfield, Sali Gear, Scott Hall, Warren Harris, Steve Herbert, Bob Matthias, Cynthia Spanoulis, Jerry Stewart

**Guests:** Don Bradway (ESRG), Ken Krooner (ESRG), Angie Morgan (Lead Star), CAPT Frank Roberts (HRMFFA), CAPT Skip Zobel (Senator Warner's Office)

**Absent:** VADM Ed Clexton, RADM William J. Ecker, RADM Mark Gemmill, Joseph Gianascoli, RADM Bud Jewitt, Vice-Mayor Louis Jones, Jerry Miller, RADM Phillip R. Olson, Paul Pierce

**APPROVAL OF 22 MARCH NOTES**

Notes approved as written.

**INTRODUCTION OF VISITORS**

RADM Dunleavy welcomed the meeting guests.

**HRMFFA UPDATE** (*Frank Roberts*)

**Robotics Technology Outreach Center**

HRMFFA is working closely with SPAWAR San Diego and with NAVFAC here to establish an office at Camp Pendleton. Once operating, they hope to have robots on a 60-90 day loan from SPAWAR to train first responders. Congressman Nye has submitted a request for \$2M for the Outreach Center.

**Autonomous Surface Vehicle Competition (ASVC)**

Event is at Founders Inn 10-13 June. To date, 13 teams are registered, one from ODU. Frank is still working out support details with Economic Development.

HRMFFA is hosting a Federal Leadership Summit 3 May. The focus is on transportation impacts to federal mission performance.

The Navy has publicly announced its interest in leasing airfields for their E2/C2 FCLP to help reduce congestion at Oceana and Fentress airfields. There is no direct relationship to the OLF requirement.

Mayport – Congressman Nye had a successful visit to Mayport. The Navy FYDP now shows 2015 before nuclear capable construction funding is budgeted.

## **CITY UPDATE**

### **Military Liaison Update** (*Sali Gear*)

- ❖ Sali attended RADM Pottenger's Change of Command
- ❖ Sali provided NECC contact manager name to Economic Development for follow up regarding Burton Station
- ❖ Meeting 7 May scheduled with CAPT Stuppard at Little Creek-Fort Story
- ❖ Assisting Frank Roberts with AUVSI competition to be held in Virginia Beach
- ❖ Working with the Mayor's Veterans Committee on the Memorial Day (31 May) ceremony. Congressman Nye is the speaker, there will be a band and flyover.
- ❖ Working with ED staff to place military site links on VBgov.com's home page. More at the 24 May MEDAC meeting.

### **OLF/EIS** (*Bob Matthias*)

- ❖ EIS was expected to come out in late spring/early summer 2010
- ❖ Possible delay for the EIS for the OLF until they are finished with the RFP for the C2E2 bounce field.

## **ECONOMIC DEVELOPMENT UPDATES**

### **ESRG, LLC** - Don Bradway and Ken Krooner

ESRG, LLC is a technology company with a focus in the defense industry. Currently they have 30 employees and have a contract with NAVSES Philadelphia. Below is a summary of their brief. For more details, please see the attached briefing provided by ESRG, LLC.

Founded in 2000, specializing in enterprise decision support and business intelligence solutions for government and industry

- Data driven enterprise diagnostics – manual to automated decision support
- Reliability engineering, machinery monitoring and performance analysis
- Software product solutions for operations and maintenance decision support
- System integration – enterprise applications

### Business Information

- Employees
  - ❖ 16 software development and testing
  - ❖ 10 engineering and system integration
  - ❖ 3 executive and administration
  - ❖ \$5.8M revenue 2009
  - ❖ Single location: 1209 Independence Boulevard, Virginia Beach

### Industries Served

- US Navy Diagnostic Monitoring & Reporting - 100+ ships
- Rail – fault monitoring on 36 Electric Propulsion Locomotives

- Power Generation – Fossil Steam Plants, 7FA Combustion Turbines
- Commercial aviation – OpenAero

#### Strategic Position

- DoD CBM Initiatives
  - ❖ Optimized Navy Surface Fleet CBM policy and procedures
    - NAVSEA CBM-DS Working Group draft report April 2010
      - “currently there is no overarching strategic plan, coordinated leadership construct, or common set of definitions and standards leading to a seamless end to end CBM process”
  - ❖ Integration with logistic and enterprise maintenance systems
  - ❖ Combat systems, unmanned systems, mobile/aviation equipment
  - ❖ Common fleet equipment centralized diagnostics and monitoring
- Business intelligence solutions
  - ❖ Real time data driven decision support for readiness
  - ❖ Agile software development
  - ❖ Pentaho partner
- Innovative research
  - ❖ Fuel Optimization Module (SBIR)
  - ❖ Corrosion assessment

#### **Lead Star** – Angie Morgan/Courtney Lynch

After seeing a need for leaders vs. managers she and her partner formed a “boutique” leadership company. They offer customized training because they understand there is not a one-size-fits-all solution for training. They offer webinars, coaching programs, half and full-day workshops, keynote presentations, and meeting facilitation services. Their first client was Wal-Mart. Facebook is also a major client. Lead Star is currently pursuing their GSA schedule. They are interested in hiring veterans as they grow their company. Angie and Courtney also co-authored a book *Leading from the Front*. For more information on Lead Star please visit their Website at <http://www.leadstar.us/>.

#### **Small Business Development Center Grant Update** (*Scott Hall*)

ODU received one of the eight SBA grants to establish a regional Veteran’s Business Outreach Center here in Hampton Roads. A representative will be invited to attend a future MEDAC meeting to provide further details.

#### **Joint Warfighting Conference**

11 -13 May at the Virginia Beach Convention Center (VBCC)

Register Online at <http://www.afcea.org/events/jwc/10/schedule.asp> registration is free. Lunch is \$55. If you’d like to attend a lunch session, please contact Scott Hall at 385-6498.

The reception details have changed. We are now partnering with AFCEA, the conference organizer, and combining the City’s reception with the conference Patron’s reception, which will be at Waterman’s on Monday 10 May. Economic Development will be coordinating the five invitations for MEDAC members to the reception. This replaces the 10 May reception previously scheduled for the Hilton Skybar.

### **Burton Station Update** (*Barry Frankenfield*)

Barry Frankenfield provided a short briefing.

### **Infrastructure**

Water and Sanitary Sewer design work has begun and the initial installation will cost approximately \$6M. They hope to be under construction in late 2011. The City still has to acquire property and we are fully committed to moving forward as quickly as possible. Total commercial build out - 800,000 SF.

### **Available Sites**

Parcels U, V, and W provide the maximum development opportunity. We are currently in talks with a developer and hope to hear in early to mid May if they have been selected to continue in the process. We have leads and capacity for military prospects. We have to get a facility built to be able to have the product (space) to offer to the military. Once the buildings (product) are built it will drive the use.

### **SUBCOMMITTEE REPORTS**

**Regent Study** – no report out

**NEXCOM** – no report out

### **NETWARCOM**

Would it be appropriate to invite NETWARCOM personnel to come to a future MEDAC meeting and brief the Committee on what is going on at Little Creek?

Little Creek is doing a Master plan and will show the City a declassified copy that will include MILCOM needs etc.

### **DISCUSSION**

- ❖ Website hits are increasing
- ❖ Naval Aviation 100 year anniversary in 2011
- ❖ Application has been submitted to the Association of Defense Communities regarding Oceana and what we are doing near Oceana (regarding encroachments). We will be notified on whether we won an award in June or July.
- ❖ **BOB MATTHIAS** will brief MEDAC on the Wind and Wind Energy conference he will be attending in Williamsburg 27 April.

Adjournment 16:36