



**Introduction:**

Called to order by Stacie Neal @1233

**Intent of Call:**

For those who have not participated previously, the intent of this call is to provide our private sector partners with an update of actions Virginia is taking to mitigate and respond to the impacts of COVID-19 in Virginia. The flow of our agenda will include a situation update, followed by State Agency briefs, and a brief from DHS CISA. Finally, we will open the lines for questions so please hold those questions until the end and the operator will open the line where you will have an opportunity to ask questions the; all speakers will stay on the line. As always, while we may not have answers for every question on the phone today, we always provide responses to you individually whether that be through emails, the Private Sector Portal, updates on our website, or this weekly meeting call.

The purpose of these calls is not meant for solicitation or procurement offers; those need to be directed to the Private Sector email at: [Private.Sector@vdem.virginia.gov](mailto:Private.Sector@vdem.virginia.gov)

Nor is this call is for media; if you are media, please hang up and contact the JIC at [COVID19JIC@vdem.virginia.gov](mailto:COVID19JIC@vdem.virginia.gov)

This call is intended to get actionable information from state government into hands of businesses and industries in Virginia for situational awareness and decision-making purposes relative to your operations & health and safety of your employees.

**Updates:**

As of today, the number of confirmed COVID19 cases in Virginia is 25,800, current total hospitalizations stand at 3,395; there have been 891 fatalities.

On Monday May 4<sup>th</sup> the Governor extended key provisions of Executive Order 53: [EO-53 Temporary Restrictions on Restaurants, Recreational, Entertainment, Gatherings, Non-essential Retail Businesses, and Closure of K-12 Schools Due to Novel Coronavirus \(COVID-19\)](#) until Thursday May 14, at 12 midnight. The Stay at Home Executive Order is in place until June 10; as of last Friday indicators were pointing to this will be rescinded or amended to reflect to an earlier date. The Governor also reported out on what health metrics we are looking for to drive the reopening of the economy are:

- Positive cases in a downward trend for 14 days
- Hospital capacity remaining steady for 14 days



- Increased capacity for testing
- Necessary PPE supplies readily available to continue providing care in hospitals and health care facilities

There is an online slide show regarding these metrics on the Governor's website, as well a link to it on the Private Sector page. Additionally, these new graphics are available daily on VDHA's website and are downloadable.

On May 9, the Governor signed [EO 61 Phase One- Easing Of Certain Temporary Restrictions Due To Novel Coronavirus-\(COVID-19\).pdf](#), presenting a detailed framework for the first phase of Forward Virginia. The plan is to safely and gradually ease the public health restrictions, while containing the spread of COVID19. EO 61 also modifies public health guidance [EO-53-SECOND-AMENDED-Extension-of-Temporary-Restrictions-Due-To-Novel-Coronavirus-\(COVID-19\).pdf](#) as well as [EO-55-Temporary-Stay-at-Home-Order-Due-to-Novel-Coronavirus-\(COVID-19\).pdf](#), and establishes guidelines for Phase One of reopening. The phase one guidelines will be implemented when the data meets public health criteria outlined by the Commonwealth, which is scheduled for May 14 with the exception of Northern Virginia.

The Governor's Phase One approach is based on Science & Data and includes mitigation strategies to slow the spread of the COVID19 virus through enhanced safety practices. The plan allows localities to consider delaying implementation of Phase One guidelines based on local conditions. Guidance for all business sectors can be found on the Commonwealth's COVID19 webpage, links are also on the private sector webpage. The guidance that is specific to business sectors includes the following:

- Restaurants & Beverage Services
- Farmer Markets
- Brick & Mortar Retail
- Personal Care & Grooming Services
- Fitness & Exercise Facilities
- Campgrounds & Summer Camps
- Religious Services

If you have not yet read the new guidance issued under [EO 61 Phase One- Easing Of Certain Temporary Restrictions Due To Novel Coronavirus-\(COVID-19\).pdf](#), please prioritize making time to do so as it is very thorough and provides specific guidance to business sectors listed above, as well as businesses overall.

On May 11 the Governor announced a pilot program in the City of Richmond to support the Commonwealth's ongoing focus on health equity. The partnership aims to increase equitable access to PPE in underserved communities that may be the most adversely impacted by the virus. Virginia's Health Equity Leadership Taskforce is working to leverage data to prioritize

areas experiencing disproportionate impacts and is partnering with the City of Richmond to prioritize policies & programs. This initiative includes increasing the number of test sites available in those areas.

Yesterday, May 12, the Governor along with the State Health Commissioner, Norm Oliver, issued [EO-62-and-Order-of-Public-Health-Emergency-Four-Jurisdictions-Temporarily-Delayed-From-Entering-Phase-One-in-Executive-Order-61-and-Permitted-to-Remain-in-Phase-Zero](#). This is applicable to specific areas in Northern Virginia to delay entering Phase One of Forward Virginia. Starting Friday, Northern Virginia will delay opening until Thursday May 28 due to the preponderance of cases within that specific area. This decision was made in collaboration with, and at the request of, County Administrators and City Managers in Northern Virginia. There are links to all of these referenced Executive Orders on both the Governor's webpage as well as the Private Sector webpage.

With regard to the Blueprint for Northern Virginia (which includes Phases One, Two & Three) Phase One is very well developed and anticipated to last appx between 2-4 weeks, depending on the Health Metrics. Phases Two & Three have basic frameworks, but are still being fleshed out; as this occurs more information will be promptly provided. These phases are also supposed to last appx 2-4 weeks each.

Phase One Restrictions include:

- Stay At Home directive transitioning to a Safer At Home directive (especially for vulnerable populations)
- The ban of more than ten people at a social gathering in one place at one time will remain in place.
- Continue Social Distancing
- Continue Teleworking
- Face Coverings are still recommended for people in public
- Easing of restrictions on Businesses & Safe Communities, so that they may gradually begin to re-open

Phase One guidelines FOR BUSINESSES include:

- Physical Distancing
- Enhanced Cleaning and Disinfecting
- Enhanced Workplace Safety

Phase TWO guidelines FOR BUSINESSES include:

- Stay at Home for vulnerable populations
- No social gathering of 50 or more
- Continue teleworking
- Continue social distancing
- Face Covering recommended in public
- Further easing of businesses limitation

Phase THREE guidelines FOR BUSINESSES include:

- LONGTERM PLAN
- There must be NO evidence of rebound for a sustained period of time
- (T) 10-12 weeks from implementing Phase Three
- Safer at Home for vulnerable populations
- Removal of bans on social gatherings
- Removal of Capacity Limitations on Establishments
- Continued Heightened Cleaning and Disinfection
- More to Come, as well

The Governor's Press Conferences will continue to be held Monday, Wednesday and Friday at 2pm EST through the end of next week (May 22<sup>nd</sup>). Beginning the week of May 25, 2020 the press conferences will be held Tuesdays and Thursdays.

### **Agency Reports**

#### **Virginia Department of Health Rachel Ellick and Jessica Rosner**

As mentioned, [EO 61 Phase One- Easing Of Certain Temporary Restrictions Due To Novel Coronavirus-\(COVID-19\).pdf](#) and accompanying Business Guidelines were released last week. All businesses should incorporate the first section of the Business Guidelines into their operations. For certain categories of Non-Essential Businesses the first section of the Business Guidelines are required. In Phase One the following guidelines will be enforced and must be adhered to:

- **Restaurants** can continue take-out and delivery; they can also start to offer outdoor dining but only with tables being 6 feet apart and the feeding area may not exceed 50% capacity.
- **Farmers Markets** may also allow pick-up and take-out, and may have outdoor seating, so long as tables are separated by at least 6 ft, including being spaced 6 ft from any pedestrian area, as well.
- **Brick & Mortar Retail** may now expand to 50% occupancy load. Essential Brick & Mortar Retail stores are not capped at 50% occupancy load, but they should still adhere to best practices outlined. Essential Brick & Mortar Retail stores should also provide face coverings for their employees.
- **Fitness & Exercise** limited classes may now be offered in an outdoor setting, but 10 ft of separation is required for all participants, including the instructor. Classes are limited to 10 people, also including the instructor. Outdoor swimming pools may only open for lap swimming, one person per lane, and strictly for health, not recreational purposes. All other pools must remain closed at this time.
- **Hair Salons & Personal Grooming** may open but are limited to 50% occupancy load, one customer per provider. All customers and providers are required to wear cloth masks while services are provided.
- **Campgrounds** may open for short-term stays but each campsite must be 20 ft apart.
- **Indoor shooting ranges** may open at a 50% capacity, and must include physical distancing.

- **Recreational & Entertainment** business will remain closed.
- **Religious services** may operate but only with 50% capacity and proper social distancing observed while both seated and/or moving throughout the facility; no common items are to be passed during these services.

### Department of Agriculture: Bill Scruggs

VA Tech Department of Agriculture and Applied Economics recently published a study related to COVID19, which will be sent out via tonight's email distribution, or you can access it at: [aaec.vt.edu/extension/resources.html](http://aaec.vt.edu/extension/resources.html). This study focuses mainly on the impact the COVID-19 pandemic has had on Virginia's farm and agribusiness sector as of the beginning of May 2020. It was conducted to raise awareness of the economic impacts of the disease that have been felt much more broadly, as businesses have been forced to close or operate under different conditions, and as consumer spending power declines. As we look ahead, there is tremendous uncertainty about how the pandemic will end and how it will affect the global economy and our individual lives and livelihoods both in the short term and permanently. Of note, this 32-page document specifically goes into depth on the following areas:

- General economic outlook
- Overviews of the pandemic's disruptions to the U.S. food supply chain and several major agricultural industries in Virginia
- Agricultural policy under the pandemic
- Detailed analysis of effects of the pandemic on Virginia grain markets
- Results of a national survey of the impacts of the pandemic on aquaculture producers, with a focus on Virginia's main aquaculture products
- Analysis of the current state of affairs for U.S.-China

Commodity prices have finally started to stabilize after several weeks of a volatile market conditions:

- Feeder Cattle prices are mostly steady at this time, but still 6% lower than February 2020.
- Grain prices continue to be pressured by low export, low ethanol production in the country, and concern over gross feed demand because of meat plant closures.
- National beef & pork slaughter capacity is down significantly due to plant closures, and plants running at reduced capacity.
- Appx 50 plants have temporarily closed around the country, and those that do remain open, or have re-opened, are running at reduced capacity.
- The United States is down by 32% in beef slaughter, and down 36% in pork slaughter compared to this time last year.
- Demand for produce remains strong; supply and prices have significantly rebounded from the start of the food service and restaurant supply chain disruptions.
- Virginia has not entered their produce season yet but many grocer retailers have expressed interest in local farms, and local direct store delivery will be moved up to a much earlier phase this year.



With regard to food distribution, the Department is working via an MOU with Virginia Federation of Food Banks to assist in applying for FEMA dollars; the federation is looking for \$1.5M for the food purchase program.

Last week USDA released the awardees for CFAP's boxed lunch program; only one company in the Commonwealth was awarded funding ([De Lune Corp](#) located in Springfield, VA). However, [Costal Sunbelt](#) in MD was also a recipient, and they work with 15-20 of Virginia's key farmers in the produce supply chain.

Some background on CFAP: USDA Secretary Sonny Perdue announced the Coronavirus Food Assistance (CFAP) program on April 17, 2020. CFAP will use funding and authorities provided in the Coronavirus Aid, Relief, and Economic Security Act, the Families First Coronavirus Response Act, and other USDA existing authorities. This \$19 billion immediate relief program will provide critical direct support to our farmers and ranchers, maintain the integrity of our food supply chain, and ensure every American continues to have access to the food they need.

In cooperation with the VA Department of Health and the VA Farm Bureau, tonight (May 13) at 7PM EST there will be a webinar to discuss the Guest Worker program, specifically safety requirements for both employment as well as housing. It can be accessed at: [global.gotomeetings.com/join/453890901](https://global.gotomeetings.com/join/453890901)

## **VDEM**

The number of COVID19 declarations continues to increase: the current number is 136 jurisdictions. Even the number of open EM centers has increased, now at 58. VDEM continues to remain at FULL ACTIVATION, albeit largely virtual. This is now officially the longest activation in Virginia history, even surpassing 9/11, with no end in sight.

VEST is coordinating efforts to enhance testing opportunities using the National Guard in addition to the VA Department of Health. The focus is on congregate housing (i.e.: Long term care facilities, jails & prisons), meat processing plants, and, finally, the community at large. VA has increased its testing capacity; goal is to increase it even more.

The Governor's EO's have been translated into multiple languages; however, if there are documents you come across on the webpage that need translation, or if there is a language you notice has been overlooked, please email the specifics to [Private.Sector@vdem.virginia.gov](mailto:Private.Sector@vdem.virginia.gov) so we may assist in translating materials into what you may need.

## **VDEM PS:**

By way of an Update on FEMA's cloth face masks, the first distribution has occurred. VDEM received 120k cloth masks, which have already been distributed to various businesses in and around VA. This was done in conjunction with trade associations and also informed by requests directly received by the VDEM PS program.

A second round of cloth face masks have now been received. Distribution prioritization is underway, with the focus being on CI Employees and Essential Workers, particularly transportation industry (not just trucking, but also Uber and Lyft to ensure those individuals have the PPE they need as they provide services during the reopening of the economy). There is also a focus on grocery workers, and other essential workers that interface with the public.

If you have a PPE need and have not yet been in contact with VDEM PS, please be sure to do so by emailing [Private.Sector@vdem.virginia.gov](mailto:Private.Sector@vdem.virginia.gov). VDEM PS is working closely with the VDEM Regional staff (who work directly with each local EM) to coordinate distribution of all cloth face masks so as to ensure localities are aware that this PPE item is inbound as they make their own PPE distribution decisions.

As Virginia looks to reopen, VDEM PS is aware that many businesses are in the process of trying to source PPE on their own. If you are having difficulty, and you have needs, please be aware of the following three resources (all of which can also be accessed thru the link that is listed in the daily VDEM PS email for the dashboard):

1. [Virginia Department of General Services](#)
2. [Virginia Manufacturing Association](#)
3. [ProjectN95.org](#)

With regard to the PS Survey, if you have offers of assistance and you have submitted to the survey, or you are thinking about doing so, here are some reminders:

- The survey is where Business & Industry can submit any offers of assistance (donations and/or procurement) relative to critical supplies for hospitals and Health Care workers, first responders, and emergency responders in general.
- The Survey is not limited to PPE; it can be services, equipment, skilled teams, etc.
- You can access the survey here: [virginia.gov/COVID19supplies](http://virginia.gov/COVID19supplies)
- Please coordinate within your company if you are making a submission, as your company can use one submission for any type of offer; this also avoids duplicative submissions which slows down tracking and follow up for everyone, because of time spent having to de-conflict multiple submissions from the same company.



If you have received a follow up email from VDEM PS in response to your submission, please read through it closely to ensure you reply with all the requisite information. This is necessary for you to move forward in the process; if you have not replied with all of the additional information that was requested after 3 attempts to reach you, your offer will be placed on hold, and you will need to reach out at that point. So, check your spam folder if you are waiting for a response from VDEM PS. Turn around time for all offers of assistance is between 48-72 hours, with the exception of any submission made on a Friday afternoon (as these requests are being reviewed Monday-Friday only).

## Q&A

Q: How do you update pricing that was provided on a procurement offer via the PS Survey?

A: If you have not yet been contacted by someone on our team asking for a formal quote you will be soon. At that point you can provide updated pricing. If you are already working with someone in our Department of General Services (DGS) you can coordinate updated pricing with them directly. We understand pricing is fluctuating with the market and the survey is just meant to be a starting point for collecting information.

Q: When can trade shows and conferences commence?

A: Likely Phase Three, so stay tuned.

Q: What was the link for tonight's webinar?

A: [global.gotomeetings.com/join/453890901](https://global.gotomeetings.com/join/453890901)

Q: Can you share more detail on what the business community can expect with the new guidance that the state will now be opening Regionally?

A: The Localities in Northern VA asked VDEM to wait to open because the number of cases; and with it being so close to DC and MD, it made sense for Northern Virginia to stay closed.

We will provide more information on this as things become more certain, especially around testing, as Phase Two and Phase Three (which as mentioned is still being fleshed out) so, more to come on a future call.

**Reminders** – this information is included in all messaging sent from the Private Sector Portal

**Private Sector Website:** <https://vdem-private.virginiainteractive.org/private-sector/>

To receive regular updates from Virginia, please register for the Virginia **Private Sector Portal** at <https://bit.ly/VaPrivateSector>

**Private Sector Survey** for issues, unmet needs, and offers at <http://virginia.gov/covid19supplies>



## VDEM Private Sector Conference Call Notes May 13, 2020 @1230EST



For questions that cannot be addressed through the Survey or issues accessing the Portal or Survey, please email [private.sector@vdem.virginia.gov](mailto:private.sector@vdem.virginia.gov)

For questions about essential services, please direct your inquiry to [commerce.trade@governor.virginia.gov](mailto:commerce.trade@governor.virginia.gov)

For updates and guidance on COVID-19, please visit <http://www.vdh.virginia.gov/coronavirus/>  
For non-clinical information, waivers, and situational updates, please visit <https://www.vaemergency.gov/coronavirus>

**Call frequency** – weekly

Next Call Wednesday, May 20, 2020, 12:30PM