

**Minutes**  
**Commonwealth Competition Council**  
**Monday, January 7, 2008, 10AM**  
**General Assembly Building,**  
**3 East Conference Room**  
**Richmond**

**Members present:**

Senator Emmett W. Hanger, Jr., Chairman  
Roger Ortega, Sr.  
Christopher Andreano  
Beverly B. Davis  
David A. Von Moll  
Sara Redding Wilson  
Kim Y. Farrar  
Robert A. Archer  
Barry R. Green

**Members absent:**

Delegate Timothy D. Hugo  
Delegate Thomas Davis Rust  
Senator J. Brandon Bell, II  
Marian M. Pegram  
Geoffrey Segal, Vice Chairman  
Lana Ingram Digges

Notice of the meeting appeared on the Commonwealth Calendar on the Internet. A quorum was present and Senator Hanger called the meeting to order at 10 AM. He presided over the meeting.

**Public Comment**

None

**Minutes**

The minutes of the November 14, 2007, meeting of the Council were presented for approval. Ms. Sara Wilson Redding made a motion to accept the minutes as presented and the motion was seconded by Mr. Roger Ortega and passed unanimously. In addition, draft minutes appear on the Internet as soon as possible but not later than ten working days following the meeting in accordance with § 2.2-3707.1 of the Code of Virginia. In addition, Commonwealth Competition Council minutes are being posted in accordance with the above to the Council web page at <http://www.egovcompetition.com>.

The next item on the Council's agenda was Mr. Aneesh P. Chopra, Secretary of Technology, who addressed the commission on the Productivity Investment Fund. Secretary Chopra provided a handout and discussed how the missions of the Council and the Productivity Investment Fund concurred one with the other (a link of the presentation can be found on the CCC website).

Mr. Chopra discussed the cost of services provided by the Commonwealth are less than 15 percent of personal revenues. Further, Secretary Chopra advised that there is risk involved in trying to do more with less, but the Governor and his administration want to reward the agencies who develop and demonstrate innovative ways to save dollars for the citizens of the Commonwealth. He articulated how for every Medicaid dollar billed, it costs 15 percent to

correct errors in the invoices, while VISA enjoys a two percent cost to correct billing errors. Mr. Green asked if this was simply Virginia or nationwide and Secretary Chopra responded that these were nationwide statistics.

Secretary Chopra talked about the Public-Private Education Act (PPEA) has helped Virginia develop relationships with private companies that benefit the Commonwealth—Google has provided the Commonwealth with all its search products, Cox Cable and Comcast has placed the courses for a GED Diploma on their “on demand” network channels free of charge to the citizens of the Commonwealth and finally GenWorth Financials has thus far allowed state employees to attend trainings with their employees at no cost to the Commonwealth thus far.

Senator Hanger remarked that this was a great presentation. Mr. Von Moll wanted a clarification on the training cost with GenWorth Financials. Secretary Chopra said that \$100,000 had been set aside and Ms. Sara Wilson Redding would be negotiating future training.

Next on the agenda, Don Darr, Associate Director at the Virginia Department of Planning and Budget presented information on the Privatization and GainSharing efforts in the Governor’s 2009-2010 Biennial Executive Budget (see the CCC website for a link to the presentation). Mr. Darr discussed two of the Governor’s primary initiatives: (1) Expand Pre-K early childhood programs, and (2) Providing \$59 million to Virginia Tech to train and provide researchers in the area of mental health.

### **Issues Pertaining to COMPETE and its Conveyance to Thomas Jefferson Institute for Public Policy**

Ms. Carrie Nee, Assistant Attorney General of the Office of the Attorney General, presented and discussed the agreement to transfer the Commonwealth Competition Council’s COMPETE Materials to the Thomas Jefferson Institute for Public Policy (hereafter referred to as “the Institute”). Ms. Nee advised that Section 10 of the agreement (the Commonwealth recouping any costs involved in updating the COMPETE manual and disc) was unnecessary and could be deleted without recourse. Mr. Andreano made the motion to delete Section 10 and Mr. Von Moll seconded the motion. The motion passed unanimously.

There was a discussion as to whether the Council or the Institute should retain ownership of any updates or revisions. Ms. Sara Wilson Redding made the motion that the Council should continue to retain ownership of any updates and revisions but that these would be available to the Institute the same as the other COMPETE materials. Further, she included in her motion to authorize Senator Hanger to sign the agreement on behalf of the Council. Ms. Beverly Davis seconded the motion and it was passed unanimously. Ms. Nee indicated that she would make the changes as agreed and forward to the Secretary of Administration for approval. Senator Hanger thanked Ms. Nee for her presentation.

Mr. Gentile provided the results of the survey ranking the priority of Council projects. He indicated that six members completed the survey and thus the survey results were limited. Mr. Gentile noted that the coordination of its projects with the projects of the Council for Virginia’s Future was the number one priority. Mr. Gentile suggested that Ms. Jane Kusaik and Mr. Ric Brown attend the next meeting and provide a discussion on the projects of the Council for Virginia’s Future. Kim Farrar agreed that the first three priorities were in line with where the State is but perhaps the Competition Council should look at priority #7 (see the CCC website for survey link). Mr. Barry Green suggested that the state should be evaluating and taking a good

look at privatization projects—is the State really saving the dollars with these private-public contracts? Does the State hold the private contractors accountable? Sara Wilson Redding reported how her agency was able to recover \$2 million because the private contractor for management of the state employee’s health care had not met the terms of the contract.

**New Business**

**Adjournment**

Senator Hanger asked if there was any other business. Since there was no response, he thanked everyone for their attendance and the meeting was adjourned at 11:45 AM.

**Next meeting**

The next meeting of the Council will be held in spring 2008, date and time to be determined.

Jerry J. Gentile  
Department of Planning and Budget