



**REGIONAL COUNCIL 9  
JANUARY 28, 2021  
2:00 PM to 4:00 PM  
Zoom Link or Call-In**

Due to the State of Emergency declared by the Governor due to the impact of the COVID pandemic, this meeting is being held via electronic means. Participation information is included with this agenda.  
Public Comments are welcome. To submit a public comment form, enclosed, complete the attached form and email to [sholland@centralvirginia.org](mailto:sholland@centralvirginia.org)

**AGENDA**

- |  |   |
|--|---|
| <b>1. Welcome</b>  | <b>Ed Scott, Chair</b>                          |
| <b>2. Roll Call</b>  | <b>Shannon Holland, Director</b>                |
| <b>3. Public Comment</b>   | <b>Ed Scott</b>                                 |
| <b>4. Approve Council Business</b>   | <b>Ed Scott</b>                                 |
| a. Meeting Minutes   |   |
| b. Financials  |   |
| c. FY2020 Capacity Building – Projected Closeout Budget                    |   |
| d. Contract Extension: Crafting a New Normal ERR FA                        |   |
| e. Revise Council Guidance for Approving Contract Extensions or Amendments |   |
| <b>5. Nominate and Vote for Treasurer for Expiring Term</b>                | <b>Ed Scott</b>                                 |
| <b>6. Strike Force Update</b>  | <b>Ed Dalrymple, Vice Chair</b>                 |
| • Connector Platform – ERR Fast Access                                     |   |
| <b>7. Project Review and Vote</b>  | <b>Ed Dalrymple, Vice Chair</b>                 |
| • Business Resiliency – ERR >100k  |   |
| <b>8. Project Update – Project Reconnect (ERR Fast Access)</b>             | <b>Sarah Morton,<br/>Director, VCW-Piedmont</b> |
| <b>9. Chair Update</b>   | <b>Ed Scott</b>                                 |
| • General Business   |   |
| • GENEDGE Statewide Project (Tom Click)                                    |   |
| • VA Bio Connect Statewide Project (Nikki Hastings)                        |   |
| • CIT/VIPA (Nikki Hastings)  |   |
| • DHCD GO Virginia Site Workgroup (Helen Cauthen)                          |   |
| <b>10. Director Update</b>   | <b>Shannon Holland</b>                          |
| <b>11. Other Business</b>  | <b>Ed Scott</b>                                 |
| <b>12. Adjourn</b>   | <b>Ed Scott</b>                                 |

**Topic: GO Virginia Region 9 Council Meeting**  
**Time: Jan 28, 2021 02:00 PM Eastern Time (US and Canada)**

**Join Zoom Meeting**

**<https://zoom.us/j/99555346763?pwd=RGxtSHpla01vWjFpcHBITUVBVHlyUT09>**

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# Region 9 Council Meeting PUBLIC COMMENT FORM



Provide your public comments below. These comments will be read during Region 9 Council Meeting for which they are submitted. Simply email completed form as an attachment to [sholland@centralvirginia.org](mailto:sholland@centralvirginia.org) with the subject line "Region 9 Meeting Public Comments" and include the meeting date. Submissions will be accepted until at 7 am on the day of the meeting.

Name: \_\_\_\_\_

Organization: \_\_\_\_\_

Email: \_\_\_\_\_

Comments in the area below:

**REGIONAL COUNCIL 9**

**OCTOBER 14, 2020**

**2:00 PM to 4:00 PM**

**Zoom Link or Call-In**

Due to the COVID crisis this meeting was held via electronic means details included.

**MINUTES**

**Attending Council Members:** Ed Scott, EcoSeptix Alliance (Chair); Ed Dalrymple, Cedar Mountain Stone (Vice Chair); Chip Boyles, Thomas Jefferson Planning District Commission (Treasurer); Alicia Pitorri, Bank of America; Brian Cole, LexisNexis; Christian Goodwin, Louisa County; Felix Sarfo-Kantanka, Dominion Energy; Hon. Jim Crozier, Orange County; Hon. Tony O'Brien, Fluvanna County; Jim Cheng, Cav Angels; Kim Blosser, Lord Fairfax Community College; Kurt Krueger, McGuireWoods; Liz Walters, Bingham & Taylor; Miles Friedman, Fauquier County; Pace Lochte, University of Virginia Economic Development; Patrick Mauney, Rappahannock-Rapidan Regional Commission; Ray Knott, Atlantic Union Bank; Tom Click, Patriot Industries; Yolunda Harrell, Taste of Home

**Special Guest:** Frank Friedman, Piedmont Virginia Community College as Special Guest of the Council

**Absent Council Members:** Andy Wade, Louisa County; Jan Gullickson, Germanna Community College; Mansour Azimipour, A & K Development; Paul McCulla, Fauquier County

**Staff:** Shannon Holland, Helen Cauthen, Kristy Dancy

**Guests:** Amy Adams, Institute for Biohealth Innovation at GMU; Bo Bundrick, Louisa County Schools; Candace Spence, CVPED; Elizabeth Cromwell, Charlottesville Area Chamber of Commerce; Jennifer Goldman, Resonance; John Newby, VA Bio; Margy Thomas, PATH; Maureen Kelley, Nelson County; Nikki Hastings, CvilleBioHub; Rachael Hobbs, UVA ED; Renee Younes, GM Enterprise Center; Tracey Gardner, Madison County

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**Welcome**

Ed Scott opened the meeting at 2:01 pm and announced that meeting was being held via zoom because of the state of emergency declared by the Governor and welcomed guests.

**Roll Call**

Kristy Dancy completed a roll call of Council Membership to determine attendance and the quorum was established, as noted above.

**Public Comment**

Ed Scott asked if any Public Comments had been received for the meeting. Shannon Holland stated that no public comments forms had been received.

**Approve Council Business**

Ed Scott stated that for expediency business items including the Meeting Minutes, Financials and contract extension were grouped together for one motion and roll call vote. Ed Scott asked if there was a request to move any of the items off the list to discuss separately. No discussion was offered.

Ed Scott asked for questions regarding the Minutes as presented. None were offered.

Chip Boyles provided his Treasurer Report, including these highlights:

- The financials presented were for Fiscal Year ending June 30, 2020.
- As noted on the Statement of Income and Expense (Summary), in FY20, expenses exceeded the \$250,000 budget at \$ 273,143.61. This was due to the FY 19 Venture Hub Planning Grant, \$48,893 in Program Expense, was paid in FY20.
- The Council budgets on a Fiscal year operating budget of \$250,000 and has carried over funding from each year, thus far.
- To track fiscal year funding, a Detail report page was included in the report to clarify sources of funds used
- In project reporting, Project Expense details were expanded and project admin was condensed to better show actual project activity

Ed Scott explained that the previously the Council provided authority for Chair to sign contract extensions between Council meetings if legal counsel approved them. Shannon Holland hadn't heard back from legal counsel the contract extension for the Young Entrepreneurs ECB grant was included for Council approval.

***Ray Knott made a motion to approve the Meeting Minutes, Financials, and YEP ECB contract extension as provided. Kurt Krueger seconded the motion. A roll call vote was performed and the motion carried with Miles Friedman abstaining.***

#### **Strike Force Update**

Ed Scott noted that the ERR Strike Force has not received any new ERR FAST ACCESS projects proposals and noted that this item is on the Agenda at request of Council.

#### **Project Review and Vote**

##### **Venture Central**

Ed Scott noted that all Council Members have had the opportunity to review and score both of the projects up for review during the meeting. Also, Council members were able to review the Task Force Scoring Summaries for each project. Task Force Members from Grow Existing Businesses, Innovation & Entrepreneurship and Talent Development met on September 29 via Zoom to review the proposal scoring and prepare a recommendation for the full Council to consider during today's meeting.

Ed Scott gave a summary of the project and highlighted discussions that took place during the Task Force Meeting. Ed Scott noted that the Task Force recommended this project for approval by the full Council.

A discussion ensued summarizing that though project served primarily two localities at this point, it did support the Council's strategy for addressing development of a regional ecosystem through the Venture Hub and Rural Entrepreneurship Planning Grants.

Elizabeth Cromwell, as a representative of the applicant answered questions during the conversation.

***Ray Knott made a motion to approve the project as presented. Jim Crozier seconded the motion. A roll call vote was taken and the motion passed with Yolunda Harrell and Felix Sarfo-Kantanka abstaining.***

#### **Inter-Regional Project Review and Vote**

##### **VA Bio Connect**

Ed Scott reminded the Council that it approved participating as regional partner on the VA Bio Connect proposal at its July 23rd Council Meeting and noted that today the Council would consider approval of the statewide proposal. Again, Ed Scott thanked the Task Force members that reviewed and discussed the project proposal and for making a recommendation to approve to be considered by the full Council. He

noted that the reviewers were interested in hearing more about leadership succession and talent development pipeline depth. Ed Scott asked John Newby and the rest of the applicant team to expand on these topics as well as provide updates on the status of the project.

Jon Newby, Nikki Hastings, and Amy Adams discussed several issues highlighted here:

- The final dollar amount requested had been reduced to 1.79 million over two years matched by 1.52 million.
- Region 2 had approved the proposal earlier in the day
- The Talent Pipeline includes efforts in the area of diversity and primarily targets high paying jobs but includes the full spectrum of industry employment needs
- Community colleges in the region could be important partners

***Jim Crozier made a motion that the Council approve the project as submitted. Tom Click seconded the motion. A roll call vote was taken and the motion carried with Christian Goodwin not voting.***

#### **Chair Update**

- GENEDGE - Tom Click updated the Council on his role serving on the Advisory Council for the statewide GENEDGE project by sharing that the next meeting was October 19. Tom Click added that Shannon Holland and Helen Cauthen had met with Cheryl Carrico, program manager, to define what types of manufacturers would be eligible for this program and that marketing materials on the program would be shared.
- YEP ECB – Miles Friedman provided an update on the Young Entrepreneurs grant and outlined the outcomes as well as plans for moving forward with an implementation grant.
- CEDS Update – Chip Boyles and Patrick Mauney shared that the joint CEDS application had been submitted and they are expecting a response in November.
- Dashboard – Ed Scott reviewed the Region 9 funding dashboard indicating that over \$1.3 million in Per Capita funding was available in Region as well as \$700,000 in ERR funding.
- Board Update – Ed Scott shared that the GO Virginia Board had extended the eased match requirements and to access them applicants would need to apply in Region 9 by the January 7 or April 5 deadlines.

#### **Director Update, as needed**

Shannon Holland indicated that if any Council Member was interested in seeing project quarterly reports to let her know. Also, Shannon Holland shared that DHCD staff was intending to apply to EDA for a CEDS related grant to support regional growth plans as alternate CEDS plans.

#### **Other Business**

No other business was discussed.

#### **Adjourn**

At 3:09 pm Ed Scott said if there was no other business he would entertain a motion to adjourn.

***Alicia Pitorri made a motion to adjourn. Kurt Krueger seconded the motion.***

Shannon Holland is inviting you to a scheduled Zoom meeting.

Topic: GO Virginia Region 9 Council Meeting

Time: Oct 14, 2020 02:00 PM Eastern Time (US and Canada)

Join Zoom Meeting

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**GO Virginia**  
**Statement of Financial Position**  
As of January 13, 2021

	<b>Jan 13, 2021</b>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
11200 · GO VA Operating Account - Union	247.20
<b>Total Checking/Savings</b>	247.20
<b>Accounts Receivable</b>	
11000 · Accounts Receivable	76,227.13
<b>Total Accounts Receivable</b>	76,227.13
<b>Other Current Assets</b>	
11100 · Accrued Receivable	0.00
<b>Total Other Current Assets</b>	0.00
<b>Total Current Assets</b>	76,474.33
<b>TOTAL ASSETS</b>	<b>76,474.33</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
20002 · Accounts Payable	39,733.48
20004 · Due to CVPED	36,573.32
<b>Total Accounts Payable</b>	76,306.80
<b>Other Current Liabilities</b>	
25500 · Unearned Rev - Advanced Funds	167.53
<b>Total Other Current Liabilities</b>	167.53
<b>Total Current Liabilities</b>	76,474.33
<b>Total Liabilities</b>	76,474.33
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>76,474.33</b>



**GO Virginia**  
**Capacity Building - Statement of Income and Expense (Detail)**  
 October 2019 through November 2020

			Capacity Building		
			Oct '19 - Nov '20	Budget	% of Budget
<b>Income</b>					
FY20 Spending: Oct'19 through June'20	41520 · State Grants	164,273.87			
FY20 Spending: July'20 through Nov'20	41520 · State Grants	64,302.77		250,000.00	
<b>Total Income</b>		<b>228,576.64</b>		<b>250,000.00</b>	<b>91.43%</b>
<b>Expense</b>					
FY20 Spending: Oct'19 through June'20	01250 · General Administration	1,336.09			
FY20 Spending: July'20 through Nov'20	01250 · General Administration	0.00		15,000.00	
		1,336.09		15,000.00	8.91%
51000 · Employee Expenses					
FY20 Spending: Oct'19 through June'20	51100 · Salaries and Wages	70,192.47			
FY20 Spending: July'20 through Nov'20	51100 · Salaries and Wages	35,046.59			
FY20 Spending: Oct'19 through June'20	51300 · Fringe benefits	25,381.53			
FY20 Spending: July'20 through Nov'20	51300 · Fringe benefits	20,051.86			
FY20 Spending: Oct'19 through June'20	51500 · Employee Recruitment Exp	13.00			
FY20 Spending: July'20 through Nov'20	51500 · Employee Recruitment Exp	0.00			
FY20 Spending: Oct'19 through June'20	52160 · Temporary Employees	1,370.55			
FY20 Spending: July'20 through Nov'20	52160 · Temporary Employees	306.30			
	Total 51000 · Employee Expenses	152,362.30		150,000.00	101.58%
52100 · Contract services					
FY20 Spending: Oct'19 through June'20	52120 · Auditing Services	4,509.09			
FY20 Spending: July'20 through Nov'20	52120 · Auditing Services	2,000.00		6,000.00	
		6,509.09		6,000.00	
FY20 Spending: Oct'19 through June'20	52130 · Legal services	0.00			
FY20 Spending: July'20 through Nov'20	52130 · Legal services	0.00		1,500.00	
		0.00		1,500.00	
FY20 Spending: Oct'19 through June'20	52140 · Benefits administration	164.47			
FY20 Spending: July'20 through Nov'20	52140 · Benefits administration	810.34			
		974.81		0.00	
FY20 Spending: Oct'19 through June'20	52150 · Technical support services (IT)	581.71			
FY20 Spending: July'20 through Nov'20	52150 · Technical support services (IT)	283.57		0.00	
		865.28		0.00	
FY20 Spending: Oct'19 through June'20	52100 · Contract services - Other	0.00			
FY20 Spending: July'20 through Nov'20	52100 · Contract services - Other	0.00		500.00	
	Total 52100 · Contract services	8,349.18		8,000.00	104.37%
FY20 Spending: Oct'19 through June'20	53000 · Non-personnel Exp	6.07			
FY20 Spending: July'20 through Nov'20	53000 · Non-personnel Exp	8.24		0.00	
		14.31		0.00	100.0%
FY20 Spending: Oct'19 through June'20	53100 · Supplies & Equipment	1,665.79			
FY20 Spending: July'20 through Nov'20	53100 · Supplies & Equipment	1,058.03		1,500.00	
		2,723.82		1,500.00	181.59%
FY20 Spending: Oct'19 through June'20	53211 · Rent	5,750.64			
FY20 Spending: July'20 through Nov'20	53211 · Rent	3,870.67		10,000.00	
		9,621.31		10,000.00	96.21%
FY20 Spending: Oct'19 through June'20	53300 · Travel	1,253.56			
FY20 Spending: July'20 through Nov'20	53300 · Travel	32.17		2,500.00	
		1,285.73		2,500.00	51.43%
FY20 Spending: Oct'19 through June'20	53600 · Training	0.00			
FY20 Spending: July'20 through Nov'20	53600 · Training	650.00		0.00	
		650.00		0.00	100.0%
FY20 Spending: Oct'19 through June'20	53700 · Meetings & Workshops	2,989.10			
FY20 Spending: July'20 through Nov'20	53700 · Meetings & Workshops	0.00		6,000.00	
		2,989.10		6,000.00	49.82%
FY20 Spending: Oct'19 through June'20	53800 · Marketing, Outreach, & Website	458.31			
FY20 Spending: July'20 through Nov'20	53800 · Marketing, Outreach, & Website	185.00		7,000.00	
		643.31		7,000.00	9.19%
FY20 Spending: Oct'19 through June'20	54000 · Program expenses	48,601.49			
FY20 Spending: July'20 through Nov'20	54000 · Program expenses	0.00		50,000.00	0.0%
		48,601.49		50,000.00	97.2%
<b>Total Expense</b>		<b>228,576.64</b>		<b>250,000.00</b>	<b>91.43%</b>
<b>Net Income</b>		<b>0.00</b>		<b>0.00</b>	<b>0.0%</b>
FY20 SPENDING: Oct '19 through June '20		<b>164,273.87</b>			
FY20 SPENDING: July '20 through Nov '20		<b>64,302.77</b>			
<b>REMAINING FY20 FUNDS:</b>		<b>21,423.36</b>			

## GO Virginia Projects - Statement of Income and Expense From Beginning of All Projects through November 2020

	Crafting a New Normal			Project Rebound		
	(Projects)			(Projects)		
	As of Nov 2020	Budget	% of Budget	As of Nov 2020	Budget	% of Budget
Income						
41520 · State Grants	664.50	44,000.00	1.51%	75,000.00	80,000.00	93.75%
Total Income	664.50	44,000.00	1.51%	75,000.00	80,000.00	93.75%
Gross Profit	664.50	44,000.00	1.51%	75,000.00	80,000.00	93.75%
Expense						
01250 · General Administration	664.50	3,520.00	18.88%	0.00		
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	0.00			0.00		
54430 · Contract Services	0.00	10,000.00	0.0%	75,000.00	80,000.00	93.75%
54440 · Equipment	0.00			0.00		
54441 · Construction	0.00			0.00		
54442 · Training	0.00	22,500.00	0.0%	0.00		
54443 · Site Work	0.00			0.00		
54444 · Other - App/Lic/Materials	0.00			0.00		
54445 · Other - Materials and Analysis	0.00			0.00		
54446 · Other - Meeting & Office Space	0.00			0.00		
54447 · Other - Programming	0.00			0.00		
54448 · Other - Workspace	0.00			0.00		
54449 · Meetings and Facilitation	0.00			0.00		
54450 · Supplies	0.00			0.00		
54451 · Travel	0.00	480.00	0.0%	0.00		
54452 · Rent/Lease	0.00			0.00		
54453 · Salaries	0.00			0.00		
54454 · Other - Website	0.00			0.00		
54455 · Fringe Benefits	0.00			0.00		
54456 · Machinery/Tools	0.00			0.00		
54457 · Marketing/Advertising/Promotion	0.00			0.00		
54458 · Planning Assessment	0.00			0.00		
54459 · Other - Solutions Implementatio	0.00			0.00		
54461 · Other - Operations	0.00			0.00		
54461 · Other - Program Deliverables	0.00	6,000.00	0.0%	0.00		
54462 · Legal Expenses	0.00	1,500.00	0.0%	0.00		
Total 54400 · Project related expenses	0.00	40,480.00	0.0%	75,000.00	80,000.00	93.75%
Total 54000 · Program expenses	0.00	40,480.00	0.0%	75,000.00	80,000.00	93.75%
Total Expense	664.50	44,000.00	1.51%	75,000.00	80,000.00	93.75%
Net Income	0.00	0.00	0.0%	0.00	0.00	0.0%

## GO Virginia Projects - Statement of Income and Expense From Beginning of All Projects through November 2020

	Project Reconnect			CV Workforce Recovery		
	(Projects)			(Projects)		
	As of Nov 2020	Budget	% of Budget	As of Nov 2020	Budget	% of Budget
Income						
41520 · State Grants	33,658.64	99,500.00	33.83%	38,801.78	99,500.00	39.0%
Total Income	33,658.64	99,500.00	33.83%	38,801.78	99,500.00	39.0%
Gross Profit	33,658.64	99,500.00	33.83%	38,801.78	99,500.00	39.0%
Expense						
01250 · General Administration	2,806.46	7,800.00	35.98%	1,930.46	7,500.00	25.74%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	0.00			0.00		
54430 · Contract Services	568.98	19,000.00	3.0%	740.60	7,500.00	9.88%
54440 · Equipment	0.00			0.00		
54441 · Construction	0.00			0.00		
54442 · Training	0.00			0.00		
54443 · Site Work	0.00			0.00		
54444 · Other - App/Lic/Materials	0.00			0.00		
54445 · Other - Materials and Analysis	0.00			0.00		
54446 · Other - Meeting & Office Space	0.00			0.00		
54447 · Other - Programming	0.00			0.00		
54448 · Other - Workspace	0.00			0.00		
54449 · Meetings and Facilitation	0.00			0.00		
54450 · Supplies	0.00			0.00		
54451 · Travel	127.05	1,000.00	12.71%	0.00		
54452 · Rent/Lease	1,616.23	2,900.00	55.73%	1,830.23	4,000.00	45.76%
54453 · Salaries	20,781.50	56,200.00	36.98%	24,054.11	50,000.00	48.11%
54454 · Other - Website	0.00			0.00		
54455 · Fringe Benefits	7,134.81	11,000.00	64.86%	8,045.93	14,500.00	55.49%
54456 · Machinery/Tools	0.00			0.00		
54457 · Marketing/Advertising/Promotion	0.00			0.00		
54458 · Planning Assessment	0.00			0.00	1,000.00	0.0%
54459 · Other - Solutions Implementatio	0.00			2,200.45	15,000.00	14.67%
54461 · Other - Operations	623.61		100.0%	0.00		
54461 · Other - Program Deliverables	0.00	1,600.00	0.0%	0.00		
54462 · Legal Expenses	0.00			0.00		
Total 54400 · Project related expenses	30,852.18	91,700.00	33.65%	36,871.32	92,000.00	40.08%
Total 54000 · Program expenses	30,852.18	91,700.00	33.65%	36,871.32	92,000.00	40.08%
Total Expense	33,658.64	99,500.00	33.83%	38,801.78	99,500.00	39.0%
Net Income	0.00	0.00	0.0%	0.00	0.00	0.0%

## GO Virginia Projects - Statement of Income and Expense From Beginning of All Projects through November 2020

	Biotech Innovation Cluster			Adult Beverage		
	(Projects)			(Projects)		
	As of Nov 2020	Budget	% of Budget	As of Nov 2020	Budget	% of Budget
<b>Income</b>						
<b>41520 · State Grants</b>	196,463.84	548,000.00	35.85%	29,344.03	249,472.00	11.76%
<b>Total Income</b>	196,463.84	548,000.00	35.85%	29,344.03	249,472.00	11.76%
<b>Gross Profit</b>	196,463.84	548,000.00	35.85%	29,344.03	249,472.00	11.76%
<b>Expense</b>						
<b>01250 · General Administration</b>	3,342.57	36,000.00	9.29%	4,435.52	11,779.00	37.66%
<b>54000 · Program expenses</b>						
<b>54400 · Project related expenses</b>						
54425 · Architectural and Engineering	0.00	30,000.00	0.0%	0.00		
54430 · Contract Services	38,942.47	100,000.00	38.94%	0.00	6,700.00	0.0%
54440 · Equipment	0.00			1,775.66	120,900.00	1.47%
54441 · Construction	0.00			0.00		
54442 · Training	8,333.00	42,000.00	19.84%	0.00		
54443 · Site Work	0.00			4,850.00	81,500.00	5.95%
54444 · Other - App/Lic/Materials	0.00			90.00	930.00	9.68%
54445 · Other - Materials and Analysis	0.00			0.00		
54446 · Other - Meeting & Office Space	0.00			0.00		
54447 · Other - Programming	0.00			0.00		
54448 · Other - Workspace	0.00			0.00		
54449 · Meetings and Facilitation	0.00			0.00		
54450 · Supplies	425.80	8,000.00	5.32%	0.00		
54451 · Travel	0.00	12,000.00	0.0%	0.00	750.00	0.0%
54452 · Rent/Lease	4,591.38	40,000.00	11.48%	0.00		
54453 · Salaries	80,979.50	150,000.00	53.99%	16,900.00	25,000.00	67.6%
54454 · Other - Website	11,730.00	15,000.00	78.2%	0.00		
54455 · Fringe Benefits	3,305.00	23,000.00	14.37%	1,292.85	1,913.00	67.58%
54456 · Machinery/Tools	1,620.68	14,000.00	11.58%	0.00		
54457 · Marketing/Advertising/Promotion	3,298.79	30,000.00	11.0%	0.00		
54458 · Planning Assessment	39,894.65	48,000.00	83.11%	0.00		
54459 · Other - Solutions Implementatio	0.00			0.00		
54461 · Other - Operations	0.00			0.00		
54461 · Other - Program Deliverables	0.00			0.00		
54462 · Legal Expenses	0.00			0.00		
<b>Total 54400 · Project related expenses</b>	193,121.27	512,000.00	37.72%	24,908.51	237,693.00	10.48%
<b>Total 54000 · Program expenses</b>	193,121.27	512,000.00	37.72%	24,908.51	237,693.00	10.48%
<b>Total Expense</b>	196,463.84	548,000.00	35.85%	29,344.03	249,472.00	11.76%
<b>Net Income</b>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>

## GO Virginia Projects - Statement of Income and Expense From Beginning of All Projects through November 2020

	CvilleBioHub			Cybersecurity		
	(Projects)			(Projects)		
	As of Nov 2020	Budget	% of Budget	As of Nov 2020	Budget	% of Budget
Income						
41520 · State Grants	83,539.91	83,540.00	100.0%	89,758.51	100,000.00	89.76%
<b>Total Income</b>	<b>83,539.91</b>	<b>83,540.00</b>	<b>100.0%</b>	<b>89,758.51</b>	<b>100,000.00</b>	<b>89.76%</b>
Gross Profit	83,539.91	83,540.00	100.0%	89,758.51	100,000.00	89.76%
Expense						
01250 · General Administration	5,087.10	5,087.19	100.0%	1,630.56	8,000.00	20.38%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	0.00			0.00		
54430 · Contract Services	1,500.00	1,500.00	100.0%	0.00		
54440 · Equipment	0.00			12,505.03	12,650.00	98.85%
54441 · Construction	0.00			0.00		
54442 · Training	0.00			15,000.00	15,000.00	100.0%
54443 · Site Work	0.00			0.00		
54444 · Other - App/Lic/Materials	0.00			0.00		
54445 · Other - Materials and Analysis	4,629.96	4,629.96	100.0%	0.00		
54446 · Other - Meeting & Office Space	8,063.00	8,063.00	100.0%	0.00		
54447 · Other - Programming	0.00			0.00		
54448 · Other - Workspace	0.00			0.00		
54449 · Meetings and Facilitation	0.00			0.00		
54450 · Supplies	0.00			0.00		
54451 · Travel	7,909.85	7,909.85	100.0%	0.00		
54452 · Rent/Lease	0.00			0.00		
54453 · Salaries	51,350.00	51,350.00	100.0%	50,272.92	54,000.00	93.1%
54454 · Other - Website	5,000.00	5,000.00	100.0%	0.00		
54455 · Fringe Benefits	0.00			10,350.00	10,350.00	100.0%
54456 · Machinery/Tools	0.00			0.00		
54457 · Marketing/Advertising/Promotion	0.00			0.00		
54458 · Planning Assessment	0.00			0.00		
54459 · Other - Solutions Implementatio	0.00			0.00		
54461 · Other - Operations	0.00			0.00		
54461 · Other - Program Deliverables	0.00			0.00		
54462 · Legal Expenses	0.00			0.00		
<b>Total 54400 · Project related expenses</b>	<b>78,452.81</b>	<b>78,452.81</b>	<b>100.0%</b>	<b>88,127.95</b>	<b>92,000.00</b>	<b>95.79%</b>
<b>Total 54000 · Program expenses</b>	<b>78,452.81</b>	<b>78,452.81</b>	<b>100.0%</b>	<b>88,127.95</b>	<b>92,000.00</b>	<b>95.79%</b>
<b>Total Expense</b>	<b>83,539.91</b>	<b>83,540.00</b>	<b>100.0%</b>	<b>89,758.51</b>	<b>100,000.00</b>	<b>89.76%</b>
Net Income	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>

## GO Virginia Projects - Statement of Income and Expense From Beginning of All Projects through November 2020

	Site Readiness			GWC PTEC		
	(Projects)			(Projects)		
	As of Nov 2020	Budget	% of Budget	As of Nov 2020	Budget	% of Budget
Income						
41520 · State Grants	55,500.26	58,675.00	94.59%	197,194.95	244,300.00	80.72%
Total Income	55,500.26	58,675.00	94.59%	197,194.95	244,300.00	80.72%
Gross Profit	55,500.26	58,675.00	94.59%	197,194.95	244,300.00	80.72%
Expense						
01250 · General Administration	275.26	800.00	34.41%	5,537.20	9,559.59	57.92%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	0.00			0.00		
54430 · Contract Services	55,225.00	57,875.00	95.42%	0.00		
54440 · Equipment	0.00			0.00		
54441 · Construction	0.00			57,646.63	96,300.00	59.86%
54442 · Training	0.00			0.00		
54443 · Site Work	0.00			0.00		
54444 · Other - App/Lic/Materials	0.00			0.00		
54445 · Other - Materials and Analysis	0.00			0.00		
54446 · Other - Meeting & Office Space	0.00			0.00		
54447 · Other - Programming	0.00			0.00		
54448 · Other - Workspace	0.00			0.00		
54449 · Meetings and Facilitation	0.00			0.00		
54450 · Supplies	0.00			0.00		
54451 · Travel	0.00			0.00		
54452 · Rent/Lease	0.00			0.00		
54453 · Salaries	0.00			0.00		
54454 · Other - Website	0.00			0.00		
54455 · Fringe Benefits	0.00			0.00		
54456 · Machinery/Tools	0.00			133,440.41	133,440.41	100.0%
54457 · Marketing/Advertising/Promotion	0.00			570.71	5,000.00	11.41%
54458 · Planning Assessment	0.00			0.00		
54459 · Other - Solutions Implementatio	0.00			0.00		
54461 · Other - Operations	0.00			0.00		
54461 · Other - Program Deliverables	0.00			0.00		
54462 · Legal Expenses	0.00			0.00		
Total 54400 · Project related expenses	55,225.00	57,875.00	95.42%	191,657.75	234,740.41	81.65%
Total 54000 · Program expenses	55,225.00	57,875.00	95.42%	191,657.75	234,740.41	81.65%
Total Expense	55,500.26	58,675.00	94.59%	197,194.95	244,300.00	80.72%
Net Income	0.00	0.00	0.0%	0.00	0.00	0.0%

**GO Virginia Projects - Statement of Income and Expense  
From Beginning of All Projects through November 2020**

	Catalyst			Regional Business Park		
	(Projects)			(Projects)		
	As of Nov 2020	Budget	% of Budget	As of Nov 2020	Budget	% of Budget
Income						
41520 · State Grants	220,434.43	475,200.00	46.39%	413,225.00	600,850.00	68.77%
Total Income	220,434.43	475,200.00	46.39%	413,225.00	600,850.00	68.77%
Gross Profit	220,434.43	475,200.00	46.39%	413,225.00	600,850.00	68.77%
Expense						
01250 · General Administration	5,116.47	35,200.00	14.54%	2,500.00	2,500.00	100.0%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	0.00			0.00		
54430 · Contract Services	337.99	75,000.00	0.45%	0.00		
54440 · Equipment	0.00			0.00		
54441 · Construction	0.00			0.00		
54442 · Training	0.00			0.00		
54443 · Site Work	0.00			410,725.00	598,350.00	68.64%
54444 · Other - App/Lic/Materials	0.00			0.00		
54445 · Other - Materials and Analysis	0.00			0.00		
54446 · Other - Meeting & Office Space	0.00			0.00		
54447 · Other - Programming	8,670.20	20,000.00	43.35%	0.00		
54448 · Other - Workspace	29,850.00	75,000.00	39.8%	0.00		
54449 · Meetings and Facilitation	0.00			0.00		
54450 · Supplies	0.00			0.00		
54451 · Travel	0.00	20,000.00	0.0%	0.00		
54452 · Rent/Lease	0.00			0.00		
54453 · Salaries	176,459.77	250,000.00	70.58%	0.00		
54454 · Other - Website	0.00			0.00		
54455 · Fringe Benefits	0.00			0.00		
54456 · Machinery/Tools	0.00			0.00		
54457 · Marketing/Advertising/Promotion	0.00			0.00		
54458 · Planning Assessment	0.00			0.00		
54459 · Other - Solutions Implementatio	0.00			0.00		
54461 · Other - Operations	0.00			0.00		
54461 · Other - Program Deliverables	0.00			0.00		
54462 · Legal Expenses	0.00			0.00		
Total 54400 · Project related expenses	215,317.96	440,000.00	48.94%	410,725.00	598,350.00	68.64%
Total 54000 · Program expenses	215,317.96	440,000.00	48.94%	410,725.00	598,350.00	68.64%
Total Expense	220,434.43	475,200.00	46.39%	413,225.00	600,850.00	68.77%
Net Income	0.00	0.00	0.0%	0.00	0.00	0.0%

## GO Virginia Projects - Statement of Income and Expense From Beginning of All Projects through November 2020

	Young Entrepreneurs			Total Projects		
	(Projects)					
	As of Nov 2020	Budget	% of Budget	As of Nov 2020	Budget	% of Budget
Income						
41520 · State Grants	55,860.00	83,500.00	66.9%	1,489,445.85	2,766,537.00	53.84%
<b>Total Income</b>	<b>55,860.00</b>	<b>83,500.00</b>	<b>66.9%</b>	<b>1,489,445.85</b>	<b>2,766,537.00</b>	<b>53.84%</b>
Gross Profit	55,860.00	83,500.00	66.9%	1,489,445.85	2,766,537.00	53.84%
Expense						
01250 · General Administration	4,402.82	5,000.00	88.06%	37,728.92	132,745.78	28.42%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	0.00			0.00	30,000.00	0.0%
54430 · Contract Services	44,071.62	50,000.00	88.14%	216,386.66	407,575.00	53.09%
54440 · Equipment	0.00			14,280.69	133,550.00	10.69%
54441 · Construction	0.00			57,646.63	96,300.00	59.86%
54442 · Training	0.00			23,333.00	79,500.00	29.35%
54443 · Site Work	0.00			415,575.00	679,850.00	61.13%
54444 · Other - App/Lic/Materials	0.00			90.00	930.00	9.68%
54445 · Other - Materials and Analysis	0.00			4,629.96	4,629.96	100.0%
54446 · Other - Meeting & Office Space	0.00			8,063.00	8,063.00	100.0%
54447 · Other - Programming	0.00			8,670.20	20,000.00	43.35%
54448 · Other - Workspace	0.00			29,850.00	75,000.00	39.8%
54449 · Meetings and Facilitation	895.32	12,500.00	7.16%	895.32	12,500.00	7.16%
54450 · Supplies	6,378.03	15,000.00	42.52%	6,803.83	23,000.00	29.58%
54451 · Travel	112.21	1,000.00	11.22%	8,149.11	43,139.85	18.89%
54452 · Rent/Lease	0.00			8,037.84	46,900.00	17.14%
54453 · Salaries	0.00			420,797.80	636,550.00	66.11%
54454 · Other - Website	0.00			16,730.00	20,000.00	83.65%
54455 · Fringe Benefits	0.00			30,128.59	60,763.00	49.58%
54456 · Machinery/Tools	0.00			135,061.09	147,440.41	91.6%
54457 · Marketing/Advertising/Promotion	0.00			3,869.50	35,000.00	11.06%
54458 · Planning Assessment	0.00			39,894.65	49,000.00	81.42%
54459 · Other - Solutions Implementatio	0.00			2,200.45	15,000.00	14.67%
54461 · Other - Operations	0.00			623.61	0.00	100.0%
54461 · Other - Program Deliverables	0.00			0.00	7,600.00	0.0%
54462 · Legal Expenses	0.00			0.00	1,500.00	0.0%
<b>Total 54400 · Project related expenses</b>	<b>51,457.18</b>	<b>78,500.00</b>	<b>65.55%</b>	<b>1,451,716.93</b>	<b>2,633,791.22</b>	<b>55.12%</b>
<b>Total 54000 · Program expenses</b>	<b>51,457.18</b>	<b>78,500.00</b>	<b>65.55%</b>	<b>1,451,716.93</b>	<b>2,633,791.22</b>	<b>55.12%</b>
<b>Total Expense</b>	<b>55,860.00</b>	<b>83,500.00</b>	<b>66.9%</b>	<b>1,489,445.85</b>	<b>2,766,537.00</b>	<b>53.84%</b>
Net Income	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>



## FY2020 Capacity Building Budget Modification

	Total	Available	Current Remittance	Final Budget Change	Ending Total Budget for adoption
Administration (Management & General)	15,000.00	1,325.06	346.99	-	15,000.00
Audit	6,000.00	(509.09)	2,000.00	509.09	6,509.09
Legal Expenses	1,500.00	1,500.00	-	(1,500.00)	-
Marketing	7,000.00	6,272.42	37.00	(6,198.42)	801.58
Meeting and faciliation	6,000.00	2,233.27	-	(2,233.27)	3,766.73
Rent	10,000.00	413.53	594.37	1,046.47	11,046.47
Salaries	150,000.00	6,741.49	9,938.25	11,822.13	161,822.13
Supplies	1,500.00	1,479.79	-	(1,479.79)	20.21
Travel	2,500.00	888.21	-	(888.21)	1,611.79
<b>Total</b>	<b>199,500.00</b>	<b>20,344.68</b>	<b>12,916.61</b>	<b>1,078.00</b>	<b>200,578.00</b>
Contract Services	500.00	500.00	-	(500.00)	-
Planning Grant Activities	50,000.00	578.70	-	(578.00)	49,422.00
<b>Total</b>	<b>50,500.00</b>	<b>1,078.70</b>	<b>-</b>	<b>(1,078.00)</b>	<b>49,422.00</b>

Project Reserves

- -

Amount Requested on this invoice

12,916.61

Total Amount due for Capacity Building

-

Amount to charge to FY2020 Money

(12,916.61)

## MEMO

DATE: January 28, 2021  
TO: GO Virginia Region 9 Council  
FROM: Shannon Holland, Director, GO Virginia Region 9  
SUBJECT: Contract Extension Request – Crafting a New Normal ERR FA

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This memo serves as a request for the Region 9 Council to approve a contract extension for the Crafting a New Normal ERR Fast Access grant from March 31, 2021 to June 30, 2021. The request was submitted by the grant team on December 30, 2020.

Per the grant team, extending the grant for three months would allow them to expand their responsiveness to the needs of the Crafting Industry during COVID. Additionally, the team has indicated that some of the services they had expected to pay for have been donated therefore allowing them to continue to serve the industry for a longer period of time.

## MEMO

DATE: January 28, 2021  
TO: GO Virginia Region 9 Council  
FROM: Shannon Holland, Director, GO Virginia Region 9  
SUBJECT: Request to Revise Council Guidance for Approving Contract Extensions or Amendments

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This memo serves as a request for the Region 9 Council to consider and approve a revision to the Council's guidance for approving project contract extensions or amendments.

This issue was originally presented during the January 30, 2020 Region 9 Council Meeting and the discussion centered on ways to ensure projects stay on track and minimize unnecessary delays that may occur between Council Meetings. The vote was as follow: *"Miles Friedman made a motion to allow the Chair and legal counsel to review and approve for signature project contract extensions, if justified, and report them at next Council meeting. Tony O'Brien seconded the motion. The motion carried."*

Due to Council membership changes affecting the immediacy of legal review for what could be considered administrative processes, staff, after a brief consultation with Chair, Ed Scott, is requesting the following guideline be discussed and considered for approval.

Allow the Chair and Vice-Chair or the Chair and Legal Counsel, if available, to review and approve project contract extensions or amendments and then report at the next Council Meeting.

## ERR FA Strike Force Review Summary

**Project Name:** Regional Business and Professional “Connector Platform”

**Applicant:** CBIC (501 c 6)

**Contact Name:** Tracey Greene, Executive Director

**Grant Amount Requested:** \$ 76,500 (ERR FAST ACCESS)

**Match Amount Proposed:** \$38,450 (50%)

**Locality Match:** \$0; not required

**Regional Impact Area:** All localities in Region 9

**Locality Letters of Support:** City of Charlottesville Economic Development, Albemarle County Economic Development

**Non-Locality Partners:** Central Virginia Partnership for Economic Development, Charlottesville Regional Chamber of Commerce, Central Virginia Small Business Development Center, CvilleBioHub, VirginiaBio, Charlottesville Business Innovation Council (CBIC), Charlottesville Angel Network (CAN), Virginia Tech Economic Development Specialist

**Length of Project:** 12 months

**PROPOSAL:** The “Connector Platform” will create and implement a cloud-based platform (native mobile app, responsive website, utility/interaction platform as service) that will help businesses accelerate recovery from and after the pandemic. Using Startup Space (SUS) technology, the “Connector Platform” will offer interactive search and filtering functionality to allow users to target desired regional business data assets and resources; a dedicated COVID-19 information and resources page; a central location for individuals and businesses to connect; a business referral network; a resource map; an education center; an events calendar; a job board; mentorship connections; and data insight tools. It will be a next generation platform that is not a traditional website - it is built for user engagement and interaction, and not simply for providing information to users.

<b>ERR:</b>	
Will help mitigate economic impact of COVID-19 in near and mid-term?	x
Connection made to advancing opportunities in Region 9 Growth Plan?	x
Advances critical needs in important locally traded sectors or priorities set by Council?	x
<b>State Goals:</b>	
Higher Paying Jobs	x
Out of State Investment	x
Transformative Project	x
Collaboration between government, business, education, etc.	x
<b>Region 9 Project Categories:</b>	
Talent Development	x
Innovation/Entrepreneurship	x
Growing Existing Business	x
Sites	
<b>Region 9 Target Industries:</b>	
Information Technology	x
Food & Beverage Mfg	x

Financial & Business Services	x
Light Mfg	x
Biotechnology	x
Other: Locally traded sector; emerging industry	x
Budget is reasonable and realistic for scope of project. Efficiencies and Narrative supports proposed budget.	x

#### **Economic Impact**

- Help business accelerate recovery and find resources during and after pandemic on a regional basis

#### **Regional Collaboration**

- Targets all of Region 9 with key collaboration with the CV SBDC and the Central Virginia Partnership who will work with regional localities

#### **Readiness**

- Proposal demonstrates partner engagement for project development and frequent discussions with staff

#### **Sustainability**

- Results of project (outcomes) will support continued community support and potential funding sources

#### **ERR GRANTS:**

**How will this project mitigate the economic impact of COVID 19 in the region and advance ERR priorities identified by Council?**

- Increase ability to work from home by supporting virtual networking and online events.
- Expand digital marketing capacity.
- Support locally traded and target sector industries recovery by providing area wide resources and information on COVID 19 and business services and resources.
- Help displaced workers find jobs by leveraging existing job boards on a central location.

#### **How does this grant advance opportunities identified in the Region 9 Plan?**

- The project serves all target sectors; though all regional sectors are also served

#### **STRIKE FORCE DISCUSSION HIGHLIGHTS:**

Discussion ensued including comments:

- All Region 9 localities are targeted in the proposal
- It's good that the applicant researched and is planning to use existing platforms vs creating from "whole cloth" as some previous proposals were attempting
- Concern of whether entrepreneurs were engaged in the proposal development
- Question of whether the timeline would serve businesses quickly enough

#### **STRIKE FORCE RECOMMENDATION**

- The Strike Force approved this proposal to advance to DHCD for review.

## ERR Proposal –Task Force Review Summary

**Project Name:** Business Resiliency (CV SBDC)

**Applicant:** Community Investment Collaborative (CIC)

**Contact Name:** Rebecca Haydock, Director, CV SBDC

**Grant Amount Requested:** \$131,500 for 1 year

**Match Amount Proposed:** \$65,800 from federal, private grant and non-state sources

**Localities Served:** City of Charlottesville, Counties of Albemarle, Culpeper, Fluvanna, Greene, Louisa, Madison, Nelson, Orange, Rappahannock

**Letters of Support:** City of Charlottesville, Counties of Albemarle, Culpeper, Fluvanna, Louisa, Madison, Nelson, Orange, Rappahannock, CBIC, Charlottesville Regional Chamber, Louisa Chamber

# Task Force Reviewers: 3

<b>Reviewers identified project as meeting the following goals:</b>	x = 1 rev.
<b>State Goals:</b>	
Higher Paying Jobs	
Out of State Investment	
Transformative Project	
Collaboration between government, business, education, etc.	xx
<b>Region 9 Project Categories:</b>	
Talent Development	x
Innovation/Entrepreneurship	xx
Growing Existing Business	xx
Sites	
<b>Region 9 Target Industries:</b>	
Information Technology	xx
Food & Beverage Mfg	xx
Financial & Business Services	xx
Light Mfg	xx
Biotechnology	
Budget is reasonable and realistic for scope of project. Efficiencies and Narrative supports proposed budget.	xx
<b>ERR Priorities established by Region 9 Council</b>	
1. Drive e-commerce, support remote work capability, and grow digital marketing capacity	xxx
2. Drive exponential growth in testing, PPE availability, sanitizing, etc., to help industry get back to work safely/quickly.	
3. Explore opportunities to support locally traded sectors as suggested by DHCD	xxx
4. Helping connect the large number of displaced workers with available positions and/or help connect to retraining opportunities in in-demand career fields	

### Average Score (rounded) / Total Points Available:

ECONOMIC IMPACT	30/35
REGIONAL COLLABORATION	27/30
PROJECT READINESS	18/20
PROJECT SUSTAINABILITY	13/15
<b>AVERAGE SCORE</b>	<b>88/100</b>

### ERR (Economic Resiliency and Recovery) Proposal:

*The ERR program is designed to support regional economic recovery from the pandemic thus allowing flexibility to support non-traded sector initiatives and is not necessarily focused on long term sustainability.*

## **REVIEWER COMMENTS**

### **Economic Impact**

- The impact is across the region and it seems would be uniform across the region
- Assisting main street businesses will benefit local economy

### **Regional Collaboration**

- Project serves vast majority of the region and should cover localities effectively and equivalently
- This is across the region with a uniform need as well as the ability to manage uniformity across the region

### **Readiness**

- Existing SBDC network provides access to resources and should allow for rapid launch
- Good public and private sector support
- The program to be well laid out and planned for implementation

### **Sustainability**

- If demand for these services continue, there should be a way to acquire resources
- Not as confident that it would be sustainable

### **Budget**

- No comments

### **Other**

- Subject to Receipt of Financial Commitment Letter (received 1/21/2021)

## **REVIEW DISCUSSION HIGHLIGHTS – FOR CONSIDERATION**

During the Task Force Review, discussion highlights included:

- Though Fauquier County is not listed as benefitting from the proposal, SBDC has indicated that their SBDC is aware of the program and that both SBDCs work well together. Additionally, this applicant met with stakeholders in Fauquier County that are working on another initiative to ensure they were communicating.
- Though the applicant has not indicated they have an individual ready to hire for the web development role, they have the expertise and connections to make that hire quickly.
- The proposal leveraged federal dollars to help rural localities.

## **TASK FORCE RECOMMENDATION:**

The reviewers, led by the Grow Existing Businesses Task Force, will recommend that the Council approve this proposal at the January 28, 2020 Council Meeting.



## Retrofitting Virginia Manufacturers for Strategic Industries:

### Regional Snapshot

Current as of December 30, 2020

- Total Application Count: 18
- Total Assessments In-Process: 0 (three companies have elected to not move forward with PPE initiative)
- Total Approved Companies: 15
- Total Funding Amounts: Up to \$75K for each approved company

Next Advisory Committee Meeting: Monday, January 25, 2020 - 2:00-3:30pm

### Info & Webinar Links:

<https://genedge.org/about-us/programs/go-virginia>

<https://genedge.org/community/event/2020/11/10/re-tooling-virginia-manufacturers-strategic-industries-lunch-and-learn>

<https://genedge.org/community/resources>

Company Referral? Contact your GENEDGE Regional Growth Manager

Program question or comment? Contact Cheryl Carrico, Program Manager at [ccarrico@genedge.org](mailto:ccarrico@genedge.org) or 276.525.2515



**Region 2**

Number of applications: 1  
Total approved: 1

**Region 8**

Number of applications: 2  
Assessments in-process: 0  
Total approved: 2

**Region 9**

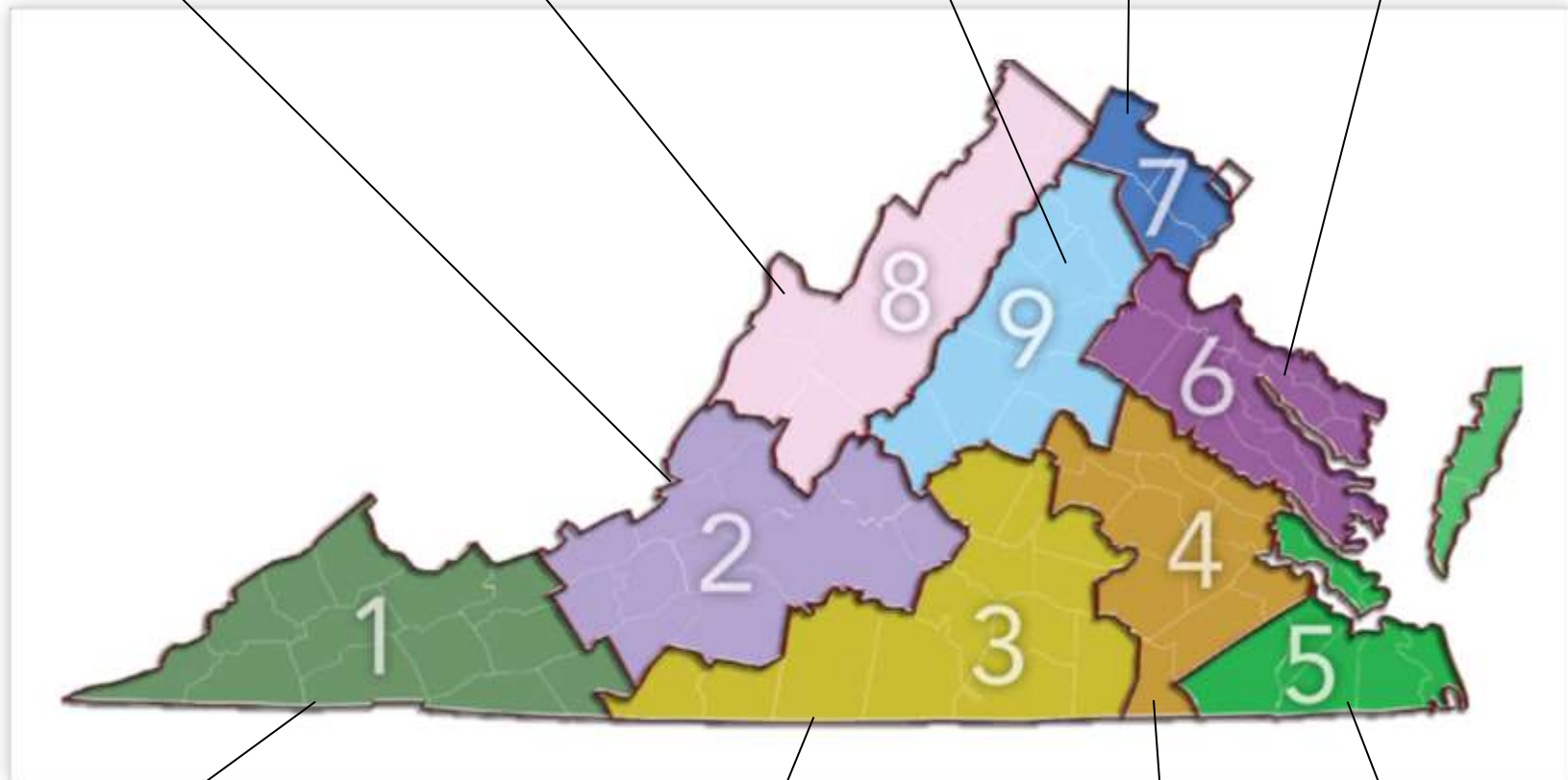
Identifying companies & meeting  
potential applicants

**Region 7**

Number of applications: 1  
Assessments in-process: 0  
Total approved: 1

**Region 6**

Number of applications: 1  
Assessments in-process: 0  
Total approved: 1



**Region 1**

Number of applications: 2  
Assessments in-process: 0  
Total approved: 2

**Region 3**

Number of applications: 2  
Assessments in-process: 0  
Total approved: 1

**Region 4**

Number of applications: 5  
Assessments in-process: 0  
Total approved: 4

**Region 5**

Number of applications: 4  
Assessments in-process: 0  
Total approved: 3

**Center for Innovative Technology  
Entrepreneurial Ecosystems Division  
Advisory Committee on Entrepreneurial Ecosystems**

**Virginia Innovation Partnership Authority and the Center for Innovative Technology**

Established by the 2020 Virginia General Assembly in accordance with the Virginia Innovation Partnership Act (HB 1017), the Virginia Innovation Partnership Authority (VIPA) “support[s] the life cycle of innovation, from translational research; to entrepreneurship; to pre-seed and seed stage funding; and to acceleration, growth, and commercialization, resulting in the creation of new jobs and company formation.” The Center for Innovative Technology (CIT), a 501c(3) non-profit, serves as the management company for VIPA. CIT consists of four major operating divisions: Entrepreneurial Ecosystems, Investment, Commercialization and Strategic Initiatives. The Entrepreneurial Ecosystems Division bears responsibility for staffing, managing the budget of and ensuring the successful implementation of the division’s operating objectives, as approved by the VIPA Board of Directors. These objectives include working with regional entrepreneurial ecosystem leaders to support and promote technology-based entrepreneurial activities throughout the Commonwealth.

**Entrepreneurial Ecosystems Division**

The Entrepreneurial Ecosystems Division is charged in legislation to establish and administer the Regional Innovation Fund (RIF), whose chief purpose is to drive economic growth in Virginia by supporting regional entrepreneurial support organizations, initiatives and programs. The RIF may award grants or loans to entities in the Commonwealth that provide entrepreneurial support services to technology startups and founders. The Entrepreneurial Ecosystems Division is also charged in legislation with creating an “entrepreneurship information portal” to support statewide and regional entrepreneurship needs, including lists of public and private funding vehicles. The Entrepreneurial Ecosystems Division will also consider launching and supporting other programs and initiatives that meet the needs of Virginia’s regional entrepreneurial ecosystems. The Entrepreneurial Ecosystems Division is advised by an Advisory Committee appointed by the VIPA Board of Directors.

**Advisory Committee on Entrepreneurial Ecosystems**

The Advisory Committee on Entrepreneurial Ecosystems will perform the following broad functions:

- Consult with Division Management on the development of RIF guidelines, procedures and criteria.
- Consult with Division Management on the development of other Division programs and initiatives.
- Advisory Committee members will act as ambassadors for the Entrepreneurial Ecosystems Division and its programs, for other CIT divisions and programs, and for CIT as a whole, throughout Virginia’s entrepreneurial and innovation ecosystem.

As an advisor to Entrepreneurial Ecosystems Division Management, the Advisory Committee may be requested to provide insights on both national and Virginia-wide entrepreneurial ecosystem trends that might inform the RIF, other Division programs and initiatives, and other Commonwealth practices.

**Term and Time Commitment**

The Advisory Committee meets in plenary session 2-3 times yearly. Additionally, Division Management may reach out to Advisory Committee members on an individual or small group basis to address emerging ad hoc needs. The VIPA Board of Directors appoints Advisory Committee members for renewable, two-year terms.

Center for Innovative Technology  
Entrepreneurial Ecosystems Division  
**Regional Innovation Fund (RIF) Framework**

**DRAFT**

Updated January 4, 2021

The Regional Innovation Fund (RIF) will be a CIT-administered state-funded program that provides competitive grants to Virginia-based entrepreneurial support organizations (ESOs). We envision RIF grants to be sustaining sources of co-funding for successful ESOs, meaning that RIF grants can be renewed on a periodic basis provided that RIF grant recipients achieve promised entrepreneurial outcomes and metrics. The RIF will be administered by CIT's Entrepreneurial Ecosystems Division. Language relating to the RIF in the Virginia Innovation Partnership Authority (VIPA) enabling legislation appears later in this document, as does language from the approved FY2021 budget bill.

HISTORY:

The Entrepreneurial Ecosystems Division and the RIF are the result of years of work. Robby Demeria, Virginia's former Deputy Secretary for Commerce & Trade, engaged deeply with entrepreneurial ecosystem leaders throughout the Commonwealth during 2018 and 2019, conducting both group discussions and one-on-one meetings. These meetings and discussions resulted in the Virginia Innovation Report (Nov. 2019) and the legislation creating VIPA (2020). Throughout 2020, CIT leadership continued Robby's engagement with regional entrepreneurial ecosystem leaders in an effort to understand specific challenges and priorities faced by regions and ESOs within them. This draft framework for RIF is informed by all of the above. It remains, however, a draft, and CIT leadership intends to solicit additional input in advance of the launch of the FY21 RIF grant solicitation. The Advisory Committee on Entrepreneurial Ecosystems will be a critical source of additional input.

SOLICITATION SCHEDULE:

Proposals for RIF grants will be accepted by CIT on a rolling basis throughout the year. CIT will endeavor to complete the review of each proposal within 60 days of receipt, followed within 30 days by a signed grant agreement and disbursement of funds. We hope to launch the FY2021 RIF solicitation by March 15, 2021, with grants to be awarded and disbursed before June 30, 2021. The FY2022 RIF solicitation will begin on July 1, 2021.

FY2021 RIF ROUND:

We expect to have a total of approximately \$1.5M available for FY2021 RIF grants.

We have not established a monetary award cap for the FY2021 solicitation. Grant requests for as little as \$20k will be considered.

We plan to use the [CyberGrants](#) platform for receiving RIF proposals and managing RIF grants. CyberGrants has been used for a number of years to administer the CRCF grant program, and CIT staff has experience with the platform.

Proposals will be limited to four (4) pages, not including financial analysis and letters of support.

CIT's review team will be looking for RIF proposals that:

- Are received from entities that are headquartered in Virginia and whose staff is primarily located in Virginia
- Are received from entities that have received and successfully managed GO Virginia awards, including attainment of GO Virginia grant milestones and metrics
- Are supported by the relevant GO Virginia regional entrepreneurial ecosystem coordinator, the regional GO Virginia board, and the GO Virginia state director.
- Include the development or scaling of innovative entrepreneurship support programs that are based on national or statewide best practices
- Support collaboration across different regions to leverage existing assets, resources and programs (i.e. minimize duplication)
- Emphasize outreach to and entrepreneurial support for historically underrepresented communities (e.g. minorities, women, veterans, rural)
- Seek to develop technology startups in growth industries and sectors (including those in the current [Commonwealth Research and Technology Strategic Roadmap](#))
- Identify sources and commitments for required 1-to-1 funding match
- Present a compelling long-term sustainable funding strategy
- Commit to measure and monitor success based on logical and measurable metrics, including outcome metrics

Following careful reviews of each proposal and a due diligence process with each applicant, the CIT review team will make grant recommendations to CIT's President, and CIT's President will approve or deny the grant requests. Grant decisions made by CIT are final. Only one proposal per entity will be considered each year.

#### ENTITIES ELIGIBLE TO APPLY FOR RIF GRANTS

The following types of entities, generally referred to as entrepreneurial support organizations (ESOs), are eligible to apply for RIF grants:

- Startup accelerators, incubators or studios
- Co-working facilities
- Innovation hubs
- Maker/hacker spaces
- Specialized vocational educators
- Other industry, membership, entrepreneurship, networking, event and facilitation organizations and associations, provided their focus includes supporting technology-driven entrepreneurship

#### ALLOWABLE USES OF FUNDS:

RIF grant funds can be used for any of the following:

- Infrastructure (e.g. salaries, rent, utilities, website, etc.)
- Stipends for entrepreneurial interns
- Honoraria for entrepreneurial mentors/SMEs
- Startup community networking events
- Membership fees (e.g. GAN)

#### NON-ALLOWABLE USES OF FUNDS:

RIF grant funds cannot be used for any of the following:

- Investments into startups (with or without equity)
- Sub-grants to startups

#### SUCCESS METRICS:

CIT will generally assess proposals based upon success metrics such as the following:

- # of startup teams trained
- # of companies formed
- Amount (\$) of capital raised by companies
- Revenue (\$) generated by companies
- # of jobs created by companies

#### **ADVISORY COMMITTEE DISCUSSION TOPICS FOR 1/6/2021:**

1. How should we distinguish between different levels of program maturity in assessing (a) grant eligibility and (b) size of grants?
2. Should there be a specific cap on grant size for the FY21 solicitation (e.g. \$200k)?
3. How do we ensure that each region of the Commonwealth can benefit from RIF?
4. Are the selection criteria appropriate?
5. How important is it for RIF to invest in programs previously supported by GO Virginia grants?

#### ENABLING LEGISLATION:

§ 2.2-2357. *Division of Entrepreneurial Ecosystems.*

*A. Within the Authority shall be created a Division of Entrepreneurial Ecosystems (the Division) to support and promote technology-based entrepreneurial activities in the Commonwealth. The Division shall have the authority to (i) connect regional entrepreneurial support services; (ii) administer the Regional Innovation Fund (the Fund); (iii) coordinate marketing efforts between statewide and regional campaigns; (iv) establish entrepreneurs in residence to align local needs with state initiatives and funds; (v) compile, maintain, and promote an information portal of available public and private funding vehicles; and (vi) perform any other duties assigned by the Board. In performing such duties and responsibilities, the Division may (a) seek to build networks between regional entrepreneur support services, (b) facilitate state-wide information sharing and exchange of ideas and best practices, (c) establish a portal to highlight the availability of regional entrepreneurial support services; (d) aggregate information from national, regional, and local sources and promote available public and private funding vehicles; and (e) undertake any other activities or provide any other services relative to the purpose of the Division.*

*B. The Division shall be advised by an Advisory Committee (Advisory Committee) on Entrepreneurial Ecosystems, to be appointed by the Board.*

*C. The Division may partner with the GO Virginia regional councils to offer resources and expertise related to entrepreneurial ecosystem development, to identify multiregion initiatives, and to facilitate communication regarding best practices across regional councils.*

*D. 1. There is hereby created a permanent fund to be known as the Regional Innovation Fund, to be administered by the Authority. Interest earned on moneys in the Fund shall remain in the Fund and be credited to it. Any moneys remaining in the Fund at the end of each fiscal year, including interest thereon, shall not revert to the general fund but shall remain in the Fund. Expenditures and disbursements from the Fund, which may consist of grants or loans, shall be made by authorization of the president, chairman, or vice-chairman of the Authority.*

*2. Moneys in the Fund shall be used for (i) competitive grants or loans to advance regional ecosystem development activities, (ii) support for enhanced capacity building projects, (iii) assistance with the creation and maintenance of appropriate infrastructure for the execution of innovation and startup programming, or (iv) technical assistance to startups in regional ecosystems. Moneys from the Fund shall be used for the purposes set forth in this subdivision that further the goals set forth in the Index.*

*3. Awards from the Fund shall be made by the Authority pursuant to guidelines, procedures, and criteria for the application for and award of grants or loans developed by the Division in consultation with the Advisory Committee and approved by the Board.*

*4. Any award from the Fund shall require matching funds at least equal to the award, provided, however, that the Authority shall have the authority to reduce the match requirement to no less than half of the grant upon a finding by the Authority of fiscal distress or an exceptional economic opportunity in a region. Such matching funds may be from local, regional, federal, or private funds, but shall not include any state general funds, from whatever source.*

Here is the Entrepreneurial Ecosystem division language from the budget bill:

*G. A total of \$2,000,000 the first year and \$2,000,000 the second year from the general fund shall be allocated to the Entrepreneurial Ecosystems Division and Regional Innovation Fund to support and promote technology-based entrepreneurial activities in the Commonwealth as specified in § 2.2-2357, Code of Virginia. Out of these amounts, \$1,000,000 the first year and \$1,000,000 the second year shall be used to co-fund entrepreneurial ecosystem projects identified by the Virginia Initiative for Growth and Opportunity in Each Region (GO Virginia) Board.*



## Virginia Growth and Opportunity Fund (GO Virginia) Regional Site Development Project Guidance

### Section I: GO Virginia Program Intent and Regional Site Development

GO Virginia's goal is to facilitate regional collaboration to grow and diversify the economy through supporting projects leading to the creation of more, higher paying jobs through revenue derived from out-of-state sources. Programs and projects recommended by the Regional Councils and approved by the GO Virginia state board shall be consistent with the strategies and targeted industry clusters outlined in the regional growth and diversification plans.

In May 2019, the GO Virginia State Board directed the Department of Housing and Community Development (DHCD) and the Virginia Economic Development Partnership (VEDP) to work collaboratively to identify strategies for aligning investments in site development using GO Virginia funding and the Virginia Business Ready Sites Program (VBRSP). GO Virginia has a shared goal of increasing the number of business-ready sites regionally and statewide, enhancing the Commonwealth's competitive position, and ultimately increasing the number of economic development prospects (new and expanding businesses) that choose Virginia.

The GO Virginia State Board approved [Board Policy #9 - Use of GO Virginia Funds for Site Development Investments](#) on December 9, 2019, stating that funds may be for regional site planning efforts, as well as regional site implementation activities.

For site implementation projects, investments must advance properties towards achieving Tier 4 status under the Virginia Business Ready Sites Program criteria. Sites that have been previously certified as Tier 4 or 5 may be considered for funding if the applicant can demonstrate that the investment will significantly increase the marketability of the site.

The policy was amended on December 7, 2020, providing for state-funded investments in sites of no less than 25 contiguous acres and, further, allowing privately-owned sites to be considered for GO Virginia investments if they meet the program requirements. The policy amendment also allows applicants to request a waiver of the 25-acre minimum if they can demonstrate a given site is of regional significance.

The purpose of this administrative guidance is to ensure that the board policy is implemented in a way that is equitable and fair, that supports regional autonomy and rural/urban development strategies, and provides clarity and a decision-making framework for applicants and Regional Councils.

Further, the guidance has been developed to ensure that investment decisions are data-driven, transparent, and result in a public investment that maximizes economic impact within regions and across the Commonwealth while protecting state and local interests.



## Section II: Definitions

The following definitions have been provided to provide clarity and consistency in review and implementation of Board Policy #9.

**Due Diligence (Soft Costs):** Due diligence is the process of investigating a parcel (s) of land for its viability and suitability for a particular project. Due diligence includes engineering, architectural or other professional services that assess the risk of undertaking development activities on a given site. Examples of typical due diligence efforts are topographical surveys, environmental site assessments (e.g. Phase 1/Phase 2 ESA), wetlands delineations, structural surveys (existing buildings), cultural and historic resources evaluations, existing infrastructure assessments, and development of preliminary conceptual plans.

**Infrastructure Enhancements (Hard Costs):** Infrastructure enhancement activities are those directly related to the development or strengthening of “systems” required to support public facilities essential to community and business operations. These systems are comprised of transportation networks, utility services including water, wastewater, electricity, natural gas, telecommunications, storm water management facilities. While buildings from which public services are delivered – such as fire stations, schools, and libraries – are often considered infrastructure, GO Virginia does not fund these types of infrastructure projects.

**Redevelopment Sites:** Vacant and deteriorated properties within city or county boundaries whose poor condition creates physical and economic blight to the surrounding area in which the structure is located. These structures are no longer suited for their former purpose, and in their current deteriorated condition, represent a substantial deterrent for future economic opportunity in the surrounding area and region. Sites redeveloped using GO Virginia funds must result in a net gain in the region’s employment and average wage levels, not merely a shifting in these metrics from one locality to another.

**Regionally Significant Sites:** Sites of regional significance are those that have **all five (5)** of the following characteristics:

- 1) Facilitate the occurrence of private sector economic activity that is aligned with the regions’ Growth and Diversification Plan (targeted industry sectors) and the creation of jobs that pay higher than the regional average wage.
- 2) Properties are deemed viable and developable based on the site characterization study conducted by VEDP in 2019 (or another comparable independent characterization study). A region may use GO Virginia funds to conduct a site characterization study (Sites Planning Grant) prior to an implementation grant request.
- 3) Development activities on the site(s) represent meaningful, ongoing collaboration of two or more localities. That collaboration may include on or more of the following:
  - Regional Industrial Facility Authority or other similar structure that allows for defined cost/revenue sharing in the development of the property;

- Demonstration of a collective marketing effort by two or more local economic development organizations and/or a regional economic development entity representing the partnering localities;
  - Joint financial contributions in initiatives that would further increase the marketability of the site or the region, such as new workforce development efforts designed to support the industries being targeted in business attraction efforts.
- 4) Sites have been reviewed and prioritized relative to the region's total portfolio of available sites using an objective, data-driven process that assesses each site's location competitiveness and developability, such as that which was used in the statewide site characterization study conducted by VEDP in 2019. If requesting funding for a site that was NOT included in the characterization study or has not been independently reviewed using a similar methodology, an applicant may request funds to support the strategic sites prioritization (Sites Planning Grant).
- 5) Development of the site(s) will support a level of economic activity that will provide regional impact, specifically net gains in targeted sector employment, average wage levels, and revenues coming into the Commonwealth. Concurrence on regional impact may be demonstrated through revenue sharing agreements among partnering localities or analysis showing that the resulting intended use of the property, when fully developed, will create higher paying jobs and generate economic activity that will benefit two or more localities and their residents.

**Site Characterization:** A tool used by the Virginia Business Ready Sites Program (VBRSP) to assess and designate a site's current level of readiness for economic development activity. A site development professional (e.g. civil engineer, site location consultant) evaluates the property to classify the current level of preparedness and existing infrastructure, as well as outlines the additional steps (and estimated costs) required to bring the site to the next level of readiness – i.e. Site Characterization Tier Levels. For more information about Site Characterization, click [here](#).

**Site Prioritization:** A data-driven decision-making process undertaken by the Regional Council to rank properties to be targeted for development across the region. Data used to inform the prioritization process may include Site Characterization reports provided by VEDP (or similar studies), economic impact models, demonstrated and substantial prospect activity (interest) in a given site, as well as prior efforts jointly undertaken by two or more localities to prepare a site(s) for business uses.

**Site Tier Levels:** A part of the Virginia Business Ready Sites Program (VBRSP) that describes the level of existing development of a potential site. The tiers range from Tier 1 (i.e. little to no prior planning or development activity) to Tier 5 (i.e. ready to go). For more information on Site Tier Levels, click [here](#).

**Virginia Business Ready Sites Program (VBRSP):** A discretionary program administered by the Virginia Economic Development Partnership (VEDP) to promote development and characterization of sites (containing a minimum of 25 contiguous, developable acres) to enhance the Commonwealth's infrastructure and promote the Commonwealth's competitive business

environment. The program's goal is to identify, assess, and improve the readiness of potential industrial sites, using a pre-determined scoring matrix (e.g. Tiers 1-5) around the viability and development opportunities for a given property. For more information on this program, click [here](#).

## Section III: Allowable Activities

### **Regional Site Development Planning**

Pursuant to GO Virginia Board Policy #9, funds may be used to support regional site development planning activities including site characterization (for sites not previously fully characterized by the Virginia Economic Development Partnership) and objective, data-driven site prioritization within a region. In addition, planning funds may be used to develop collaborative cost/revenue sharing agreements, define and develop multi-jurisdictional organizational structures (e.g. RIFA), or establish contractual or option agreements with landowners. For site characterization projects, applicants should use the criteria and methodology established by VEDP to allow for objective, data-driven evaluation of priority sites within a region.

Applicants must demonstrate meaningful outreach and commitment to a planning process that engages a variety of stakeholders, including private utility companies, public utility cooperatives, localities, regional planning organizations, and regional economic development organizations. The result of this outreach and planning process should enable the Regional Council to make informed decisions in prioritizing sites across the region. In addition to stakeholder outreach and engagement, the planning process should include an inventory of assets, current ownership of the site(s), engineering designs, and cost estimates.

### **Regional Site Development Implementation**

Pursuant to GO Virginia Board Policy #9, regional site development implementation activities include necessary due diligence (soft costs) and infrastructure enhancements (hard costs) that advance a site's readiness for development.

Funds awarded for implementation grants may NOT be used for property acquisition, construction of speculative buildings, demolition of existing buildings, or any site enhancements that benefit only a single, known end-user.

## Section IV: Site Development Application Process

All applications must describe activities that lead to the development of regionally significant sites - those identified by Regional Councils as priority and aligned to support industry sectors in their Growth and Diversification Plans. All projects must include collaboration of at least two localities with efforts to jointly contribute to the project through cost/revenue sharing, joint workforce development efforts and/or other partnerships or agreements, such as Regional Industrial Facility Authorities (RIFAs).

Recognizing the importance of partnerships in economic development activities, the GO Virginia Board will consider investments in publicly or privately-owned properties for both greenfield and redevelopment activities being led by the Regional Council when the following are met:

- 1) The site characterization report (completed by VEDP in 2019 and provided to each locality) for any property being advanced has been reviewed by the applicant's Regional Council, allowing for objective, data-centric evaluation of the site;
- 2) Previous site advancement activities and investments have consistently occurred over the past five years, by public or private entities, on at least an every other year basis;
- 3) Site development projects on privately owned properties require a contractual agreement between the local governing body, economic development authority (EDA or IDA), or RIFA and the owner of record of the land. The agreement should be more than a memorandum of understanding, clearly outlining the commitments of all parties in marketing and developing the site(s). Specifically, the agreement should: grant access to the property for evaluation/study purposes, state the intended commercial or industrial use, and define the maximum per acre price the landowner will charge an interested buyer. Where possible, the agreement should also stipulate any necessary, future deed restrictions that may be placed on the sites to ensure they will remain zoned for commercial and industrial uses as specified in the Region's Growth & Diversification Plan;
- 4) For large-scale, multi-year site development projects, a conceptual plan or publicly-approved Capital Improvements Program (CIP) plan should be provided to demonstrate both prior and future year investments being directed to the site(s);
- 5) For site development projects leading to Tier 4 or 5 characterization, a return on investment (ROI) analysis, such as the existing model used by GO Virginia, must accompany the application. The analysis should estimate the projected employment levels, wages, and tax revenues to be generated from the developed property over the expected timeframe for the State to "recover" its investment (not to exceed 5 years);
- 6) For site development projects leading to Tier 1-3 characterizations, a formal ROI analysis is not required; however, supporting documentation outlining the following must be provided: 1) additional, usable acreage that will be made available for business uses, 2) industry sectors being targeted for these sites, 3) activities that will be jointly undertaken by participating localities and/or the regional EDO to market or support the advancement of the site(s).
- 7) In order to minimize GO Virginia's involvement in any requisite/future collection efforts, repayment of State funds for unrealized or underperforming site advancement projects (e.g. "claw-backs") should be agreed upon and clearly defined in the contractual agreement mentioned in item 3 above (or via a similar legally-binding document). When necessary, repayment of GO Virginia funds can be provided either directly by the locality or its EDA/IDA, private land owner or developer, or a combination of public and private funds.

### **Regional Site Development Planning**

Applicants requesting funds for regional site development planning activities must complete the Regional Site Development Planning Grant Application, included in this guidance as Attachment A.

### **Regional Site Development Implementation**

Applicants requesting funds for regional site development implementation activities must complete the Regional Site Development Implementation Grant Application, included in this guidance as Attachment B.

### **Statewide Competitive Site Development Implementation**

Applicants will be required to provide a completed Statewide Competitive Sites Development Implementation Grant Application, included in this guidance as Attachment C.

## **Section V: ATTACHMENTS - Applications and Site Checklists**

**Attachment A. Application for Regional Sites Development Planning Grants & Associated Checklist**

**Attachment B. Application for Regional Sites Development Implementation Grants & Associated Checklist**

**Attachment B. Application for Statewide Competitive Sites Development Implementation Grants & Associated Checklist**