



REGIONAL COUNCIL 9 – EXECUTIVE COMMITTEE

OCTOBER 1, 2019

9:30 am to 11 am

**UVA Research Park, 1001 Research Park Boulevard, Suite #301 Conference Room
Charlottesville**

AGENDA

- | | |
|---|-----------------------------|
| 1. Welcome | Jim Cheng, Chair |
| 2. Public Comment | Jim Cheng |
| 3. Approve Meeting Minutes from July 22, 2019 | Jim Cheng |
| 4. Approve Financials through June 2019 | Andy Wade, Treasurer |
| 5. Approve Capacity Building Contract and Annual Report due Oct. 1 | Jim Cheng |
| 6. Vote for Accepting Region 9 Growth Plan Update (2019) | Jim Cheng |
| 7. Update on “Venture Hub” Planning Grant | Jim Cheng |
| 8. Regional Entrepreneurship Investment (REI) opportunity | Jim Cheng |
| 9. Chair Update | Jim Cheng |
| 10. Director Update | Shannon Holland |
| 11. Other Business | Jim Cheng |
| 12. Staff compensation for Growth Plan Update | Helen Cauthen |
| 13. Adjourn | Jim Cheng |



REGIONAL COUNCIL 9 – EXECUTIVE COMMITTEE

JULY 22, 2019

1pm to 2:30 pm

UVA Research Park, 1001 Research Park Boulevard, Suite #301 Conference Room
Charlottesville

MINUTES

Attendees

Executive Committee Members: Jim Cheng (Chair), Ed Scott (Vice-Chair), David Pettit, Pace Lochte, Tom Click

Absent: Andy Wade, Felix Sarfo-Kantanka

Staff: Shannon Holland, Helen Cauthen

1. Welcome

Jim Cheng

Jim Cheng called the meeting to order at 1:04 pm.

2. Public Comment

There were no members of the public present. There was no public comment.

3. Approve Meeting Minutes April 24, 2019 Meeting

Jim Cheng

Ed Scott made a motion to approve the April 24, 2019 Meeting Minutes, as presented. Tom Click seconded the motion. The motion carried.

4. Financials

Andy Wade

Shannon Holland, presented the Financials through May 31, 2019 because Andy Wade was unable to attend the meeting. She noted that the Statement of Financial Position shows there is about \$5,000 in checking. Typically there is about \$75.

She added that the Statement of Income and Expenses shows the Council is at 38.2% of budget for FY2019. She noted that this was misleading because almost \$51,000 in the planning grant line is committed to the "Venture Hub" Business Plan RFP planning grant and that about \$99,000 of the \$111,111 in budgeted Project Reserves was transferred to Per Capita to support the Regional Business Park and Young Entrepreneurs Project as directed by the Council. Therefore, approximately \$310,297 is committed and paid year to date putting the percentage of budget at 79% vs. 38.2%. Shannon Holland added that the Fiscal year ended June 30, 2019 and that the Council will have to close out FY2019 funds before using dollars from FY2020. She advised the group that the GO Virginia Board did not award \$111,111 in project reserve funding in the FY2020 regional budgets.

Pace Lochte asked if the expense to date column in the project budgets was cumulative per project or for the fiscal year only. Shannon Holland said she would clarify with the accounting staff.

5. Vote to Accept Liz Walters, Bingham & Taylor, Ex-Officio

Jim Cheng

Jim Cheng notated that per the Bylaws, the Chair of Virginia Career Works – Piedmont Region, formerly Piedmont Workforce Council, is appointed to the Region 9 Council as an Ex-Officio member. Jeff Waite formerly served as that member. He noted that the new Chair is Liz Walters, HR leader for

Bingham & Taylor and that she had agreed to serve on the Council Ex-Officio.

Tom Click made a motion to accept Liz Walters as Ex-Officio member to the Region 9 Council. David Pettit seconded the motion. The motion carried.

6. Task Force Members

Jim Cheng

Jim Cheng referred to the Task Force Group membership lists in the meeting packet, reminding the group that each council members serves on at least on task force.

Ed Scott made a motion to approve the list as presented, subject to members' personal preference. David Pettit seconded the motion. The motion carried.

7. FY2020 Calendar

Jim Cheng

Jim Cheng referred to the draft meeting schedule in the packet, noting that per the Bylaws the Council has to set an annual schedule but that the GO Virginia Board doesn't set their calendar until December. Jim indicated he would like an Executive Committee meeting scheduled after the September Board meeting but before the October 10 Council Meeting. Shannon Holland said she would create a doodle poll to identify a date.

8. Region 9 Growth Plan Update (2019) - Final Draft Approval

Jim Cheng

Jim noted that at the June Annual Meeting the Council asked the Executive Committee to approve a final draft of the 2019 Region 9 Growth Plan Update before sending to DHCD by the August 1 deadline. Since the Annual Meeting, DHCD has provided new input based on a previous draft. That input, along with Shannon's working comments was included in the meeting packet. He noted that Shannon would need to integrate these edits into a final version.

David Pettit made a motion to approve the Growth Plan subject to acceptance of edits by Executive Committee members. Tom Click seconded the motion. The motion carried.

9. Director Update

Shannon Holland

Shannon Holland noted that the consultant for the "Venture Hub" Business Plan planning grant was hosting stakeholder engagements sessions on July 25 and July 26. Then, the consultant, Camoin, would be returning for a presentation on business concepts on August 27. The final business plan is scheduled to be presented to the Council at the October 10 meeting. In regard to new projects, she noted that the Catalyst contract has been executed while the Young Entrepreneurs and Regional Business Park contracts are in review. She added that DHCD had negotiated stronger wording regarding RIFA (Regional Industrial Facility Authority) formation in the final Regional Park Contract. Shannon Holland added that she is scheduling new Council member on-boarding meetings beginning in early August and she will be attending Basic Economic Development Training at University of North Carolina from July 28 and August 1.

10. FY2020 Planning

Jim Cheng

Referring to the FY2019 priorities, Jim Cheng began a discussion of FY2020 priorities. Several items were discussed but no specific priorities were established.

11. Other Business

Jim Cheng

Jim Cheng asked for feedback to the Leadership Survey sent by Chris Lloyd, McGuireWoods. He, along with Ed Scott, will approve the final survey response before it is sent to McGuireWoods.

Helen Cauthen asked about the process for signing the MOU agreement recently received from DHCD. The MOU is between the Council and the Central Virginia Partnership. The meeting Minutes from the June 2018 Annual Meeting were referenced. Those Minutes indicate that the Council has previously approved that David Pettit, in collaboration with the Jim Cheng, Chair, can approve contracts and the Chair can sign. David Pettit said he would review subject to acceptance by the Council at the October meeting.

Tom Click made a motion that David Pettit can review the MOU and the Chair can sign, subject to Council acceptance at the October Council meeting. Ed Scott seconded the motion. The motion carried.

12. Adjourn

Jim Cheng

Jim Cheng adjourned the meeting at 2:37 pm.

GO Virginia
Capacity Building - Statement of Income and Expense
July 2018 through June 2019

	Jul '18 - Jun 19	Budget
Income		
41520 · State Grants	167,520.71	291,464.72
Total Income	167,520.71	291,464.72
Gross Profit	167,520.71	291,464.72
Expense		
Total 51000 · Employee Expenses	131,510.63	171,537.09
52100 · Contracted services		
52120 · Accounting Services	3,055.56	6,000.00
52150 · Technical support services (IT)	167.05	
Total 52100 · Contracted services	3,222.61	6,000.00
53000 · Non-personnel related expenses		
Total 53100 · Office supplies and services	2,691.57	3,250.00
Total 53200 · Facilities and equipment	12,337.88	9,460.00
Total 53300 · Travel	1,932.98	2,790.00
Total 53700 · Meetings and board development	2,962.65	6,480.59
53800 · Marketing and Outreach	101.84	11,310.00
Total 53000 · Non-personnel related expenses	20,026.92	33,290.59
54000 · Program expenses		
54400 · Project related expenses		
Total 54410 · Planning	2,705.49	51,704.00
54420 · Project Reserves	0.00	11,761.00
Total 54400 · Project related expenses	2,705.49	63,465.00
Total 54000 · Program expenses	2,705.49	63,465.00
01250 · General Administration	10,055.06	17,172.04
Total Expense	167,520.71	291,464.72
Net Income	0.00	0.00

GO Virginia
Capacity Building - Statement of Income and Expense
July 2018 through June 2019

	<u>\$ Over Budget</u>	<u>% of Budget</u>
Income		
41520 · State Grants	-123,944.01	57.48%
Total Income	-123,944.01	57.48%
Gross Profit	-123,944.01	57.48%
Expense		
Total 51000 · Employee Expenses	-40,026.46	76.67%
52100 · Contracted services		
52120 · Accounting Services	-2,944.44	50.93%
52150 · Technical support services (IT)		
Total 52100 · Contracted services	-2,777.39	53.71%
53000 · Non-personnel related expenses		
Total 53100 · Office supplies and services	-558.43	82.82%
Total 53200 · Facilities and equipment	2,877.88	130.42%
Total 53300 · Travel	-857.02	69.28%
Total 53700 · Meetings and board development	-3,517.94	45.72%
53800 · Marketing and Outreach	-11,208.16	0.9%
Total 53000 · Non-personnel related expenses	-13,263.67	60.16%
54000 · Program expenses		
54400 · Project related expenses		
Total 54410 · Planning	-48,998.51	5.23%
54420 · Project Reserves	-11,761.00	0.0%
Total 54400 · Project related expenses	-60,759.51	4.26%
Total 54000 · Program expenses	-60,759.51	4.26%
01250 · General Administration	-7,116.98	58.56%
Total Expense	-123,944.01	57.48%
Net Income	<u><u>0.00</u></u>	<u><u>0.0%</u></u>

GO Virginia
Statement of Financial Position
As of June 30, 2019

	<u>Jun 30, 19</u>
ASSETS	
Current Assets	
Checking/Savings	
11200 · GO VA Operating Account - Union	13,722.56
Total Checking/Savings	<u>13,722.56</u>
Accounts Receivable	
11000 · Accounts Receivable	95,297.80
Total Accounts Receivable	<u>95,297.80</u>
Other Current Assets	
12000 · Undeposited Funds	3,229.50
Total Other Current Assets	<u>3,229.50</u>
Total Current Assets	<u>112,249.86</u>
TOTAL ASSETS	<u><u>112,249.86</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20002 · Accounts Payable	16,877.46
20004 · Due to CVPED	95,372.40
Total Accounts Payable	<u>112,249.86</u>
Total Current Liabilities	<u>112,249.86</u>
Total Liabilities	<u>112,249.86</u>
Equity	0.00
TOTAL LIABILITIES & EQUITY	<u><u>112,249.86</u></u>

GO Virginia
Budget vs. Actual by Project
July 2018 through June 2019

	Adult Beverage (Projects)			CvilleBioHub (Projects)		
	Jul '18 - Jun 19	Budget	% of Budget	Jul '18 - Jun 19	Budget	% of Budget
Income						
41520 · State Grants	14,696.09	249,472.00	5.89%	30,408.02	83,540.00	36.4%
Total Income	14,696.09	249,472.00	5.89%	30,408.02	83,540.00	36.4%
Gross Profit	14,696.09	249,472.00	5.89%	30,408.02	83,540.00	36.4%
Expense						
Total 51000 · Employee Expenses	12,165.81	18,479.00	65.84%	20,657.68	52,080.00	39.67%
Total 52100 · Contracted services	3.75			5.06	5,000.00	0.1%
Total 53000 · Non-personnel related expenses	74.17			9,745.28	25,260.00	38.58%
Total 54000 · Program expenses	2,452.36	230,993.00	1.06%	0.00	1,200.00	0.0%
Total Expense	14,696.09	249,472.00	5.89%	30,408.02	83,540.00	36.4%
Net Income	0.00	0.00	0.0%	0.00	0.00	0.0%

GO Virginia
Budget vs. Actual by Project
July 2018 through June 2019

	Cybersecurity (Projects)			GWC PTEC (Projects)		
	Jul '18 - Jun 19	Budget	% of Budget	Jul '18 - Jun 19	Budget	% of Budget
Income						
41520 · State Grants	9,611.68	100,000.00	9.61%	134,356.44	244,300.00	55.0%
Total Income	9,611.68	100,000.00	9.61%	134,356.44	244,300.00	55.0%
Gross Profit	9,611.68	100,000.00	9.61%	134,356.44	244,300.00	55.0%
Expense						
Total 51000 · Employee Expenses	9,494.29	72,350.00	13.12%	831.28		
Total 52100 · Contracted services	2.57			3.83	18,000.00	0.02%
Total 53000 · Non-personnel related expenses	114.82			80.92		
Total 54000 · Program expenses	0.00	27,650.00	0.0%	133,440.41	226,300.00	58.97%
Total Expense	9,611.68	100,000.00	9.61%	134,356.44	244,300.00	55.0%
Net Income	0.00	0.00	0.0%	0.00	0.00	0.0%

GO Virginia
Budget vs. Actual by Project
July 2018 through June 2019

	Site Readiness (Projects)			TOTAL		
	Jul '18 - Jun 19	Budget	% of Budget	Jul '18 - Jun 19	Budget	% of Budget
Income						
41520 · State Grants	55,760.15	58,675.00	95.03%	244,832.38	735,987.00	33.27%
Total Income	55,760.15	58,675.00	95.03%	244,832.38	735,987.00	33.27%
Gross Profit	55,760.15	58,675.00	95.03%	244,832.38	735,987.00	33.27%
Expense						
Total 51000 · Employee Expenses	505.92			43,654.98	142,909.00	30.55%
Total 52100 · Contracted services	1.29	800.00	0.16%	16.50	23,800.00	0.07%
Total 53000 · Non-personnel related expenses	27.94			10,043.13	25,260.00	39.76%
Total 54000 · Program expenses	55,225.00	57,875.00	95.42%	191,117.77	544,018.00	35.13%
Total Expense	55,760.15	58,675.00	95.03%	244,832.38	735,987.00	33.27%
Net Income	0.00	0.00	0.0%	0.00	0.00	0.0%

**COMMONWEALTH OF VIRGINIA
FINANCIAL ASSISTANCE CONTRACT
NUMBER 10RC9-20**

July 1, 2019 to June 30, 2020

THIS AGREEMENT by and between the COMMONWEALTH OF VIRGINIA, DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT (herein called the "Department"), Regional 9 Council (herein called "Regional Council") and the CENTRAL VIRGINIA PARTNERSHIP FOR ECONOMIC DEVELOPMENT (herein called the "~~Support Organization~~Support Organization"), WITNESSETH THAT:

WHEREAS, the ~~Organization~~Support Organization has been selected by ~~the~~ Regional Council pursuant to the Virginia Growth and Opportunity Act for the purpose of promoting collaborative planning, economic development, or workforce activities within ~~the region~~the region~~The Regional Council~~ through data analysis, review of best practices, review and analysis of project proposals, and other duties as determined by the Regional Council; and

WHEREAS, the ~~Organization~~Support Organization desires to secure financial support from the Department on behalf of the Regional Council under the terms of the Virginia Growth and Opportunity Act; and

WHEREAS, the ~~Organization~~Support Organization has entered into a Memorandum of Understanding (MOU) with The Regional Council outlining their role to act as the fiduciary for the Regional Council; and

WHEREAS, the Department is empowered to provide state financial support to the ~~Organization~~Support Organization on behalf of the Regional Council to help them achieve the aforementioned objectives;

NOW, THEREFORE, the parties hereto mutually agree as follows:

COMPENSATION

1. Based upon the Virginia Growth and Opportunity Act and the Appropriation Act of the Commonwealth of Virginia for the **2018-2020** Biennium, as amended, the Department agrees to pay to the ~~Organization~~Support Organization for the fiscal year beginning July 1, 2019, and ending June 30, 2020, two hundred and fifty thousand dollars (\$~~250,000~~) in capacity building funds, subject to the approval of the budget submitted by the Regional Council to the GO Virginia Board and provided that the ~~Organization~~Support Organization shall meet the requirements in the GO Virginia financial manual, financial reporting documents, and those listed below.

METHOD OF PAYMENT

2. The Department shall obligate funds after receipt of the MOU with the Regional Council, and any other entities contracted with. Payments will require financial reports to be submitted on time and with proper documentation.

The ~~Organization~~Support Organization agrees to draw cash only as needed for its disbursement on a reimbursable basis.

SCOPE OF SERVICES

3. The ~~Support Organization~~Support Organization shall furnish to the Department the following items during the term of this Contract, or as specified below:
 - a. An MOU, submitted no later than October 1st, 2019. This MOU shall include, at a minimum, the following information:
 1. A description of each entity included in the MOU
 2. The purpose of the MOU
 3. The agreed upon roles and responsibilities each ~~organization~~Support Organization will be providing to ensure project success. The roles and responsibilities should align with project goals, objectives and outputs;
 4. Describe the resources each partner would contribute to the project. This can be a time commitment, in-kind contributions, or grant funds
 5. A statement that the MOU is in compliance with the Virginia Growth and Opportunity Act-
 6. The MOU must be signed by all partners. Signatories must be officially authorized to sign on behalf of the entity and include title and entity name.
 - b. A current list of authorized signatories of the ~~Organization~~Support Organization, including their full name and title.
 - c. An Annual Report that includes a description of the activities conducted by the ~~Support Organization~~Support Organization during the preceding fiscal year, describing how they met the provision of the Growth and Opportunity Act. This report should be submitted through DHCD's Centralized Application and Management System (CAMS) under the Reports and Communication tab.

FINANCIAL REQUIREMENTS

4. The ~~Organization~~Support Organization must adhere to the GO Virginia Financial Manual and any updates that may occur. Updated manuals will be sent to recipients within five business days.
5. Recording and Documentation of Receipts and Expenditures
 - a. Funds awarded are to be expended only for the purposes and activities covered by the ~~Organization~~Support Organization's approved project plan and budget. The ~~Organization~~Support Organization is required to have accounting procedures that provide for accurate and timely recording of receipt of funds by source of expenditures made from such funds and unexpended balances. These records must contain information pertaining to this award, obligations, unobligated balances,

assets, liabilities, receipts and expenditures. Controls must be established which are adequate to ensure that expenditures charged to this award are for allowable purposes. Accounting records must be supported by such source documentation as bank statements, cancelled checks, invoices, paid bills, payrolls, etc.

REQUEST FOR INFORMATION

6. Upon request of the Department, the ~~Organization~~Support Organization will promptly, and in all cases within 30 days, provide any information and/or documentation related to the ~~Organization~~Support Organization's use of GO Virginia funds.

AUDIT REQUIREMENTS

7. The ~~Organization~~Support Organization shall submit an annual audit report to the Department. Financial statements to be audited shall include a Balance Sheet, Income Statement ~~and~~, Statement of Cash Flows ~~and a Budget to Actual Statement~~^[S1]. Financial statements shall be in conformance with generally accepted accounting principles (GAAP) and audits are to be conducted by an Independent Certified Public Accountant (CPA). Audit reports shall be submitted to the Department no later than six months from the close of the ~~Organization~~Support Organization's fiscal year end.

COMMONWEALTH OF VIRGINIA
Department of Housing and
Community Development

By: _____
Erik Johnston, Director

Date: _____

THE REGIONAL COUNCIL

By: _____
Jim Cheng, Chair

Date: _____

~~SUPPORT ORGANIZATION~~ SUPPORT
ORGANIZATION

By: _____
Helen Cauthen, Chief Executive
Officer/President

Date: _____



**COMMONWEALTH OF VIRGINIA
FINANCIAL ASSISTANCE CONTRACT ATTACHMENTS
REGION 9 GO Virginia Council
July 1, 2019 to June 30, 2020**

Memorandum of Understanding

MOU adopted in 2017 continues until either party provides 90 day notice.

FY 2020 authorized signatories of the Central Virginia Partnership for Economic Development, including full names and titles:

John Egerston
Chair
Central Virginia Partnership for Economic Development

John Young
Vice Chair
Central Virginia Partnership for Economic Development

Helen Cauthen
President
Central Virginia Partnership for Economic Development

FY 2020 authorized signatories of the Region 9 Council, including full names and titles:

Jim Cheng
Chair
GO Virginia Region 9 Council

Ed Scott
Vice Chair
GO Virginia Region 9 Council

Helen Cauthen
President
Central Virginia Partnership for Economic Development
(as permitted by the Council)



Description of the activities conducted during FY 2019 by the Central Virginia Partnership for Economic Development (Partnership) as the Support Organization for the Region 9 Council:

RESULTS

The Central Virginia Partnership for Economic Development (Partnership), as the support organization for the Region 9 Council, provided expertise, administrative assistance and infrastructure to ensure a second successful year for the GO Virginia Region 9 Council. The Partnership continues to extend and share its extensive regional relationships to leverage and advance GO Virginia activities. With the support of the Partnership, the GO Virginia Region 9 Council awarded GO Virginia funding for three projects totaling \$1,159,550 that leveraged \$2,618,850 in other funding in FY2019.

CONVENING STAKEHOLDERS

In addition to staffing 7 Council Meetings and 12 Council related meetings such as Task Force Meetings, the Partnership continues to include a GO Virginia update on each Partnership Board Meeting agenda. The Partnership provides the opportunity for the GO Virginia Director to discuss GO Virginia opportunities at its monthly Economic Development Meeting. The Partnership also hosted a presentation about the Louisa County Regional Business Park opportunity, as well as related site development initiatives, at a Spring Board Meeting. Finally, the Partnership ensures that VEDP is aware of Region 9 projects and activities.

COLLABORATION

The Partnership completed a strategic planning process this past fiscal year and looked to the Region 9 Growth Plan and outcomes to ensure the organizations are in alignment in order to maximize opportunities for regional growth. The Partnership also serves as the support organization for Virginia Career Works –Piedmont Region and the Central Virginia Small Business Development Center and thus regularly ensures that organizations maximize resources through collaboration. The Partnership leadership and Board have been closely involved in many of the Region 9 projects while in development as a project partner.

GROWTH PLAN

The Partnership also provided critical expertise, research and support to develop and publish the 2019 Region 9 Growth Plan Update. The report was developed in-house when consultant pricing far exceeded the available budget. The 2019 Region 9 Growth Plan Update was approved by the GO Virginia Board in September.

SITE READINESS

This year, the Partnership wrapped up its Central Virginia Site Readiness Region 9 Enhanced Capacity Building Grant involving eight localities. The Partnership hosted Draper Aden and ECS at a Board Meeting to present the results of that project. As the result of that project and the ensuing conversations around the topic, there are now four Tier 4 sites in Region 9 when previously there were none. Two of the sites are over 100 acres and now qualify for Virginia Business Ready Sites Program funding. A Draper Aden representative noted that we have “moved the needle” and encouraged the Partnership to continue this important work.



The Partnership also took the lead to get Board members to participate with supportive public comments for the Regional Business Park project before the Louisa County Board of Supervisors. Additionally, the Partnership has taken the lead for initiating early conversations around a RIFA in the region that could support the Regional Park. The Partnership will support the Regional Park grant with re-allocated funding from participating localities.

ENTREPRENEURSHIP ECOSYSTEM

Recognizing the gaps in the entrepreneurship ecosystem, the Partnership participated in early meetings that resulted in the “Venture Hub” Business Plan planning grant, along with other partners, to develop a plan for an Entrepreneurship Gateway. Sean Carr, Executive Director, UVA’s Batten Institute, was a special guest at an ED Partners meeting where rural entrepreneurship was the topic. The Partnership also collaborated with the Council to host a tour for rural economic developers to visit two enterprise centers in Fauquier County to lay the groundwork for a rural entrepreneurship initiative. Recently four economic development directors from rural localities collaborated to apply for the Young Entrepreneurs Program Resource ECB proposal that will support creating high school entrepreneurship programs in rural counties.

FY2020

The Partnership recognizes the incredible opportunity that GO Virginia represents to the economic growth and diversity in the Partnership footprint and Region 9. We expect the next fiscal year to be as successful in driving collaboration and growth as this past year was.



Description of the activities, priorities and outside initiatives conducted during FY 2019 by the Region 9 Council:



The Region 9 Year End Report on Growth Plan Implementation and the FY 2019 Executive Committee Priorities – Update attached and included with Partnership Report, detail the activities, priorities and outside initiatives conducted during FY 2019 by the Region 9 Council with the support of the Central Virginia Partnership (Partnership). The following narrative highlights key points and will be provided in the CAMS report.

Three grants were awarded during the FY2019 grant funding cycle totaling \$1,159,550 that leveraged \$2,618,850 in other funding. Since 2017, the Region 9 Council has awarded eight grants totaling \$1,895,537 and leveraging \$4,308,425 in other funding to advance opportunities identified in the region's 2017 Growth & Diversification Plan (Growth Plan).

Some of the FY 2019 Priorities included driving the agenda to develop strong project pipeline, getting local government more engaged and generating entrepreneurship ecosystem projects. In pursuing the priorities, activities included driving GO Virginia opportunity awareness through earned and social media, developed the 2017 Region 9 Growth Plan- Update with internal resources, met with leaders in all localities, advanced opportunities in regional site development through Regional Business Park grant, advanced entrepreneurship ecosystem opportunities through the "Venture Hub" planning grant, the Catalyst Accelerator grant, the Young Entrepreneurs Resource Program grant, and hosting high profile entrepreneurship presentations during the Entrepreneurship Ecosystem Conference at the Tom Tom Festival in April featuring GO Virginia Chair, Dubby Wynne.

FY 2019

Region 9

YEAR END REPORT ON GROWTH PLAN IMPLEMENTATION

FUNDS AWARDED – PER-CAPITA

This report provides a summary of activity for FY 2019. FY2018 is also presented in some areas in order to demonstrate cumulative efforts since the Region 9 Growth Plan was published in August 2017.

FY	Per Capita Allocation	Rollover from prior year	Added from Capacity Building	Total Available for Projects	YTD Total Awarded	FY Funds Remaining
FY2019	\$1,000,000	\$60,314	\$99,350	\$1,159,664	\$1,159,550	\$114
FY2018	\$546,301	\$0	\$250,000	\$796,301	\$727,447	\$0

APPROVED PROJECTS – PER CAPITA

FY	GO Virginia \$ Requested	Locality \$ Match	Other Match \$	Project	Frame-work	Target Industry	Applicant Organization
2019	475,200	475,200	250,000	Catalyst	Innov & Entr.	All	The Rector and Visitors at UVA
2019	600,850	2,802,150		Regional Business Park	Sites	All	Louisa County
2019	83,500	87,500	4,000	Young Entrepreneurs Resource Guide (ECB)	Innov & Entr.	All	Fauquier County
2018	244,300	431,625	1,000,000	GWC PTEC	Talent Dev	Light Mfg	Culpeper County
2018	249,472	50,000	259,000	Crafting Higher Paying Jobs and Adult Beverage Exports	Talent Dev.	Food & Bev Mfg	PVCC
2018	100,000		136,000	Central Virginia Cybersecurity Partnership (ECB)	Talent Dev.	IT/Comm	PVCC
2018	58,675	58,675		Central Virginia Site Readiness (ECB)	Sites	Light Mfg	Central Virginia Partnership
2018	75,000		84,600	CvilleBioHub (ECB)	Grow Existing Business	Biotech	CvilleBioHub



PROJECT FRAMEWORKS AND TARGET INDUSTRIES

To align projects with the Region 9 Growth Plan, a primary framework and target industry is assigned for each project. With the approval of the two Innovation & Entrepreneurship projects awarded this year, at least one project has been funded for each framework. Additionally, all target industries, with the exception of Financial & Business Services, have been targeted.

ENGAGEMENT – BUSINESS, EDUCATION AND LOCALITIES

Incentivizing regional collaboration between business, education and localities is one of the goals of GO Virginia. Region 9 continues to build momentum in engaging these partners.

Business: Though many new nonprofit organizations were engaged in projects this year, private sector support has played more of an advisory role in FY2019. For example, informing the need for a Regional Business Park.

Education: To date, all four institutions of higher education in Region 9 are partnering to support or drive projects. This year, Lord Fairfax Community College is supporting the Young Entrepreneurs Project and UVA is a driver of the Catalyst Accelerator Program.

Localities: To date, all eleven localities within the Region 9 footprint have been involved with approved projects by supporting financially, developing the project, or writing Letters of Support. This year two localities supported the Catalyst Project directly; eight localities supported the Regional Business Park directly or indirectly, and four localities participated in the Young Entrepreneurs Resource Guide proposal.

PROJECT INQUIRIES

There were 40 new project inquiries or discussions with potential applicants this year, up from 38 the prior year. The breakdown is as follows.

FRAMEWORKS (FY18/FY19)

- 19/9 Talent Development
- 10/14 Innovation/Entrepreneurship
- 5/1 Sites
- 4/12 Growing Existing Businesses

TARGET INDUSTRIES (FY18/FY19)

- 12/1 Light Manufacturing (broadly applied)
- 11/11 IT/Communications
- 5/8 Food & Beverage Manufacturing
- 3/3 Biotech
- 0 Financial & Business Services

PROJECT PIPELINE

Moving into FY2020, it is expected that the Regional Council can help facilitate and drive more projects. Some of the opportunities include supporting three post-ECB projects for CvilleBioHub, Cybersecurity and Site Readiness. Additional opportunities could develop for Inter-regional projects, as well. The Region 9 Growth Plan Update to be published in August 2019, will outline the opportunities.

FY 2019 Executive Committee Priorities - UPDATE

ISSUE	ACTION ITEMS	SUCSESSES
Regional Council Drives the Agenda	<ul style="list-style-type: none"> In Marketing/Promotion Plan include: <ul style="list-style-type: none"> Constant Contact emails Amplify messaging through Council's Networks, i.e. Linked-In Continue press outreach Develop list of all Board approved projects Develop a master list of potential partners Develop a list of Chamber Presidents 	<ul style="list-style-type: none"> LinkedIn page has almost 100 followers Largest linked in post – Catalyst Birthstone – had over 1,000 likes 20 articles on regional projects, posted on website and promoted via LinkedIn All projects to date have been driven by Council members or contacts Developed Growth Plan Update In-house
Get Local Government more Integrated	<ul style="list-style-type: none"> Staff will present to localities Provide Locality Contact Lists to Council Invite Del. Steve Landes, GO Virginia Board Member, to speak at a Council Meeting Continue inviting legislators to Council Meetings 	<ul style="list-style-type: none"> Met with all locality administrators + economic development offices Charlottesville has set aside a budget of GO Virginia dollars Albemarle and Charlottesville and UVA collaborating in unprecedented ways
Generate Innovation and Entrepreneurship Ecosystem Framework Project for Region 9 Pipeline	<ul style="list-style-type: none"> Consider convening a regional group on the topic Identify contacts by county for task force members to contact Develop a Master List of Contacts in this sector 	<ul style="list-style-type: none"> Catalyst project approved Young Entre. Program Resource project approved "Venture Hub" Business Plan Planning Grant TEconomy Assessment completed 12/18 With Partnership, rural localities have toured Fauquier county business resources centers; met with Sean Carr, Batten Institute, in addition to other meetings Sponsored TomTom activities Plan to review per capita set aside in Fall, after "Venture Hub" plan complete
Generate Projects targeting Business & Financial Services in Region 9	<ul style="list-style-type: none"> Staff to set up meeting with key sector leaders 	<ul style="list-style-type: none"> n/a
Identify next generation of leadership	<ul style="list-style-type: none"> Standing Nominating Committee can lead this initiative First meeting to be set later in FY 2019 	<ul style="list-style-type: none"> More diversity on Executive Committee Nominating Committee focused on diversity, target industries, and locality engagement

FY2020
Region 9 Council Priorities

PRIORITIES	ACTION ITEMS
Regional Council Drives the Agenda to generate pipeline of Regional and Inter-Regional	<ul style="list-style-type: none"> • Support ECB applicants in developing subsequent grant proposals • Engage Task Forces to drive proposals • Meet with other regional staff members to identify Inter-Regional project opportunities • In Marketing/Promotion Plan include: <ul style="list-style-type: none"> ○ Create promotion plan for Growth Plan Update
Get Business and Industry more involved	<ul style="list-style-type: none"> • Network at regional business events • Promote opportunities and projects on LinkedIn • Seek earned media in business outlets
Generate Innovation and Entrepreneurship Ecosystem Framework Project for Region 9 Pipeline	<ul style="list-style-type: none"> • Support Innovation Task Force to develop Council recommendation for Regional Entrepreneurship Investment (REI) opportunity • Support recommendations in Growth Plan Update to help create rural localities entrepreneurship resource or coalition • Support potential activities at TomTom Festival in Charlottesville
Develop new partners and potential funders	<ul style="list-style-type: none"> • Meet with regional foundations • Identify other potential funders or partners
Identify next generation of leadership	<ul style="list-style-type: none"> • Driven by nominating committee



August 22, 2019

Dr. Kim Blosser
Office of the President
Lord Fairfax Community College
173 Skirmisher Lane
Fairfax Hall, Room 110 A
Middletown, VA 22645-1745

Dear Dr. Blosser,

It is with great pleasure that I am reaching out to you on behalf of the entire Region 9 Council to invite you to attend FY2020 Region 9 Council meetings as a special guest. As a special guest you are invited to sit at the Council table and participate in discussion. A special guest is a non-voting role.

The Council hopes that this is a way to for Lord Fairfax Community College to be further engaged without compromising the Council's compliance with bylaws and enabling legislation, both of which require the Council membership be a majority of business leaders.

The FY2020 Council meetings are listed below.

- Thursday, October 10, 2019, UVA Research Park
- Thursday, January 30, 2020, Location TBD
- Thursday, April 30, 2020, Location TBD
- Friday, June 19, 2020 (Annual Meeting), Location TBD

We look forward to hearing from you about this opportunity. Please contact me directly with any questions. Or, you may reach Shannon Holland, Director GO Virginia Region 9 at sholland@centralvirginia.org or 434-979-5610 ext. 103.

Regards,

A handwritten signature in blue ink, appearing to read 'Jim Cheng', with a long horizontal flourish extending to the right.

Jim Cheng
Chair, GO Virginia Region 9 Council



VIRGINIA INITIATIVE FOR
**GROWTH &
OPPORTUNITY**
IN EACH REGION
REGIONAL COUNCIL 9

August 29, 2019

Tamarah Holmes, Ph.D.
Associate Director of Policy and Strategic Development
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, VA 23219

Re: Virginia Telecommunication Initiative (VATI) 2020
"Delivery of Technology – Culpeper, Orange, Madison (DOT COM)"

Dear Dr. Holmes,

We are writing to convey support for the Delivery of Technology – Culpeper, Orange, Madison (DOT COM) application.

GO Virginia Region 9 is part of a statewide business-led initiative to create higher paying jobs and diversify the Virginia economy. The Region 9 Growth & Opportunity Plan (Plan) assessed key economic indicators in our eleven locality Region 9 footprint that includes the Counties of Culpeper, Orange and Madison. The Plan identifies critical opportunities for growing the regional economy, including a recommendation for regional broadband development.

The specific recommendation for Growing Existing Businesses is that *"Communities should help extend quality broadband to their citizens and business by entering into public-private partnerships to solve certain infrastructure shortcomings."*

Because the GO Virginia Board is not currently considering broadband projects, the Region 9 Council is pleased to see innovative projects and partnerships, such as DOT COM, advance broadband access in the region and address the needs identified in the Plan.

Broadband is an essential part of the modern economy and is as critical to growth as more traditional infrastructure. We understand that this project will enable Culpeper, Madison and Orange Counties, along with Virginia Broadband, to install a necessary fiber middle mile along James Madison Highway extending 18 miles through three counties to serve schools, vocational training centers, businesses, healthcare facilities, and others. This project is an innovative regional collaboration that will help drive regional economic growth.

Sincerely,

A handwritten signature in black ink, appearing to read 'Jim Cheng'.

Jim Cheng
Chair, GO Virginia
Region 9 Council

Sincerely,

A handwritten signature in black ink, appearing to read 'Ed Scott'.

Ed Scott
Vice Chair
Region 9 Council



Board Policy #8

TITLE: Use of GO Virginia Funds for Investments in Broadband

EFFECTIVE DATE: 09/10/2019

AUTHORITY: § 2.2-2486 - §2.2-2489 of the Code of Virginia

POLICY STATEMENT: It is the policy of the Virginia Growth and Opportunity Board that funds may be used for projects supporting regional broadband planning efforts focused on private sector service provisions as localities prepare to use taxpayer dollars to incentivize private sector broadband infrastructure build out. The Board will only require a 50% local match for regional broadband planning efforts given the exceptional economic opportunity of these projects. Further, Virginia Growth and Opportunity funds may be used for middle mile broadband infrastructure projects, including but not limited to fiber and conduit, which extend telecommunications networks, in partnership with the private sector, and focus on meeting the business needs of a community. The Board will consider future applications that leverage broadband deployment with digital literacy and internet relevance programming connected to business growth and expansion opportunities. Both of these funding opportunities should meet normal match requirement.

It is the policy of the Virginia Growth and Opportunity Board that funds shall not be used for broadband projects focused on providing direct or retail broadband service to customers (also known as “last-mile”).

APPROVAL AND REVIEW: This Board policy was reviewed and approved on 09/10/2019.

SUPERSESSION: This Board policy is new.

DHCD DIRECTOR: Erik Johnston