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January 4, 2017

Dear Delegate:

On behalf of the Northern Virginia Technology Council (NVTC) and our approximately 1,000 member companies and organizations, we would like to wish you a productive and successful 2017 legislative session. Please find NVTC's 2017 Legislative Agenda enclosed with this letter.

As the largest technology council in the nation, NVTC represents members and business leaders who are focused on the broad business climate of Virginia. Our members are some of the largest employers in the Commonwealth and include many of the most successful technology companies in the world, as well as hundreds of promising small and growing entrepreneurial enterprises. NVTC advocates for policies and investments that drive competitiveness and economic strength, grow our technology workforce, and provide the infrastructure necessary to power the technology and innovation ecosystem.

NVTC recognizes that much of the 2017 legislative session will be devoted to addressing Virginia's budget shortfall. Ongoing economic uncertainty and state revenue challenges underscore the importance of continuing to invest in programs and initiatives that will drive technology research, innovation, commercialization, and high wage jobs in key areas where Virginia has existing strength and the most opportunity to compete globally. Specific areas in the short and long term include data analytics, cybersecurity, personalized medicine and health technologies, unmanned systems and data storage and warehousing. These sectors provide synergies that can substantially differentiate Virginia's expertise and capabilities and drive our economic growth, innovation and competitiveness.

We maintain a full-time presence in Richmond during the General Assembly session. If there is anything we can do to help you this session, or any feedback we can provide, please feel free to contact NVTC Vice President of Policy Josh Levi, NVTC Public Policy Manager Troy Murphy, or Myles Louria of Hunton & Williams. Their contact information is attached.

Thank you in advance for your consideration of NVTC's 2017 Legislative Agenda. We look forward to working with you this session and hope we can count on your support.

Sincerely,

Bobbie Kilberg
 President & CEO
 Northern Virginia Technology Council



2017 LEGISLATIVE AGENDA

NVTC believes that central to Virginia's future economic growth is an environment that aggressively promotes technology, entrepreneurship and innovation within a framework of forward-looking policies that includes strong public private partnerships and regulatory restraint. Therefore, we urge you to support the following objectives and priorities during the 2017 legislative session:

Competitiveness and Economic Growth:

- **Enhance Virginia's ability to attract companies** that are seeking to expand, relocate, move corporate headquarters or establish research operations.
- **Support a comprehensive "Grow Your Own" strategy for new company formation** to position Virginia as a leader in next-generation technology company formation and innovation, as well as a top destination for entrepreneurs, early-stage investors, researchers and innovators.
- **Ensure Virginia maintains its status as a strong state for business** by minimizing taxes and regulation, preserving right to work, and avoiding negative signals which drive private enterprise away from the Commonwealth.

NVTC recognizes that much of the 2017 legislative session will be devoted to addressing Virginia's budget shortfall. Ongoing economic uncertainty and state revenue challenges underscore **the importance of continuing to invest in programs and initiatives that will drive technology research, innovation, commercialization and high wage jobs in key areas** where Virginia has existing strength and the most opportunity to compete globally. Specific areas in the short and long term include **data analytics, cybersecurity, personalized medicine and health technologies, unmanned systems and data storage and warehousing**. These sectors provide synergies that can substantially differentiate Virginia's expertise and capabilities and drive our economic growth and competitiveness.

As budget cuts are contemplated, Virginia policymakers should make every effort to **preserve funding made last year in key areas**, including:

- The new **Global Genomics and Bioinformatics Research Institute at the Inova Center for Personalized Health** to leverage Virginia's life sciences and health assets, the data analytics and cyber capabilities of our technology sector, and the strengths of our universities.



- **The new GO Virginia initiative, a business-led effort** focused on providing incentives to localities and public and private entities to foster more regional collaboration among business, education and government to promote private sector growth and job creation.
- The new **Virginia Research, Development, and Commercialization Fund (VRDCF), launched last year**, to promote research, commercialization and recruitment of eminent scholars at Virginia colleges and universities with areas of focus including cyber security, data analytics, biosciences, and personalized medicine.
- New **cyber security workforce and education investments** including the new **Virginia Cyber Range** to provide advanced cybersecurity training exercises for high school and college students, the pathway program at George Mason University to **attract and train veterans for cyber security careers**, and funding to **establish a cybersecurity program director for the Virginia Community College System and develop appropriate curriculum** to help all of Virginia's community colleges to offer coursework in cybersecurity
- New investments in the development of **commercial centers of excellence for unmanned systems** and advancing **collaborative UAS public-private partnerships**.

NVTC cannot overstate the importance of the Center for Innovative Technology (CIT) to the success of Virginia's new economy. CIT and its MACH37 Cyber Accelerator are critical to the growth and vibrancy of Virginia's technology ecosystem and our global competitiveness as a destination for entrepreneurs, startups and investment. Budget cuts over the past few years have substantially reduced CIT's ability to fulfill its mission in supporting and growing technology entrepreneurship across the Commonwealth and attracting investment capital through its programs and initiatives. As a result, Virginia is losing potential venture capital investments and commercialization opportunities, and falling behind nationally in the development of new companies and investment in these key high skill, high wage industries.

- The **CIT GAP Funds** have a proven track record of growing innovative technology companies across the Commonwealth. Over the past 10 years, more than 3,000 entrepreneurs have applied for seed investment through the CIT GAP Funds. CIT has invested \$20.6 million in 160 startups and leveraged \$425.8 million in angel and venture dollars, or more than \$20 for every dollar Virginia invests. Those new companies and high paying jobs are growing in Virginia. State funding for the CIT GAP Funds has been cut from \$5 million a year in FY2012 to \$2.9 million in FY2018. This reduces the number of investments and leveraged capital by 43 percent at a time when investment in Virginia's entrepreneurial economy is more important than ever.
- Virginia's **Commonwealth Research Commercialization Fund (CRCF)**, launched in 2012, drives innovation and economic growth in the Commonwealth by investing in high



potential research and commercialization at Virginia-based companies, universities, and research institutes. CRCF investments include diabetes prevention and treatment, therapies for brain, kidney and liver cancer, simulation software for homeland security, and cyber security for critical infrastructure. Since its first awards in 2012, more than 600 proposals have been received requesting over \$66 million in CRCF funding. The CRCF has invested \$20 million in more than 230 of those projects to advance research in life sciences, advanced manufacturing, cybersecurity, energy and other strategically important areas. In FY2016, award recipients reported nearly \$70 million in additional follow-on funding after receiving CRCF awards. CRCF is the only Commonwealth-funded commercialization program that provides grants across multiple industry sectors. Funding for CRCF has dropped from \$6 million in FY2012 to \$2.6 million in FY2018.

- **MACH37 is the premier accelerator for cybersecurity entrepreneurs and startups nationally.** MACH37 was championed by NVTC and the Commonwealth's technology community and launched in September 2013. This unique program goes beyond the traditional model of typical business accelerators by providing innovators with focused mentoring and support from an extensive network of visionaries, practitioners, and successful entrepreneurs in cybersecurity. MACH37's 90 day program is designed to propel graduating companies into the marketplace with validated cyber security concepts and pipelines for accelerated growth. Within three years of operation, MACH37 already has launched 40 start-ups that are driving innovative security products to market and creating high paying cyber jobs in Virginia. MACH37 has attracted major private sector sponsorships from General Dynamics, Amazon Web Services, SAP National Security Services, and MITRE Corp. Its operation will be totally privately funded by the end of FY2017.

As part of our ongoing effort to ensure that Virginia maintains a legal and regulatory environment that is conducive to maintaining existing business and attracting/supporting the formation of new businesses, we will be working to:

- **Defeat problematic legislation that seeks to expand the territorial limits of subpoena power in Virginia to compel out-of-state discovery from nonresident, non-parties to a civil case.** The Uniform Interstate Depositions and Discovery Act (UIDDA), which Virginia and most states have adopted, affords protection to Virginia citizens subject to subpoena from another state by providing for enforcement of the subpoena in Virginia under Virginia law. In turn, it contemplates that Virginia courts will respect the territorial limitations of their own subpoena power. Proposed legislation to expand Virginia's territorial limitations on its own subpoena power may lead to other states responding in-kind to the detriment of businesses that chose to locate in Virginia because of Virginia's legal framework, protections and safeguards.
- Enact legislation to **protect the ability of Virginians to share the use of their primary residence to earn extra money through hosting platforms such as Airbnb.** Legislation should prevent local government prohibition while establishing an innovative and



efficient mechanism for the collection and remission of applicable taxes on short-term rentals.

- **Enact Revised Uniform Fiduciary Access to Digital Assets Act (RUFADAA) legislation which updates** Virginia's framework allowing personal representatives administering estates to access certain information from third party electronic service providers related to a decedents' e-mail or other electronic accounts. The revised legislation expands the scope to include guardians, conservators, trustees and other agents, in addition to personal representatives, while continuing to protect the content of electronic communications and maintains consistency with federal privacy laws and service providers' terms of service agreements and privacy policies.
- **Support efforts to modernize and protect the Commonwealth's IT information systems** by leveraging commercial cloud computing services that comply with rigorous security requirements throughout state government while driving cost savings and achieving new efficiencies.

STEM Education and Workforce

- **Boost Virginia's technology workforce through a robust science, technology, engineering and mathematics (STEM) education pipeline, by increasing the number of STEM certifications and degrees awarded** statewide, and by advancing policies that ensure Virginia businesses and universities can hire the best and brightest and that all Virginians can participate in the growing technology economy.
 - Provide additional funding for the "**New Economy Workforce Credentials Grant Fund**" which focuses the alignment of workforce training programs with the needs of business and industry. This legislation is the first pay-for-performance program for award of workforce credentials in the country targeted toward credentials in a high demand field (including cybersecurity and other technology areas). Student interest in this program is higher than anticipated and additional funding is required.
 - **Grow Virginia's STEM workforce** by increasing STEM focus in K-12, providing incentives and additional compensation to help attract and retain quality STEM teachers, and implementing additional STEM programs for Virginia students.
 - Enact state legislation to extend basic job protections by **prohibiting employers from discriminating based on sexual orientation**. Such legislation, in addition to fostering fair treatment in the workplace, would benefit technology employers by promoting employment and retention of a critical talent pool and also would benefit higher education institutions in their recruitment and retention of faculty and researchers who train the workforce and help drive our innovation economy.



- Maintain Virginia's **veteran's employment performance grant incentive** to encourage more small and mid-size businesses to hire veterans and increase funding for the Virginia Values Veterans (V3) Program and other **targeted workforce initiatives to provide training and job opportunities for veterans** returning to Virginia after active duty.

Infrastructure

- **Improve broadband, transportation, energy and other infrastructure** to support economic development and help Virginia businesses compete.
 - NVTC supports policies that **promote technology innovation and advancement through the build-out of wireless broadband technology**. It is essential to implement a wireless broadband statutory framework that facilitates the deployment of wireless facilities, including cellular networks and Wi-Fi access points. The framework should provide for more uniformity and streamlining in the permitting process and fee structure across the Commonwealth for this critical infrastructure. This critical infrastructure is necessary to meet growing demand for wireless data, attract businesses that require ultra-fast and reliable network connections and recognize the full potential of Internet of Things (IoT)-related solutions in healthcare, transportation, Smart Cities and other important areas.
 - NVTC supports the **quick implementation of the federally-mandated Metro Safety Commission** to oversee Metro safety and maintenance efforts, implement necessary WMATA Compact and personnel reforms, and ensure continued federal and statewide transit funding. Failure to approve establishment of this Commission may cost Virginia approximately \$6 million per year in federal transportation funds.
 - NVTC supports policies and investments that **position Virginia, Virginia public-private partnerships and Virginia technology businesses to attract and leverage federal infrastructure investments** in transportation, the power grid, telecommunications, data storage and warehousing, security and other critical areas.
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