

The Executive Board Agenda

Wednesday, March 8, 2017 Centralina Council of Governments 9815 David Taylor Drive Charlotte, NC 28262

Chair Patsy Kinsey will convene a meeting of the Centralina COG Executive Board at 6:30 p.m. on Wednesday, March 8, 2017. A light dinner will be served at 6:00 p.m. The meeting will be held in the Catawba Room of the Centralina CCOG Office on the 1st floor of the Broadcom building.

Time	Item	Presenter
6:00 p.m.	Dinner	Kelly Weston
	Please RSVP to Kelly Weston at kweston@centralina.org or (704) 348-2728 by	
	12:00 p.m. on Monday, March 7th so that catering can be arranged.	
6:30 p.m.	Call to Order	Patsy Kinsey
	Amendments to the Agenda (if any)	Patsy Kinsey
Consent Items:		
	ay be considered in one motion and without discussion except for those items removed by	
6:35 p.m.	Approval of the January 11, 2017 Executive Board Meeting Minutes	Patsy Kinsey
Item 1	The minutes of the January 11, 2017 meeting have been distributed to all members of	
<i>Pages 4</i> − 7	the Executive Board and should be approved if correct.	
	Action/Recommendation:	
	I move to approve the January 11, 2017 Executive Board Meeting minutes.	
Regular Business Items		W.1. D
6:40 p.m.	Federal Relations Update Loglio Mozingo of Strategies Consulting will present a performance measures report	Vicki Bott and
Item 2 15 minutes	Leslie Mozingo of Strategics Consulting will present a performance measures report based on performance measures previously approved by the Executive Board, and a	Leslie Mozingo
Pages 9 – 14	briefing on upcoming federal relations-building opportunities and CCOG advocacy	
1 4863 > 14	efforts for which Board support is sought.	
	enous for which Board support is sought.	
	Vicki Bott will report on other efforts related to federal relations, including Regional	
	Connections webinar series and plans for workshops on grants and other topics.	
	Action/Recommendation:	
	The Board is asked to receive as information the performance report and provide	
	feedback on the results reflected in it.	
	I move that the Strategics Consulting Performance Report for January-February	
	2017 be accepted.	
	The Board members are also asked to a) encourage participation in the March 21	
	grants workshop by your jurisdiction's staff, b) continue participating in CCOG	
	Advocacy with our Congressional Delegation, whether in DC or in NC during	
	"district work periods".	
6:55 p.m.	Resolution of Support for Water Resource Management Program and Funding	Jason Wager
Item 3	Staff will present a resolution regarding augmented funding and roles for North	_
10 minutes	Carolina Regional Councils relative to water resource planning and programs.	
Pages 16 – 17		
	Action/Recommendation:	
	Review and pass this resolution seeking legislative and budgetary support for a	
	Regional Council Water Resource Management Program including state funding at	
	the \$1,600,000 level for the 16 Regional Councils to administer regional programs in the state fiscal year 2017-2018.	
7:05 p.m.	CCOG Conference Update	Patsy Kinsey
Item 4	The Executive Board will receive a brief update on the budget, keynote speakers,	Tatoj IIIIooj
20 minutes	breakout sessions, sponsorship commitments, and registration for the CCOG	
Page 19	Regional Conference.	
	Action/Recommendation:	
	The Executive Board members commit to registering for the 2017 CCOG regional	
	conference and to promoting conference registration within their communities to help	
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The Executive Board Agenda

Wednesday, March 8, 2017 Centralina Council of Governments 9815 David Taylor Drive Charlotte, NC 28262

Time	Item	Presenter
	ensure the event reaches its goal of 200 paid registrants.	
7:25 p.m.	Comments from the Executive Board	Board Members
5 minutes		
7:30 p.m.	Comments from the Chair	Patsy Kinsey
5 minutes		
7:35 p.m.	Comments from the Executive Director	Jim Prosser
5 minutes		
7:40 p.m.	Adjournment	Patsy Kinsey

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Executive Board Minutes January 11, 2017

Officers Present	Delegates Present	Delegates Not Present	Centralina Staff
Michael Johnson, Chair	Bobby Compton	Kathy Kitts, Secretary	Vicki Bott
Patsy Kinsey, Vice Chair	Bill Deter	Frank Aikmus	Mike Manis
Bill Feather, Treasurer	Martin Oakes	George Dunlap	Linda Miller
	Jarvis Woodburn	Martha Sue Hall	Jim Prosser
		Bill Lawhon	Marsha Sutton
			Suzanne Tungate
		Tim Smith	Kelly Weston
		Richard Turner	
		John Woods	Guests
		Ronnie Worley	Sarah McAulay
		·	Leslie Mozingo
			_

Call to Order

Chairman Michael Johnson, City of Statesville, called the meeting to order.

Amendments to the Agenda

Vice Chair Patsy Kinsey, City of Charlotte, made a motion to adopt the agenda. Commissioner Bobby Compton, Town of Mooresville, seconded the motion and it carried unanimously.

Consent Items

- 1. Approval of the November 9, 2016 Executive Board Meeting Minutes
- 2. Appointment of Deputy Finance Officers
- 3. Approval of Designated Depositories
- 4. FY16-17 Budget Amendment
- **5.** Centralina Economic Development Commission Appointments Additional Item: Resolution Authorizing the Disposal of Surplus Property

Vice Chair Kinsey made a motion to approve the Consent Agenda. Commissioner Compton seconded the motion and it carried unanimously.

In response to Commissioner Compton's question, Chairman Johnson confirmed that the approval of the Consent Agenda included the additional item, Resolution Authorizing the Disposal of Surplus Property.

6. Federal Relations Update

Leslie Mozingo, Strategics Consulting, presented an overview of her firm's performance report for November through December 2016. She noted that she continues to look for federal funding opportunities in the project areas of Innovation Corridors, Career Headlight, and Regional Freight. She asked the Executive Board to continue encouraging staff and other elected officials in their communities to read the CCOG Grant News emails and to notify Vicki Bott, Grants Development Director, of their community's plans to apply for grants so that applications can be reviewed.

Ms. Bott distributed a sign-up sheet for Executive Board members to indicate their plans to attend upcoming conferences that will provide opportunities for meeting with members of Congress.

Jim Prosser, Executive Director, noted that Ms. Mozingo and Ms. Bott held a successful grants workshop for local communities last fall.

Vice Chair Kinsey made a motion to accept the Strategics Consulting Performance Report for November – December 2016. Commissioner Compton seconded the motion and it carried unanimously.

7. FY17-18 Preliminary Budget Report

Marsha Sutton, Finance Director, presented the proposed operating and grant budgets for FY2017-18. She noted that the amount of the pass-through budget printed in the agenda packet was incorrect and should be \$13,653,000. She added that to calculate a reasonable estimated budget, the proposal is based on final audited numbers, the FY2016-17 adopted budget, and financials from December. More information will be presented at the May Board of Delegates meeting.

In response to Chairman Johnson's question, the difference between the FY2015-16 audited numbers and the FY2016-17 adopted budget was due to conservative projections and anticipated cuts in the Workforce Development budget.

Commissioner Martin Oakes, Lincoln County, requested information on the indirect cost revenue.

Mayor Bill Deter, Town of Weddington, made a motion to recommend to the Board of Delegates the Fiscal Year 2017-2018 Centralina COG annual operating budget proposal in the amount of \$6,221,000 and the annual pass-through budget ordinance proposal in the amount of \$13,653,000 for adoption. Commissioner Jarvis Woodburn, Anson County, seconded the motion and it carried unanimously.

8. Approval of Contract with Arthritis Services of Charlotte and Mecklenburg County Linda Miller, Aging Director, presented an overview of the partnership between Centralina Area Agency on Aging (CAAA) and Arthritis Services of Charlotte and Mecklenburg County.

In response to Commissioner Oakes' question, Mr. Prosser explained that CCOG may have to cut back on its partnership with Arthritis Services if the agency's revenues do not support the program.

In response to Chairman Johnson's question, Ms. Miller explained that under CAAA's administration, some of Arthritis Services' programs will become Medicare reimbursable.

Commissioner Compton thanked Aging staff for their work and the services the department provides.

Treasurer Bill Feather, Town of Granite Quarry, made a motion authorizing the Executive Director to execute a contract agreement with Arthritis Services for the period of February 1, 2017 through June 30, 2017. Commissioner Compton seconded the motion and it carried unanimously.

9. CEDS Update

Mike Manis, Community and Economic Development Director, presented a report on the 2017 update to the Comprehensive Economic Development Strategy (CEDS).

In response to Commissioner Oakes' question, Mr. Manis explained that a three-year Economic Development Administration planning grant and a match from Centralina Economic Development Commission (CEDC) member dues will fund the Community and Economic Development department's work on the updated CEDS.

Commissioner Woodburn made a motion to endorse the CEDC plan for the 2017-2022 CEDS Five Year Update and commit CCOG Board Members' assistance in communication to their local boards, industries, economic development organizations, and community with survey and engagement activities in support of the eight-month process to a September 30, 2017 completion date. Vice Chair Kinsey seconded the motion and it carried unanimously.

10. CCOG Regional Conference Update

Vice Chair Kinsey reported that Conference registration is now open. The morning keynote speaker will be Peter Kageyama from the Alliance for Innovation. Staff continues to work with the Federal Reserve Bank of Richmond to secure a contract with a luncheon keynote speaker from Brookings. Executive Board members can assist staff with Conference sponsorship by encouraging their jurisdictions to reserve a VIP table or by forwarding sponsor prospect suggestions to staff. Eleven sponsors have committed over \$17,000 in funds for the event.

By consensus, the Executive Board committed to registering for the 2017 CCOG Regional Conference and encouraging the full Board of Delegates, other elected officials, and local government staff to register for the event.

11. Nominating Committee Update

Commissioner Compton reported that the Nominating Committee, comprised of himself, Commissioner Jarvis Woodburn, Anson County, and Mayor Pro Tem Martha Sue Hall, City of Albemarle, held a conference call on Monday, January 2nd and selected the following slate of nominees for CCOG officer positions:

Chair: Patsy Kinsey, City of Charlotte

Vice Chair: Bill Feather, Town of Granite Quarry Secretary: Jarvis Woodburn, Anson County Treasurer: Bill Deter, Town of Weddington

Chairman Johnson thanked the nominees for their willingness to serve. He also thanked the Nominating Committee members for their work in selecting the slate.

Comments from the Executive Board

There were no comments from the Executive Board.

Comments from the Chair

Chairman Johnson proposed asking member governments to pay one year's worth of membership dues in advance, with the CCOG crediting back the dues to communities over the course of several months.

Comments from the Executive Director

Mr. Prosser asked the Executive Board members to complete a survey for statewide economic development that had been distributed to them via email earlier in the week. He also noted that CCOG

is working with three communities on downtown development and assisting another community with its land use plan. He asked the Executive Board to keep the organization in mind when considering starting projects such as these. He added that CCOG is working with CATS on preliminary steps for regional transit planning.

Adjournment

With no further business to be discussed, Chairman Johnson adjourned the meeting at 8:10 p.m.

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Board Agenda Item Cover Sheet

Board Meeting Date:	March 8, 2017	Agenda Item Type:	Consent:	Regular:	X
Submitting Person:	Vicki Bott	Presentation Time (est.):	15 minutes		
	Leslie	Phone Number/Ext:	202-255-5760		
Presenter at meeting:	Mozingo, Vicki Bott	Email:	leslie@strategics	s.consulting	1
Alternate Contact Person:	Vicki Bott	Phone Number/Ext: 704-348-2702 Email: vbott@centralina.or			
Afternate Contact Person:	VICKI BOIL			a.org	
Submitting Department:	Grants Development	Department Head Approval:			

Board Expectation: (required action or responsibility expected from Board members)

The Executive Board will receive an update on CCOG's Federal Relations efforts, including a performance report for January through February from Strategics Consulting, and a briefing on related upcoming activities.

Description of Agenda Item:

Leslie Mozingo of Strategics Consulting will present a performance measures report based on performance measures previously approved by the Executive Board, and a briefing on upcoming federal relations-building opportunities and CCOG advocacy efforts for which Board support is sought.

Vicki Bott will report on other efforts related to federal relations, including Regional Connections webinar series and plans for workshops on grants and other topics.

Background & Basis of Recommendations:

<u>Strategics Performance Report</u>. The Executive Board has requested that specific performance measures for CCOG's contract with Strategics Consulting be reported on at each Executive Board meeting. Leslie has prepared an updated Performance Report for the Executive Board's review.

Upcoming Activities.

- 1. CCOG Advocacy in NC. Under Leslie's guidance, CCOG has been developing its "CCOG Advocacy" efforts by which selected Executive Board members and interested fellow CCOG Delegates meet with individual members of our Congressional Delegation to raise awareness of CCOG's role in the region and impact of federal programs. CCOG continues to work on arranging these small group meetings.
- 2. CCOG Advocacy in DC. National conferences in Washington, DC present great opportunities for CCOG Advocacy meetings. With Leslie's assistance, CCOG will schedule meetings with members of Congress and provide CCOG talking points, if CCOG Delegates will let us know they or their colleagues plan to attend these conferences.

Other Federal Relations Efforts.

- 1. Regional Connections Webinars. CCOG staff are preparing the 5th Regional Connections webinar for staff of our members of Congress to be held in mid- to late-April.
- 2. Workshops. CCOG will host a 2-hour grants workshop at our new office location on March 21. Plans are underway to present a breakout session on grantsmanship at the April 6 CCOG Conference, contingent on space in the conference program.

Action / Recommendation:

The Board is asked to receive as information the performance report and provide feedback on the results reflected in it.

I move that the Strategics Consulting Performance Report for January-February 2017 be accepted.



The Board members are also asked to a) encourage participation in the March 21 grants workshop by your jurisdiction's staff, b) continue participating in CCOG Advocacy with our Congressional Delegation, whether in DC or in NC during "district work periods".

Time Sensitivity (none or explain):	The National League of Municipalities conference begins March 11.	
Budget Impact (if applicable):	None.	
List of Attachments (if any):	 Strategics Performance Report for January-February 2017 Grants Workshop Invitation – March 21, 2017 	



PERFORMANCE REPORT: JANUARY – FEBRUARY 2017

VALUE TO CCOG

Review and provide feedback on federal competitive grants prior to submission, draft letters of support and organize support strategies.

- ✓ No feedback requested for any new CCOG competitive grant applications.
- ✓ Confirmed letters of support, which have already been prepared and provided, have been submitted by both Senators Thom Tillis and Richard Burr for the brownfields grant application.
- ✓ Followed-up with six congressional offices to inquire again on the status of their letters of support.

Analyze federal agency grants for areas of opportunities to support CCOG priorities:

- ° Innovation Corridors
- ° Career Headlight
- ° Regional Freight
- ✓ Nothing new found to date, but the legislative language request focuses on the need for regional planning grants.

Where there are no good fits, work with CCOG to start creating new opportunities for the priorities listed above.

✓ Prepared two legislative requests to be delivered and discussed with Members of Congress by elected officials attending conferences in Washington, DC.

Alert CCOG to competitive grant funding opportunity announcements.

- ✓ Grants News sent January 30 and the week of February 20th.
- ✓ Worked on forecast for grant announcements expected for third quarter (Apr Jun 2017).
- ✓ Sent specific grant notices on Senior Corps Community Service, Broadband Access, Water Infrastructure Innovative Financing, and Regional Conservation Partnership Program directly to individual CCOG staff.

Alert CCOG to legislation and executive action where new funding opportunities are created.

✓ No new legislation or executive action with new funding opportunities at this time.

Build knowledge of CCOG's positive reputation with Congressional Delegation and Executive Offices.

- ✓ Communicated with elected officials attending DC conferences, scheduled meetings, prepared talking points, and attended meetings.
- ✓ Continued working with schedulers for Senators Burr and Tillis to arrange their attendance at future Board meeting.

Connect CCOG with key points of contact.

- ✓ Updated list of contacts in the congressional offices.
- ✓ Scheduled meetings in DC for CCOG elected officials.

Report quarterly to Executive Board.

✓ Prepared performance report and for presentation to Executive Board on March 8.

VALUE TO CCOG MEMBERS

Provide notice on competitive grant opportunities for local governments.

- ✓ Grants News sent January 30 and the week of February 20th.
- ✓ Began work on Grants Forecast for Q3 (Apr Jun 2017).

Conduct quarterly "Lunch and Learn" grants workshops at CCOG offices.

✓ Began preparation for next grants workshop, scheduled for March 21.

Review and provide feedback on six federal competitive grants brought forward from CCOG members on a first-come-first-serve basis, prior to submission, as well as draft letters of support and organize support strategy for those six applications.

✓ No requests for competitive grant feedback have been made by individual CCOG members.

Draft customized talking points for communications with Congressional Delegation and staff members.

✓ Prepared talking points for those attending meetings with Members of Congress in Washington, DC during the National Association of Counties annual Legislative Conference.

For more information, contact Leslie Mozingo at (202) 255-5760 or leslie@strategics.consulting.



Invites local government staff to a CCOG Grants Workshop

Effective Grant-Writing for Federal Grants

Tuesday, March 21, 10:30am – 12:30pm

CCOG Catawba Room, 9815 David Taylor Dr., Charlotte, NC 28262

Do you have program funding needs for

Police, Fire, Planning, Housing, Community/Economic Development, Transportation, Utilities, Public Health, Social Services, Parks & Rec?

Want to prepare stronger federal grant proposals with less stress?

Back by popular demand, this workshop is designed for you!

Whether you've worked on dozens of competitive grant applications, or are new to the world of federal grants, this workshop will help you hone your skills and provide tools for more effective grantsmanship. Workshop highlights include:

- Overview of Types of Grants & Grant-finding Resources
- Grant-Writing Keys to Success & Guiding Principles
- The Grant Writing Process & Tools

You'll come away with workshop materials and tools you can use for your next grant proposal, such as, templates for proposal development work plan, project budget, application checklist, and more.

The workshop presenters have a combined 35 years' experience with federal grant programs and grant-writing: Leslie Mozingo, of Strategics Consulting, and Vicki Bott, CCOG Grants Development Director.

FREE REGISTRATION & PARKING

Reserve your seat today – space is limited to the first 35 registrants.

Registration includes your reserved place in the workshop, workshop handouts and digital copies of grant-writing tools.

To register, please email grants@centralina.org using subject line "Effective Grant-Writing Workshop" with your name, organization and department, phone # and email address. Confirmation of registration or waitlist status will be emailed to you.

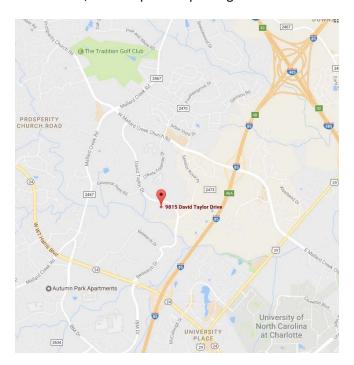
See over for map and driving directions to CCOG's new office location.

Questions? Contact Vicki Bott at grants@centralina.org or 704-348-2702.



Directions to CCOG Offices at 9815 David Taylor Drive, Charlotte, NC 28262

Our offices are in University Research Park, conveniently located off I-85 between the WT Harris Blvd and Mallard Creek Church Road exits, with ample free parking.



From I-85 S:

Take Exit 46 for Mallard Creek Church Rd, and turn right onto W Mallard Creek Ch Rd
In 0.3 miles, turn left onto Senator Royall Place
In 0.9 miles, turn right onto David Taylor Drive
In 0.3 miles, CCOG offices are on the left.

From I-85 N:

Take Exit 45B for WT Harris Blvd west (NC-24 West), turn right onto W Mallard Creek Ch Rd In 0.3 miles, turn right onto Research Drive In 0.5 miles, turn right onto David Taylor Drive In 0.8 miles, CCOG offices are on the left.

From I-77 S/I-485 Inner:

Take Exit 19A-B for I-485 Inner towards NC 115
In 2.3 miles, take Exit 30 for I-85 S and then follow directions above for I-85 S

From I-485 Outer

Take Exit 30 for I-85 S and then follow directions above for I-85 S





Board Agenda Item Cover Sheet

Board Meeting Date:	March 8, 2017		Consent: Regular: X		
Submitting Person:	Jason Wager	Presentation Time (est.):	5 minutes		
Ducconton at mostings	Jagan Wagan	Phone Number/Ext:	704-348-2707		
Presenter at meeting:	Jason Wager	Email:	jwager@centralina.org		
Alta-mata Carta d Damas	Jim Prosser	Phone Number/Ext:	704-348-2703		
Alternate Contact Person:	Jim Prosser	Email:	jprosser@centralina.org		
Submitting Department:	Planning	Department Head Approval:	Michelle E. Monce		

Description of Agenda Item: (same wording as on agenda summary)

Resolution of Support: Water Resource Management Program and Funding from the State to North Carolina Regional Councils

Background & Basis of Recommendations:

- Attached is a resolution for the COG Executive Board's consideration regarding augmented funding and roles for NC Regional Councils relative to water resource planning and programs.
- COGs are currently seeking NC legislator sponsors for legislation this coming session.
- In addition, division directors at NCDEQ are being consulted to ensure they understand this not duplicating work conducted by NC staff and agencies.
- Projects are to be non-regulatory and in some cases fulfill projects recommended in the water quality/quantity plans for each basin.
- Is proposing legislation that would allocate \$100,000 for each Regional Council on an annual recurrent basis beginning with the fiscal year 2017-2018.

Action / Recommendation:

Review and pass this resolution seeking legislative and budgetary support for a Regional Council Water Resource Management Program including state funding at the \$1,600,000 level for the 16 Regional Councils to administer regional programs in the state fiscal year 2017-2018.

Time Sensitivity (none or explain):	Relative only to the NC General Assembly session.	
Budget Impact (if applicable):	None	
List of Attachments (if any):	Resolution of Support	



RESOLUTION OF SUPPORT WATER RESOURCE MANAGEMENT PROGRAM AND FUNDING FROM THE STATE TO NORTH CAROLINA REGIONAL COUNCILS

WHEREAS, adequate water quality and quantity resources are essential to sustain long-term economic and community growth and development for North Carolina; and

WHEREAS, to plan and implement long-term solutions to water quantity and quality issues requires close cooperation by federal, state, regional, and local entities; and

WHEREAS, it is necessary to implement programs and projects recommended by long-term, strategic, regional water resource planning; and

WHEREAS, North Carolina's 16 Regional Councils have successfully provided local governments statewide with a regional means to address issues that stretch beyond any one government's boundaries for over 40 years; and

WHEREAS, Regional Councils operate, in part, to help local governments work collectively and cooperatively on water resource issues and to implement regional solutions that are in the best interest of the respective regional community and the state; and

WHEREAS, Regional Councils working in partnership with the North Carolina Department of Environmental Quality, other state agencies, and key stakeholders will implement water resource projects, programs, and other activities consistent with an annual program of work; and

WHEREAS, the State of North Carolina needs to appropriate \$100,000 for each Regional Council on an annual recurrent basis beginning with the fiscal year 2017-2018 state budget, totaling \$1,600,000, to implement water resource management programs.

NOW, THEREFORE, BE IT RESOLVED by the Executive Board of the Centralina Council of Governments on this 8th day of March, 2017 that legislative and budgetary support be provided for a Regional Council Water Resource Management Program including state funding at the \$1,600,000 level for the 16 Regional Councils to administer regional programs in the state fiscal year 2017-2018.

Patsy Kinsey, Chair	Kelly Weston, Clerk to the Board
CCOG Executive Board	CCOG Executive Board





Board Agenda Item Cover Sheet

Board Meeting Date:	March 8, 2017	Agenda Item Type:	Consent:	Regular:	X
Submitting Person:	Kelly Weston	Presentation Time (est.):	5 minutes		
Day and an advantage	Datas Winner	Phone Number/Ext:			
Presenter at meeting:	Patsy Kinsey	Email:			
Alternate Contact Dayson	Vally Waston	Phone Number/Ext: (704) 348-2728		3	
Alternate Contact Person:	Kelly Weston	Email:	kweston@centralina.org		
Submitting Department:	General Government	Department Head Approval:	Jim Prosser		

Board Expectation: (required action or responsibility expected from Board members)

The Executive Board is asked to receive and provide feedback on an update on planning activities for the 2017 CCOG Regional Conference. Board Members are also asked to register for the event and to assist CCOG staff in promoting conference registration, helping the event reach its attendance goal of 200 paid registrants.

Description of Agenda Item:

The Executive Board will receive a brief update on the budget, keynote speakers, breakout sessions, sponsorship commitments, and registration for the CCOG Regional Conference.

Background & Basis of Recommendations:

The CCOG Regional Conference, "Creative Solutions for Thriving Communities," is designed to provide elected officials and local government staff with practical tools and solutions to address their communities' biggest challenges. This year's Conference will be held on April 6, 2017 at the Charles Mack Citizen Center in Mooresville.

The Conference program a morning keynote address by Peter Kageyama of the Alliance for Innovation, a luncheon keynote address by Amy Liu of the Brookings Institution, and 12 breakout sessions.

This year, local governments will have an opportunity to support the conference by reserving City/County VIP tables, which will include eight complimentary registrations plus a reserved VIP table in both the morning and luncheon keynote sessions.

Action / Recommendation:

The Executive Board members commit to registering for the 2017 CCOG regional conference and to promoting conference registration within their communities to help ensure the event reaches its goal of 200 paid registrants.

Time Sensitivity (none or explain):	The early registration deadline is March 20 th . After this date, registration rates will increase to \$125.00 for government/non-profits and \$149.00 for for-profit entities.
Budget Impact (if applicable):	Conference revenues of \$54,000 in the form of sponsorships and registration fees are expected to equal overall expenses for the event. Reaching the goal of 200 paid registrants will help ensure the event breaks even financially.
List of Attachments (if any):	None