

## Teleconference/Virtual

### AGENDA

Board of Wildlife Resources  
Finance, Audit, and Compliance Committee  
7870 Villa Park Drive  
Henrico, Virginia 23228

October 8, 2020  
2:00 pm

Committee Members: Mr. Brian Vincent, Chair, Mr. Tom Sadler, Mr. Douglas Dear,  
Dr. Mamie Parker

DWR: Staff Liaison: Mr. Darin Moore

1. Call to Order and Welcome  
Mr. Brian Vincent

This meeting is proceeding under Item 4-0.01, subsection G of the Appropriation Act and section 2.2-3708.2 of the Code of Virginia. It is being held by electronic communication, as the COVID-19 virus has made a physical meeting of the Committee impracticable. This emergency imposed by COVID-19 is observed by Executive Orders 51, 53, and 55 issued by the Governor of Virginia. The Committee's actions today shall be solely limited to those matters included on the agenda; there is no public comment on non-agenda items. All of these proposed actions are statutorily required or necessary to continue operations and discharge lawful purposes, duties, and responsibilities of the Board.

**(Call on Frances Boswell for a Roll Call Vote for Attendance to the meeting)**

2. Approval of the January 22, 2020 Meeting Minutes **Final Action**  
Mr. Brian Vincent  
**(Call on Frances Boswell for a Roll Call Vote)**
3. Information Technology Operations and Support: COVID-19 Response  
Mr. Darin Moore

4. Sales Data and Customer Trends: Who, What, Where, How, and When  
Mr. Darin Moore
5. Director's Report  
Mr. Ryan Brown
6. Chairman's Report  
Mr. Brian Vincent
7. Additional Business/Comments  
Mr. Brian Vincent
8. Next Meeting Date: TBD  
Mr. Brian Vincent
9. Adjournment  
Mr. Brian Vincent

DRAFT Meeting Minutes

Finance, Audit, and Compliance Committee  
Board of Game and Inland Fisheries  
7870 Villa Park Drive, Board Room  
Richmond, Virginia 23228

October 23, 2019  
1:00 pm

**Present:** Mr. John Daniel, **Chair**, and Mr. Brian Vincent; **Absent:** Mr. Douglas Dear; **Board Members in attendance:** Mr. Leon Boyd, Ms. Karen Terwilliger; Dr. Mamie Parker; **Executive Director:** Mr. Ryan Brown; **Director's Working Group:** Mr. Tom Guess, Mr. Lee Walker, Mr. Gary Martel, Mr. Darin Moore, Dr. Gray Anderson, Major Scott Naff and Major Bryan Young.

The Committee Chair welcomed everyone and call the meeting to order at 1:00 pm. The Chair noted for the record that a quorum was present for the meeting.

**Approval of the August 21, 2019 Meeting Minutes:** The Chair called for a motion to approve the minutes of the August 21, 2019 Finance, Audit, and Compliance Committee meeting. Mr. Vincent made a motion to approve the minutes of the August 21, 2019 meeting minutes. Mr. Daniel seconded the motion. Ayes: Vincent and Daniel

**Public Comments – Non-Agenda Items:** The Chair called for Public Comments, hearing none, he continued with the Agenda.

**FY2020 First Quarter Finance Report:** The Chair called on Mr. Darin Moore for a presentation.

Mr. Darin Moore presented the FY 2020 First Quarter Finance Report.

After discussion and comments, the Chair thanked Mr. Moore for his presentation.

**Go Outdoors Virginia Updates and Customer Trends:** The Chair called on Mr. Darin Moore for an Update.

Mr. Darin Moore gave an update on Go Outdoors Virginia and Customer Trends .

After discussion and comments, the Chair thanked Mr. Moore for his Updates.

**Director's Report:** The Chair called on Mr. Ryan Brown for the Director's Report.

The Director reported:

- The Director will be presenting the Recovering America's Wildlife Act (RAWA) Resolution at the Board meeting
- Other Natural Resource Agencies meeting with DGIF to look at License Exemptions
- Mentioned the success of the eStore grants program
- Finance and Director watching the Governor's Budget as the Fiscal Year moves along

**Chair's Report:** The Chair thanked everyone for attending the Finance, Audit, and Compliance Committee Meeting and thanked staff for their work on all the presentations.

The Chair asked if anyone had any additional comments or business, hearing none, he announced the next Finance, Audit, and Compliance meeting will be Wednesday, January 22, 2020 at 1:00 pm. The meeting was adjourned at 1:50 pm.

Respectfully submitted,

Frances Boswell  
/s/

# Virginia Board of Wildlife Resources

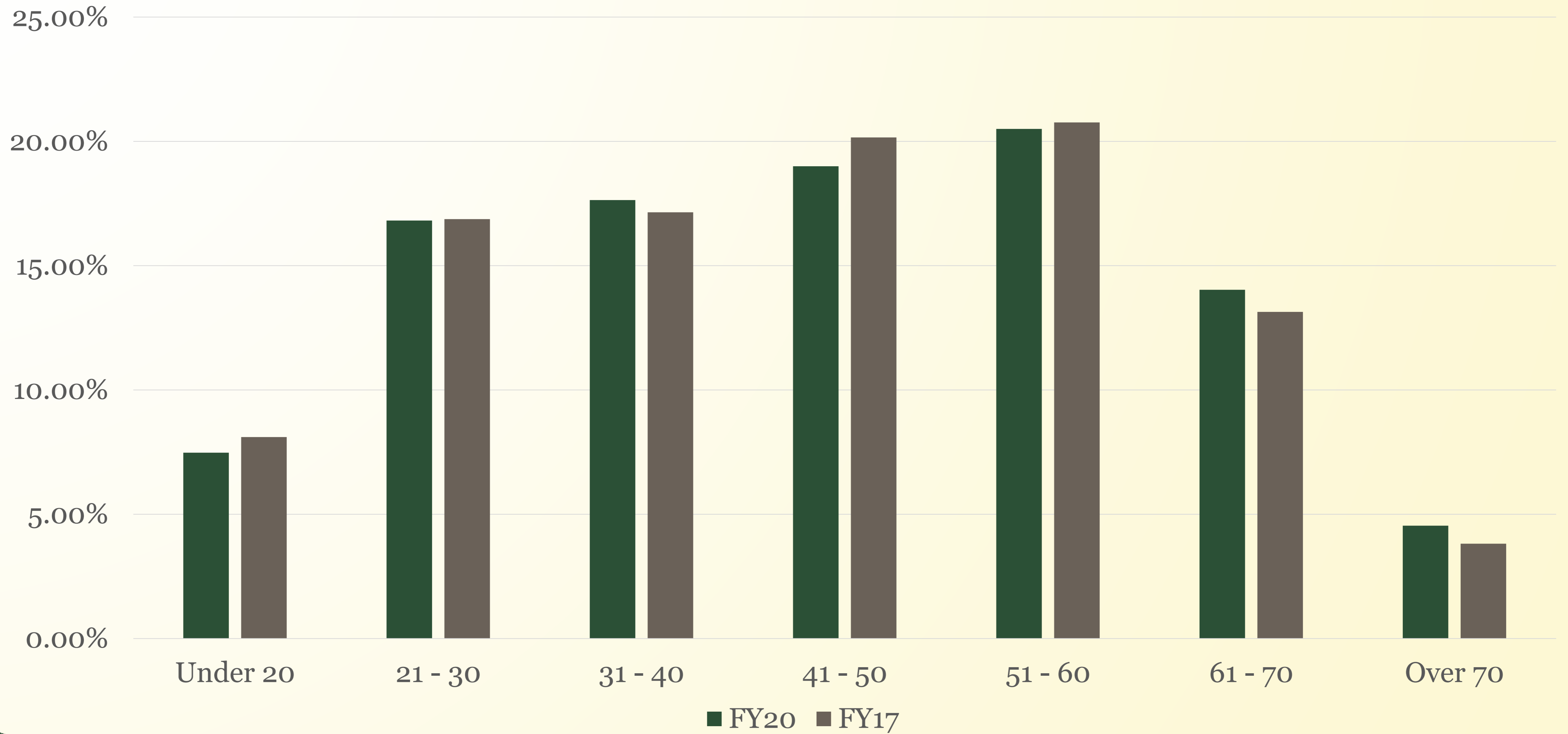
## Finance, Audit, and Compliance Committee October 8, 2020



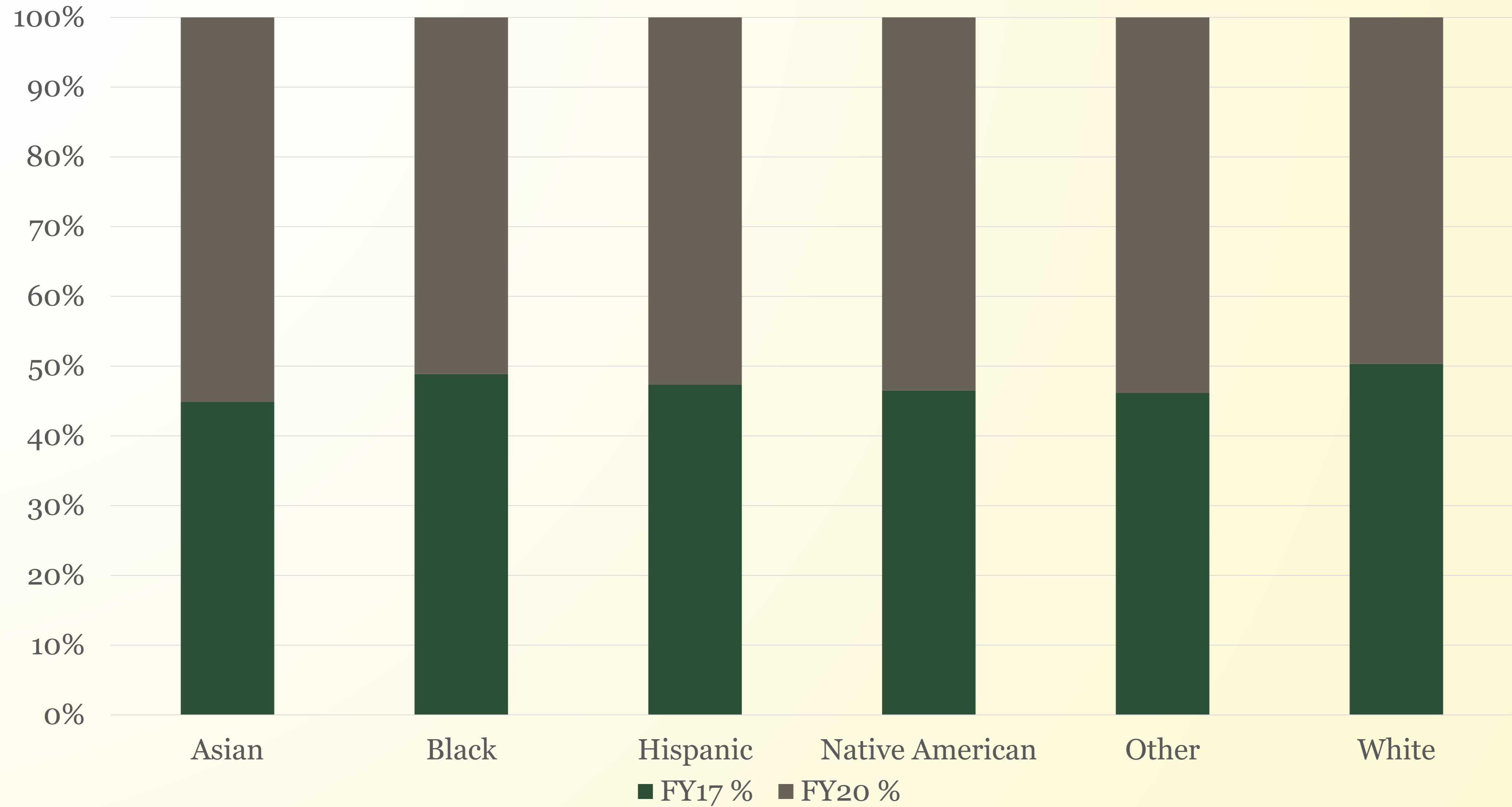
# Sales Data and Customer Trends: Who, What, Where, How, and When



# WHO

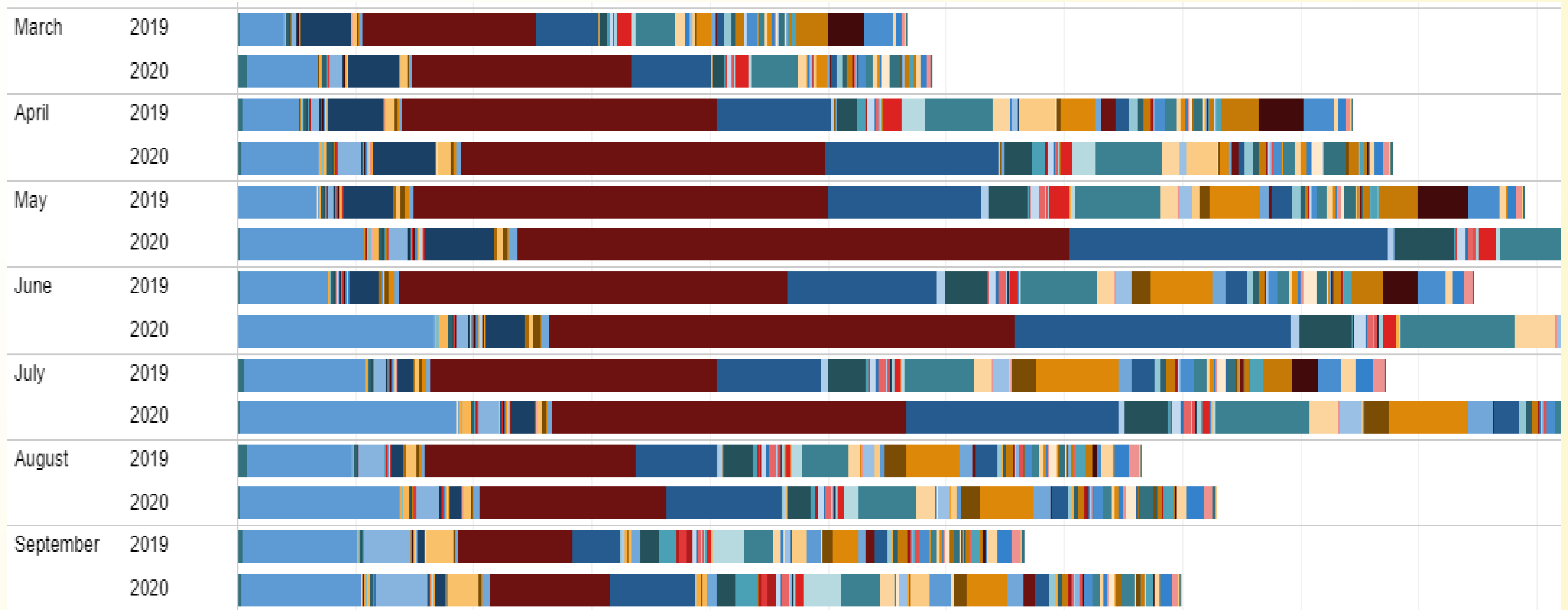


# WHO





# WHAT



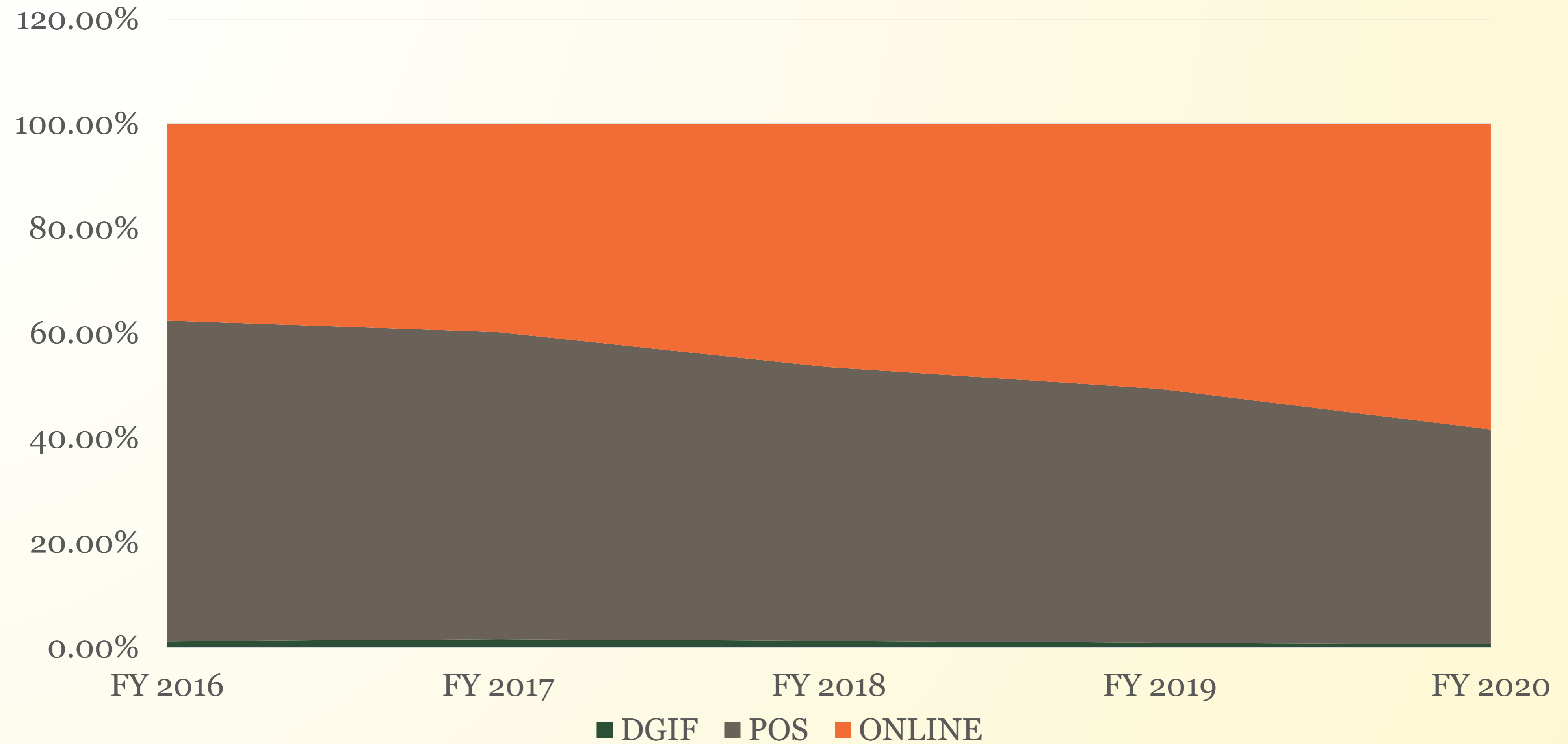
# WHERE



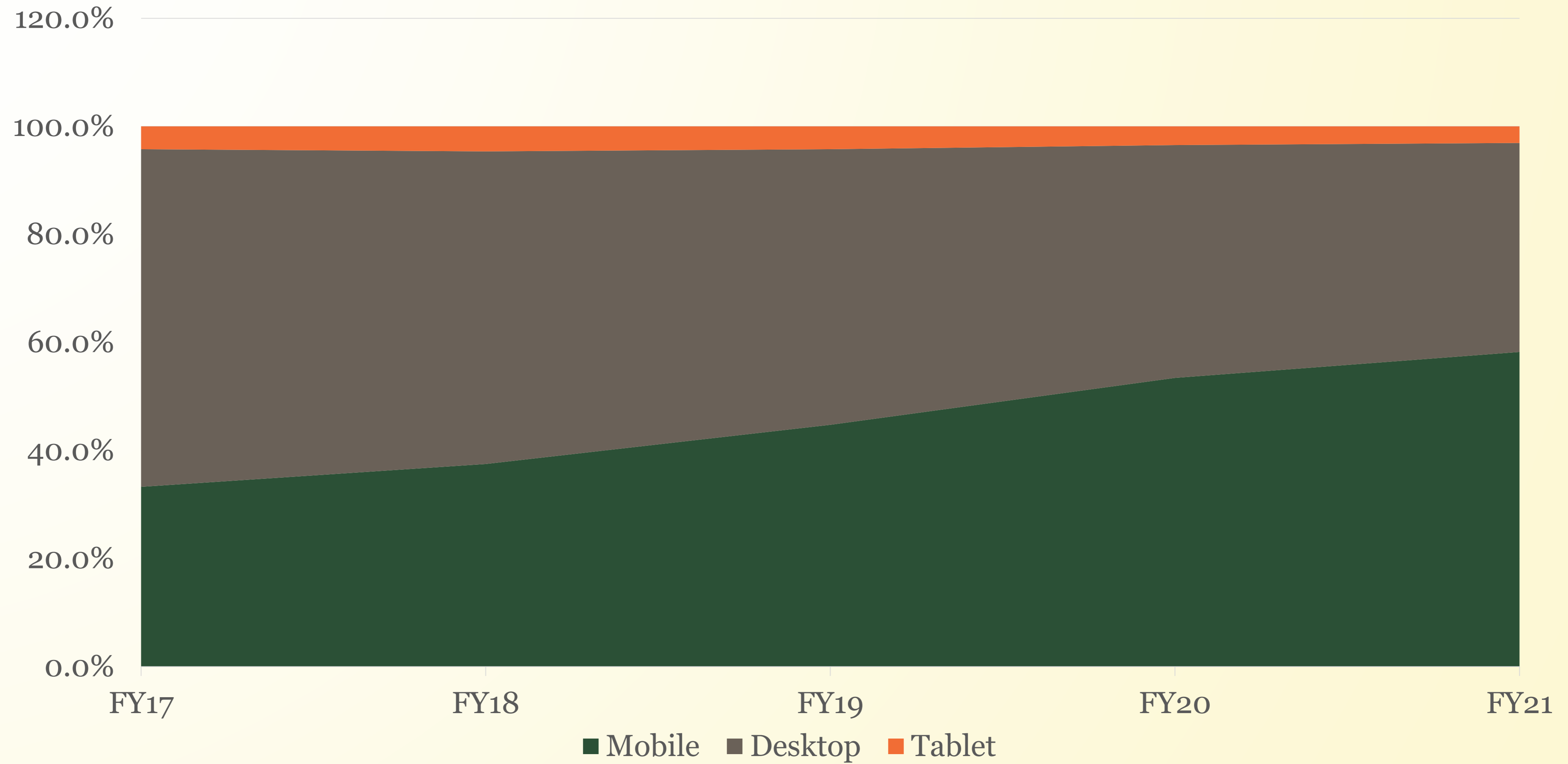
- US Military Stationed in Virginia
- Not a Virginia Resident
- Non-Resident VA College Student Residing at/Near School
- Current Virginia Resident



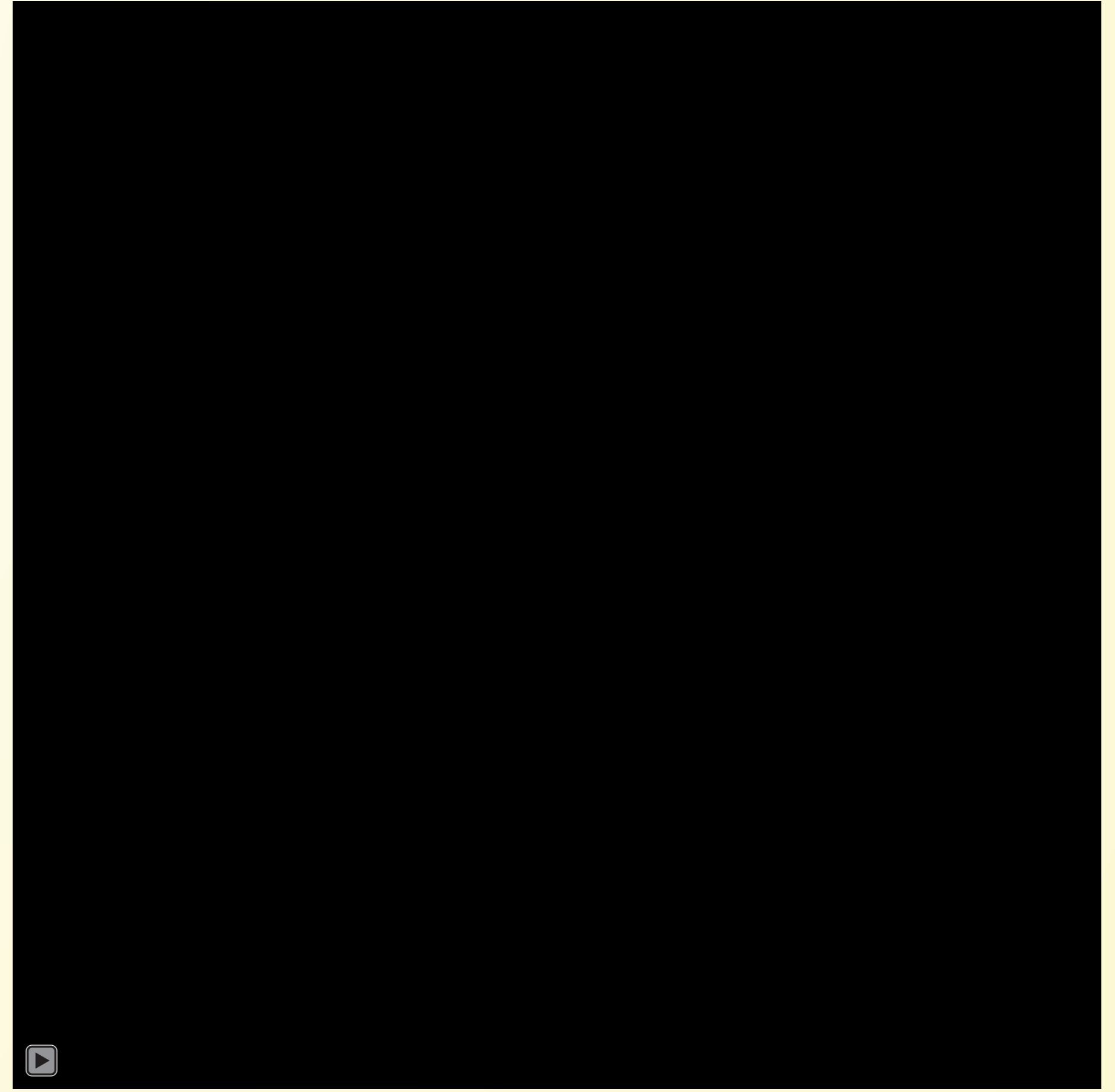
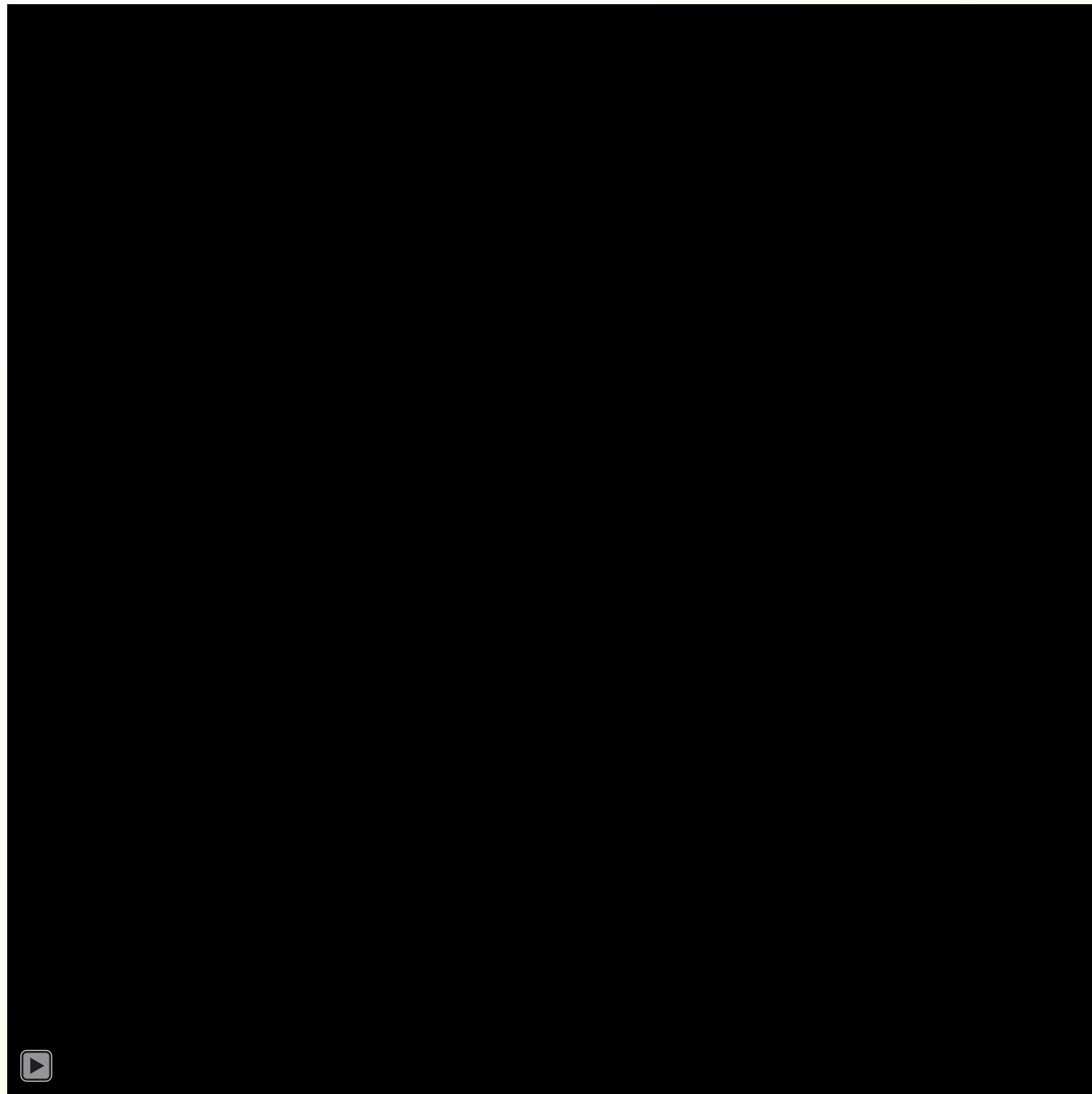
# HOW



# HOW



# HOW

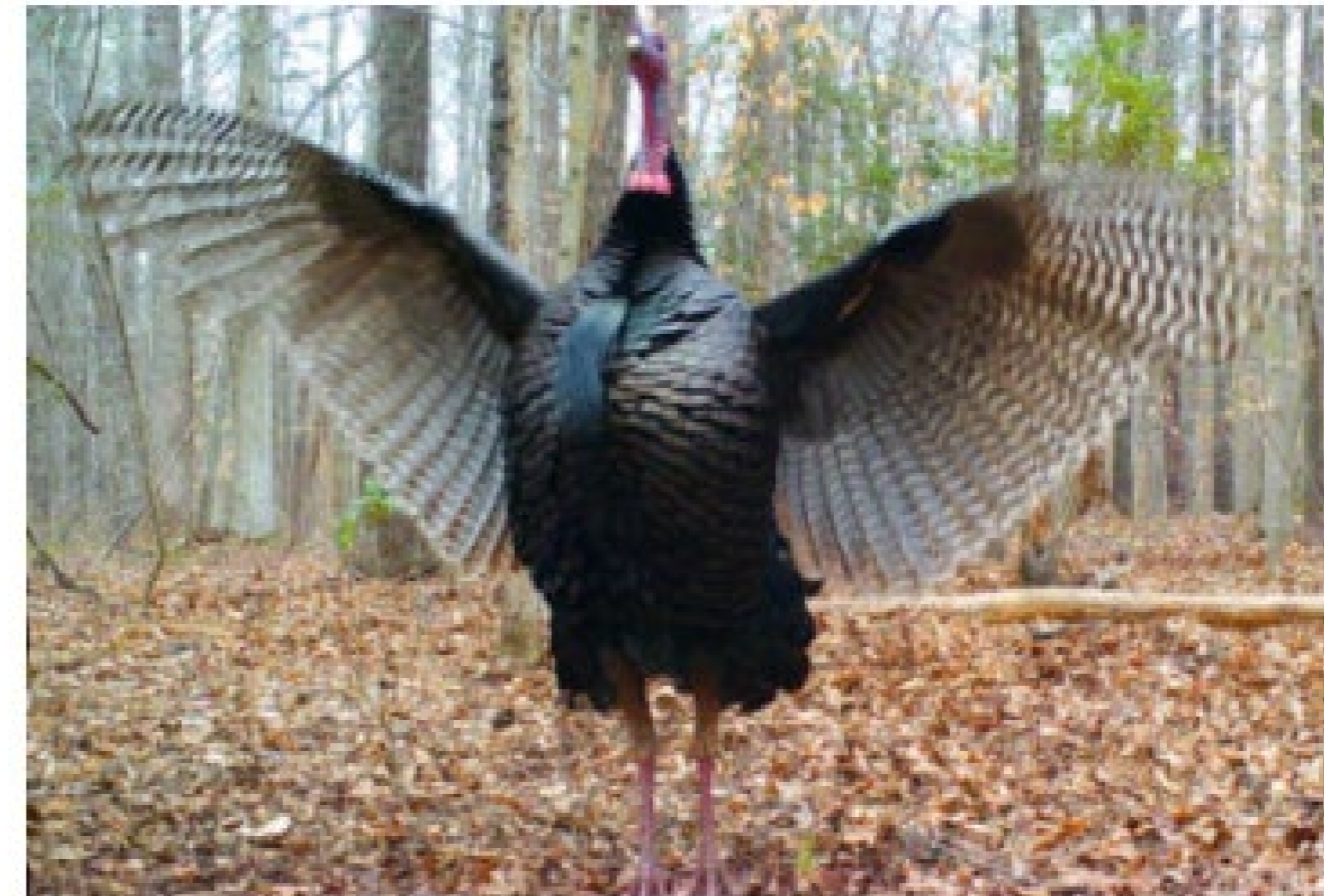


# HOW



## Don't Miss Out this Weekend!

Planning a weekend on the water for you and your friends, but not sure if your fishing license and boating registration is out of date? In order to maximize your fun, know these details before you launch.

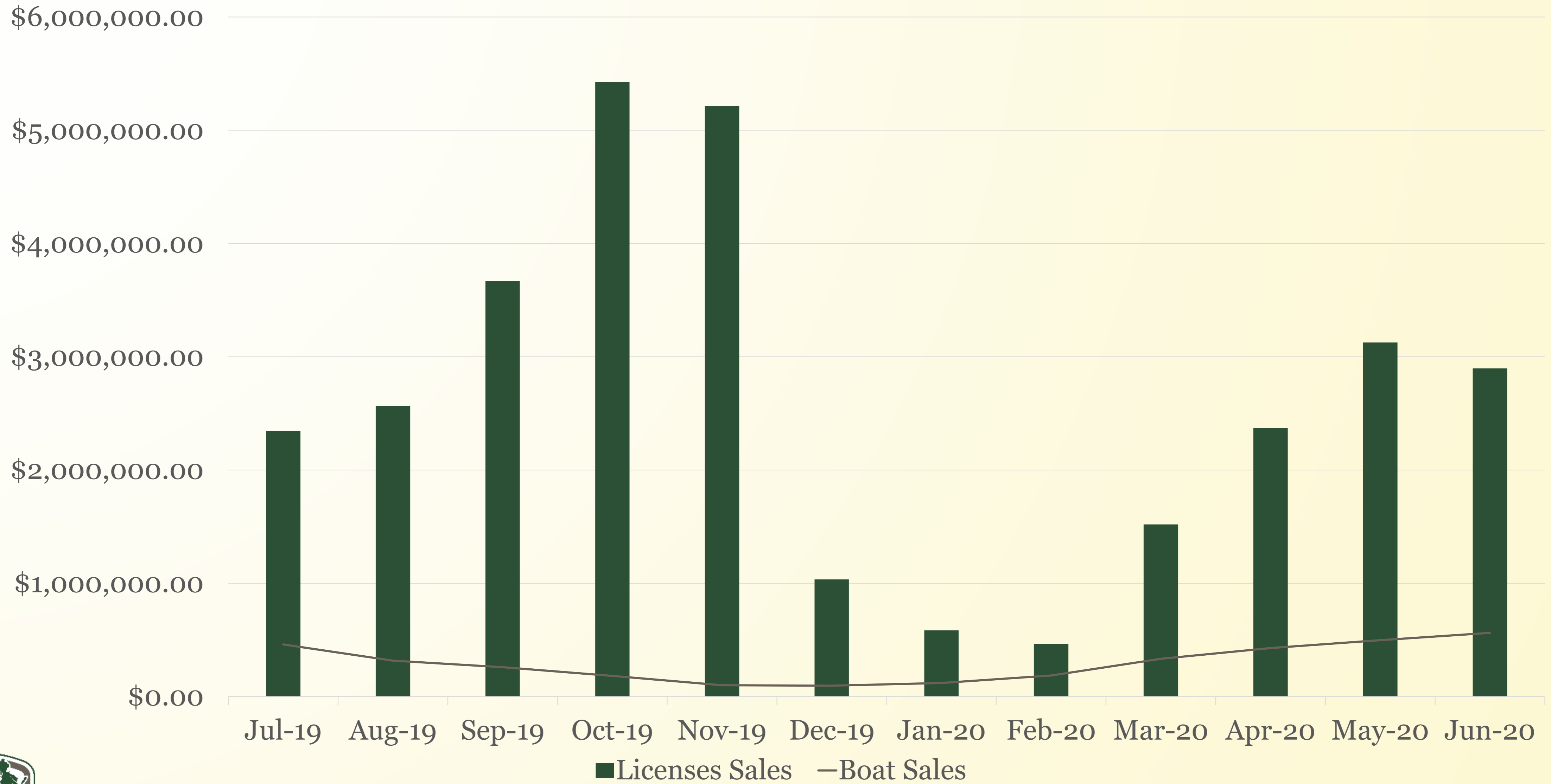


## Spring is Here

And spring turkey season is right around the corner! With over 2 million acres of public hunting land available in Virginia, you're sure to find a great opportunity to get away from it all and reconnect with nature.



# WHEN



# The Future of Go Outdoors Virginia

- Law Enforcement Support
- E-check
- Auto Renew
- Quick Response (QR) Codes
- Expanded Product Offerings
- R3
- Digital "Vanity"
- Mobile App
- E-chat
- Tournaments/Challenge Initiatives
- E-commerce
- Mentoring





# COVID-19 Response: Technology Support



# How it was Received

- Three-fourth considered office/work changes successful
- Less than one in six were inhibited from performing their jobs
- Less than one-fourth experienced any significant difficulties with Internet connectivity, VPN access, and having collaboration-based software and equipment
- Forty percent more positive than they were about future telework
- Fifty-seven percent print/copy reduction
- Higher productivity
- Few if any outages



# The Future of DWR Offices/Technology

- Telework
- Remote Support
- Bandwidth
- Conferencing Capability
- Mobile
- Virtual Collaboration
- Digital Approvals and Retention
- Training
- Re-imagined "the way we've always done it"



Questions?

