

REGIONAL COUNCIL 9 OCTOBER 10, 2019 9:30 AM to 11:30 AM UVA Research Park 1001 Research Park Boulevard, Town Center Two 4th Floor Conference Room, Charlottesville, Virginia

AGENDA

1. Welcome Jim Cheng, Chair **Public Comment** Jim Cheng 3. Approval of Meeting Minutes-June 25, 2019 Jim Cheng Approval of Financials through June 30, 2019 Andy Wade, Treasurer 5. 2019 Growth Plan Update Approved by Board Jim Cheng 6. Project Review and Vote Jim Cheng 7. Region 9 Council Planning Grant -Cathy Renault "Venture Hub" Business Plan Presentation by Camoin 310 **Erik Pages** Dan Gundersen 8. Funding for Rural Entrepreneurship Ecosystem Planning Grant Jim Cheng 9. Introduction of Sara J. Dunnigan, Deputy Director, Jim Cheng GO Virginia and Economic Development, DHCD 10. Chair Update Jim Cheng **Shannon Holland** 11. Director Update 12. Other Business Jim Cheng 13. Upcoming Dates Jim Cheng Council Meeting, Thursday, January 30, 2020 Germanna's Daniel Technology Center, Culpeper, VA Region 9 Application Deadline, January 7, 2020 14. Adjourn Jim Cheng



REGIONAL COUNCIL 9 JUNE 25, 2019 ANNUAL MEETING 9:30 AM to 11:30 AM 1001 RESEARCH PARK BOULEVARD, SUITE #301, CHARLOTTESVILLE, VA 22901

MINUTES-DRAFT

Attending Council Members: Andy Wade, Louisa County (Treasurer); Brian Cole, LexisNexis; Bryan David, Orange County; Chip Boyles, Thomas Jefferson Planning District Commission; David Pettit, Flora Pettit; Ed Dalrymple, Cedar Mountain Stone; Ed Scott, EcoSeptix Alliance; Felix Sarfo-Kantanka, Dominion Energy; Frank Friedman, Piedmont Virginia Community College; Hon. Jim Crozier, Orange County; Hon. Tony O'Brien, Fluvanna County; Jim Cheng, Cav Angels (Vice Chair); Mansour Azimipour, A & K Development; Miles Friedman, Fauquier County; Pace Lochte, University of Virginia Economic Development; Patrick Mauney, Rappahannock-Rapidan Regional Commission; Ray Knott, Union Bank & Trust; Tom Click, Patriot Aluminum (Chair)

Absent Council Members: Christian Goodwin, Louisa County; Elizabeth Smith, Afton Mountain Vineyards; Jan Gullickson, Germanna Community College; Leigh Middleditch, McGuireWoods

Guests: Betty Hoge, Central Virginia Small Business Development Center; Candace Spence, Central Virginia Partnership; Doug Beaver, New Pathways at GWC-PTEC; Laura Loveday, Culper County Special Projects and Grants Administrator; Phil Sheridan, Culpeper County; Roger Johnson, Albemarle County; Hon. Sue Hansohn, Culpeper County; Uconda Dunn, Central Virginia Partnership

Staff: Shannon Holland, Helen Cauthen

1. Welcome

Tom Click, Chair, opened the meeting at 9:33 AM.

2. Public Comment

Tom Click asked if there were public comments. No public comments were offered.

3. Meeting Minutes

Jim Cheng made a motion to approve the May 2, 2019 Minutes as presented. Chip Boyles seconded the motion. The motion carried.

4. Financial Report

Referring to the Statement of Financial Position through April, Andy Wade, Secretary/Treasurer, reported that there was \$74.60 in the bank account, as is generally the case. The \$17,888 in Accounts Payable in the statement were paid out in May. He also noted that there was \$76,120 due to the Central Virginia Partnership. He added that the Council has spent 35% of budgeted dollars, to date, and that \$99,350 of the Capacity Building Project Reserves line item would be transferred to the Per Capita budget to fund approved projects, as approved at the last Council Meeting. Shannon Holland added that Stephanie Boynton, Accountant at the Central Virginia Partnership, had finished setting up project accounts so that the Council can now track budgets by project, in addition to the Capacity Building budget.

Chip Boyles made a motion to approve the Financials as presented. Miles Friedman seconded the

motion. The motion carried.

5. Member Slate Vote

Referring to the first Nominee Slate titled "Vote For Acceptance", Tom Click asked for a motion to Accept the Nominees as presented.

David Pettit made a motion that the Council accept this Slate as presented. Patrick Mauney seconded the motion. The motion carried.

Referring to the second Nominee Slate titled "Vote to Approve", Tom Click asked if there were any nominations from the floor. No nominations were made.

Tom Click asked for a motion to approve this Slate. Ray Knott made a motion to approve this Slate as presented. Miles Friedman seconded the motion. The motion carried.

6. Growth Plan Update Draft

Tom Click shared that the Council did only received one quote in response to the RFQ for the Growth Plan Update required by GO Virginia code. The quote exceeded the Council approved \$30,000 budget significantly. The quote included an option for about \$50,000 and an option for \$100,000. Because of the quotes, staff developed a plan to complete the Growth Plan Update in-house. He asked staff to walk through the draft Growth Plan Update provided.

Shannon Holland said that the presented Growth Plan Update draft was more of an "adjusting of the sails" instead of a growth plan overhaul. She noted that the Update incorporated council, task force, and community feedback to date. She noted that the recommendation is to not change project frameworks and target markets outlined in the 2017 Plan, as noted on page 6 of the draft shared. She noted that the new opportunities are outlined beginning on page 6 and that both the 2017 and 2019 opportunities are listed beginning on page 16. Shannon Holland noted that the final draft is due to DHCD by August 1 to prepare for approval at the September state Board Meeting. To meet the deadline she asked for Council feedback by June 27, before soliciting additional stakeholder feedback. She indicated she will present the final draft to the new Executive Committee in July for final approval before submitting to DHCD.

Tom Click asked for feedback on the Growth Plan Update materials.

Discussion ensued regarding adding new target markets such as renewable energy, hemp, and/or environmental sustainability. Shannon Holland noted that she wasn't able to develop the empirical case for adding those industries. She also noted that there was a specific opportunity in the plan that could allow the Council to be opportunistic in these or other areas. Tom Click added that many potential projects related to these industries could fall within the current target markets. Jim Cheng noted that industries like Hemp are nascent and therefore don't have historical data.

Another discussion ensued around keeping a reference to supporting regional Broadband expansion. It was suggested that even though, at this time, the GO Virginia Board is not funding Broadband projects this is still a critical issue to most localities in the region. It was suggested that having supporting language in the Region 9 Plan for advancing broadband could help support non-GO Virginia project applications.

The final suggestion was that Shannon Holland share draft language supporting the additional noted industries and regional broadband initiatives to be approved by the Executive Committee for including in the Growth Plan Update.

Ray Knott made a motion that the Executive Committee approve the final draft of the Growth Plan Update. Miles Friedman seconded the motion. The motion carried.

7. Project Updates

Tom Click shared that both the Regional Business Park and the Young Entrepreneurs Resource Guide project were approved at the previous afternoon's GO Virginia Board Meeting. Shannon Holland noted that with the approval of these two projects, essentially all of the Region 9 FY2019 Capacity Building funding had been awarded.

Tom Click also shared that the Council's "Venture Hub" Business Plan Planning Grant is progressing and that the Council-appointed Business Plan RFP Oversight Team held a kick-off meeting with the Camoin consultants in June. There will be stakeholder meetings in late July and a presentation on business plan concepts in late August. The final consultant presentation will be scheduled for the fall Council meeting.

8. Project Presentation, GWC-PTEC

Laura Loveday, Special Projects and Grants Administrator for Culpeper County, presented on activities and outcomes of the GWC-PTEC project, Region 9's first per capita grant project. She was accompanied by The Honorable Sue Hansohn, Culpeper County Supervisor, and Doug Beaver, instructor at New Pathways at GWC-PTEC. The presentation is attached. She discussed several barriers the project team has faced and how they are addressing those challenges. The biggest challenge for the team is getting enough students in the program.

9. Chair Update

Referring to the 2019 Dashboard in the packet, Tom Click noted that the Council has awarded just about all of the FY2019 Per Capita Funds. He noted that this was something the Council should be proud of and he thanked all who have helped advance the projects. He then referred to the Year End Report on Growth Plan Implementation noting that much of the information is included in the Growth Plan Update.

10. Director Update

Shannon Holland highlighted a few items in the Director Update enclosed in the meeting packet. She noted that several projects have had a few budget changes that have been approved. She also noted that press releases and Birthstone announcements for Catalyst, Regional Business Park and Young Entrepreneurs Resource Guide are in development.

11. Other Business

David Pettit suggested that Shannon Holland receive a bonus for taking on the Growth Plan Update development in-house since that resulted in significant cost savings. Ed Scott suggested that this wait until the Growth Plan Update was approved by the GO Virginia Board in September. The Council members agreed to defer to the Executive Committee to address this matter.

David Pettit updated the Council on the bylaws change he reviewed at the Council's request. The question set forth at the last meeting was whether the Council could add a new Council seat for a third community college as a non-voting Ex-Officio member. The concern was by doing that the Council may have to add an additional private sector seat to ensure that the Council is compliant with code. David Pettit noted that the feedback received from DHCD indicated that the Council could be construed as being non-compliant with code. He suggested that the Council extend a formal invitation to the third community college president to attend council meetings as a special guest seated at the table.

Brian Cole made a motion that the Council send a formal invitation to the third community college president to attend council meetings as a special guest seated at the table. Pace Lochte seconded the motion. The motion carried.

Tom Click thanked the Council members for their hard work and support during his tenure as Chair. Special thanks were extended to Bryan David, Leigh Middleditch, and Elizabeth Smith whose terms are expiring.

12. Next Meeting

Tom Click noted that the next meeting will be announced soon.

13. Adjourn

Ray Knott made a motion to adjourn the meeting. Chip Boyles seconded the motion. The motion carried. The meeting adjourned at 11:06 AM.

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 · Facilites 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
et Income	0.00	0.00

GO Virginia Capacity Building - Statement of Income and Expense

July 2018 through Jun	e 2019
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	\$ Over Budget	% of Budget
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 · Facilites 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	0.00	0.0%

12:05 PM 09/23/19 Accrual Basis

GO Virginia Statement of Financial Position

As of June 30, 2019

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

GO Virginia Budget vs. Actual by Project

All Projects with Budget Activity through June 2019

Adult Beverage

CvilleBioHub

	(Projects)			(Projects)		
	Jun 19	Budget	% of Budget	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

All Projects with Budget Activity through June 2019

Cybersecurity

GWC PTEC

	(Projects)		(Projects)			
	Jun 19	Budget	% of Budget	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

All Projects with Budget Activity through June 2019

Site Readiness

	(Projects)			TOTAL		
	Jun 19	Budget	% of Budget	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%



GO Virginia is a statewide economic development initiative that incentivizes collaboration between business, higher education, and local government to grow and diversify regional economies through grants.

Grant Opportunities Identified in Region 9 Growth Plan Update

The Region 9 Council is seeking grant proposals that support opportunities identified in the Region 9 Growth & Diversification Plan Update. In general, projects must be framed in one of the specific project types and focus on target industry. Each of the bullets below represents an identified opportunity.



Talent Development

- Support development of a regional workforce project to convene stakeholders for developing regional target sector based strategies.
- Support growth of Information Technology, as well as all other target sectors, through a Tech Talent pipeline initiative.
- Evaluate how credentialing, apprenticeship, and /or internship programs for target industries could support higher paying jobs and/or growth of the traded sector.
- Continue supporting and monitoring Talent Development projects including George Washington Carver-Piedmont Technical Education Center (GWC-PTEC), Central Virginia Cybersecurity, and Crafting Higher Paying Jobs and Adult Beverage Exports.



Growing Existing Businesses

- Support growth of the biotechnology and biomedical cluster to attain a critical mass of enterprises, talent and intellectual property.
- Support development of a large amount of new square footage serving the biotech industry in a strategically concentrated area including wet lab space.
- Identify scale-up opportunities in other targeted sectors, such as export growth for Food & Beverage Manufacturing, Light Manufacturing, and Information Technology.
- Monitor the opportunity for supporting broadband initiatives as the access to broadband is a critical need in most Region 9 localities.



Who can apply?

How much funding is available?

How do to apply?

When are upcoming deadlines?

What projects have been funded?

Find out more at:

www.GOVirginia9.org



Startups/Innovation/Commercialization

- Facilitate initiatives that advance opportunities outlined in the TEConomy Region 9 Assessment.
- Review the opportunity for developing a plan to set aside specific Per Capita funds to invest in the entrepreneurship ecosystem as outlined by the GO Virginia Board.
- Support development of a rural entrepreneurship coalition in rural counties.



Sites

- Encourage and support the creation of a Regional Industrial Facilities Authority (RIFA) or equivalent regional collaborative partnerships, as appropriate to support regional site development.
- In collaboration with partners, outline a regional approach to addressing the region's site readiness needs by advancing sites through the Virginia Business Ready Sites Program (VBRSP).
- Support and encourage the continued development of the regional business park in Louisa County.
- Advance further development of current sites and seek opportunities for regional collaboration on new sites.



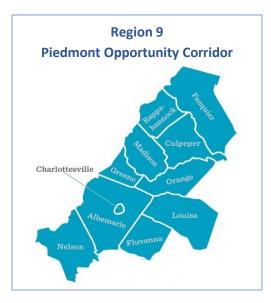
Other

- Review the 2019 Central Virginia Partnership Strategic Plan to identify areas for collaboration and efficiencies to drive the creation of high paying jobs and grow the traded sector in Region 9.
- Explore opportunities to assess and support the development of emerging industries that could help the region grow high paying jobs and expand the traded sector (i.e. Hemp Industry, Renewable Energy Industry, and Environmental Sustainability Industry).

Available funding: \$1,000,000 for Regional Project \$29,000,000 for Inter-Regional Projects

Statewide, GO Virginia has funded 51 projects totaling \$20,000,000 and leveraging \$30,000,000 in non-state funds. Region 9 has awarded 8 projects totaling \$1,895,000 and leveraging \$4,308,000 in non-state funds.

www.GOVirginia9.org







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REGION MEETINGS AND IMPORTANT DATES

Region 9 Proposal Deadline	Region 9 Council Meeting 9:30 AM to 11:30 AM	DHCD Application Deadline	GO Virginia Board Meeting				
	2019						
September 9	October 10 UVA Research Park	November 1	December 9, 2018				
	2020						
January 7	Thurs., January 30 Germanna's Daniel Technology Center, Culpeper	TBD	March 17				
	EXECUTIVE COMMITTEE Thursday, April 16 Location TBD						
March 31	Thurs., April 30 Location TBD	TBD	June 23				
May 26	Friday, June 19 Tentative – Germanna's Daniel Technology Center	TBD	September 3				
September 8	Wed., October 14 Location TBD	TBD	December 8				

Meeting details posted at

www.GOVirginia9.org