

REGIONAL COUNCIL 9

JULY 23, 2020

9:30 AM to 11:30 AM

Zoom Link or Call-In

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

AGENDA

- | | |
|---|----------------------------------|
| 1. Welcome | Ed Scott, Chair |
| 2. Roll Call | Shannon Holland, Director |
| 3. Public Comment | Ed Scott |
| 4. Approve Council Business | Ed Scott |
| a. Meeting Minutes | |
| b. Financials | |
| c. Council Calendar | |
| d. Capacity Building Contract | |
| e. Project Contract Template | |
| 5. Strike Force Update, as needed | Ed Scott |
| 6. Project Review and Vote, as needed | Ed Scott |
| 7. Inter-Regional Project Review and Vote, as needed | Ed Scott |
| a. VA Bio Connect Presentation - Collaborating Region Support | |
| b. MBC Middle Mile Broadband - Letter of Support Request | |
| c. SBDC - Letter of Support Request | |
| d. GENEDGE "Retooling" Advisory Committee Appointment | |
| 8. Chair Update | Ed Scott |
| 9. Director Update, as needed | Shannon Holland |
| 10. Other Business | Ed Scott |
| 11. Adjourn | Ed Scott |

Topic: Region 9 Council Meeting

Time: Jul 23, 2020 09:30 AM Eastern Time (US and Canada)

Join Zoom Meeting

<https://zoom.us/j/95679397892>

Meeting ID: 956 7939 7892

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Meeting ID: 956 7939 7892

Find your local number: <https://zoom.us/u/aJu1XO9G3>

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 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
JUNE 19, 2020
ANNUAL MEETING
9:30 AM to 11:30 AM
Zoom Link or Call-In

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

MINUTES

Attending Council Members: Jim Cheng, Cav Angels (Chair); Ed Scott, EcoSeptix Alliance (Vice Chair); Brian Cole, LexisNexis; Chip Boyles, Thomas Jefferson Planning District Commission; Ed Dalrymple, Cedar Mountain Stone; Felix Sarfo-Kantanka, Dominion Energy; Jan Gullickson, Germanna Community College; Hon. Jim Crozier, Orange County; Kurt Krueger, McGuireWoods; Liz Walters, Bingham & Taylor; Miles Friedman, Fauquier County; Pace Lochte, University of Virginia Economic Development; Patrick Mauney, Rappahannock-Rapidan Regional Commission; Paul McCulla, Fauquier County; Ray Knott, Union Bank & Trust; Tom Click, Patriot Aluminum

Special Guest: Kim Blosser, Lord Fairfax Community College as Special Guest of the Council

Absent Council Members: Andy Wade, Louisa County (Treasurer); Christian Goodwin, Louisa County; David Pettit, Flora Pettit; Frank Friedman, Piedmont Virginia Community College; Mansour Azimipour, A & K Development; Hon. Tony O'Brien, Fluvanna County

Staff: Shannon Holland, Helen Cauthen, Kristy Dancy, Candace Spence

Guests: Alicia Pittori, Bank of America; Phil Sheridan, Culpeper County; Bill Donohue, GENEDGE; Dean Young, GENEDGE; Kalen Hunter, Region 1; Susan Turner, Orange County

1. Welcome

Jim Cheng opened the meeting at 9:31 am and announced that the FY2020 Annual Meeting was being held via zoom because of the state of emergency declared by the Governor. Jim Cheng advised any guests that didn't have agendas they could be downloaded at www.GOVirgina9.org.

2. Public Comment

Jim Cheng asked if any Public Comments had been received. Shannon Holland stated that no public comments forms had been received.

3. Roll Call

Candace Spence completed a roll call of Council Membership to determine attendance and quorum as noted above in Minutes.

4. Approve Meeting Minutes

5. Approve Financials

Jim Cheng suggested that to be expedient the approval of Meeting Minutes and Financials could be reviewed and discussed and supported through one motion and vote. No objections were raised to this suggestion.

Jim Cheng asked if there were any questions or discussion on the Meeting Minutes. None were raised. Jim Cheng asked if there were any questions or discussion of the Financial Report adding that the Financials were approved by the Executive Committee.

Ray Knott made a motion to approve the Meeting Minutes and Financials as presented. Brian Cole seconded the motion. A roll call vote was taken and the motion carried.

6. Council Calendar

Jim Cheng advised the Council that the Executive Committee set a new Council Meeting date for July 23rd in order to open up the opportunity for grants to advance to the September 3 GO Virginia Board meeting and to give the new Chair a meeting early in the new fiscal year.

7. Vote to Accept Public Sector Appointments

8. Vote on Private Sector Slate - Members, Officers & Executive Committee

Jim Cheng suggested that the Slate for Approval and the Slate for Voting be combined into one review, motion and roll call vote. There were no objections. Brian Cole, as a Member of the Nominating Committee, stated that the Slate should be updated to reflect the following:

- Dr. Kim Blosser, Lord Fairfax Community College, will serve in the vacating Community College seat
- Dr. Frank Friedman, PVCC, will serve as Special Guest of the Council
- Liz Walters, Bingham & Taylor, will continue serving in the VCW Piedmont Chair role
- Alicia Pitorri, Bank of America, is appointed by the Central Virginia Partnership Executive Committee, subject to approval at their annual meeting

Jim Cheng asked if there were any nominations from the floor. None were offered.

Miles Friedman made a motion to accept and approve the Slates as provided and amended with the Nominating Committee updates. Felix Sarfo-Kantanka seconded the motion. A roll call vote was taken. The motion carried.

(Approved Slate included in Minutes)

9. Strike Force Update

Ed Scott reminded the Council that the status of the Strike Force as an apparatus for reviewing and approving ERR FAST ACCESS and ECB less than 100k was up for review at the Annual Meeting as stipulated at the April 30 meeting. Ed Scott noted that the Strike Force had met five times to review proposals. Three ERR FAST ACCESS projects were approved and one ECB Project was approved. There is \$70,500 remaining in ERR FAST ACCESS and \$150,000 of Per Capita ECB < 100k and the Strike Force was willing to continue meeting until funds are expended.

During the discussion Tom Click asked Shannon Holland to explore a report that shows project funds awarded by regional Council. Shannon Holland will pursue this information with DHCD.

10. Vote on Strike Force Status

Jan Gullickson made a motion that the Strike Force continue until available funds are expended and that the Council Chair write a letter to DHCD or the GO Virginia Board requesting that additional ERR funds be made available for FAST ACCESS. Tom Click seconded the motion. A roll call vote was taken. The motion carried.

11. Letter of Support for Competitive Project: Retooling Virginia Manufacturers for Strategic Industries

Jim Cheng introduced Bill Donohue of GENEDGE who was attending to present the "Retooling" competitive proposal led by Region 1. Kalen Hunter, Region 1, and Dean Young, GENEDGE both joined the call during the conversation as it came up earlier on the agenda than expected.

12. Vote on Letter of Support

Tom Click made a motion to provide a Region 9 Council Letter of Support for the “Retooling” competitive project. Jim Crozier seconded the motion. A roll call vote was taken. The motion carried.

13. Chair Update

Jim Cheng directed the group to the Annual Report on Growth Plan Implementation to highlight some of the successes of Region 9. Jim Cheng noted that the Council had much to be proud of since its formation and that in the last year the Council had a strong pipeline and responded quickly to launch the Strike Force in response to COVID. Jim Cheng, referring to the chart in the Annual Report noted that Region 9 has, to date, awarded 2.7 million dollars in grants that leveraged almost 6.8 million dollars in match and other leverage.

Finally, Jim Cheng expressed his appreciation for the support of the Council members over the past year and he thanks those who were stepping up to new roles and to those stepping away from roles. Finally, Jim Cheng noted that he’d like to thank David Pettit and Shelby Bruguere for their service and he welcomed new Council Members that would be joining on July 1.

14. Director Update

Shannon Holland stated that Director Updates for April and June were included in the packet and she asked for any feedback on prior year activities and ideas to consider going into the new fiscal year.

15. Other Business

Jim Cheng noted that the draft contract template included as new business still needed some work with legal counsel and would therefore be tabled for another meeting.

16. Adjourn

Tom Click made a motion to adjourn the meeting at 10:29 am. Ed Dalrymple seconded the motion. The motion carried.

ZOOM Meeting Link and Call In

Shannon Holland is inviting you to a scheduled Zoom meeting.

Topic: Region 9 Council Annual Meeting

Time: Jun 19, 2020 09:30 AM – 11:30 AM

Join Zoom Meeting

<https://zoom.us/j/97924617452?pwd=RDBYSHg2ZFZQdXZnYk14bzN5N3k3dz09>

Meeting ID: 979 2461 7452

Password: 410304

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Meeting ID: 979 2461 7452

Password: 410304

Find your local number: <https://zoom.us/u/adCDDgypK>

GO Virginia
Statement of Financial Position
As of July 9, 2020

	June 9, 2020
ASSETS	
Current Assets	
Checking/Savings	
11200 · GO VA Operating Account - Union	75.41
Total Checking/Savings	75.41
Accounts Receivable	
11000 · Accounts Receivable	68,493.78
Total Accounts Receivable	68,493.78
Other Current Assets	
11100 · Accrued Receivable	4,243.49
Total Other Current Assets	4,243.49
Total Current Assets	72,812.68
TOTAL ASSETS	72,812.68
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20004 · Due to CVPED	54,698.57
Total Accounts Payable	54,698.57
Other Current Liabilities	
25060 · Accrued Expenses - Other	4,243.49
Total Other Current Liabilities	4,243.49
Total Current Liabilities	58,942.06
Total Liabilities	58,942.06
Equity	
32000 · Unrestricted Net Assets	13,870.62
Net Income	0.00
Total Equity	13,870.62
TOTAL LIABILITIES & EQUITY	72,812.68

GO Virginia
Capacity Building - Statement of Income and Expense
July 2019 through May 2020

	Capacity Building		
	Jul '19 - May 20	Budget	% of Budget
Income			
41520 · State Grants	149,469.48	250,000.00	59.79%
Total Income	149,469.48	250,000.00	59.79%
Gross Profit	149,469.48	250,000.00	59.79%
Expense			
01250 · General Administration	1,336.09	15,000.00	8.91%
51000 · Employee Expenses			
51100 · Salaries and Wages	55,509.65	0.00	100.0%
51300 · Fringe benefits	26,578.21	0.00	100.0%
51500 · Employee Recruitment Exp	13.00		
52160 · Temporary Employees	1,370.55		
51000 · Employee Expenses - Other	0.00	150,000.00	0.0%
Total 51000 · Employee Expenses	83,471.41	150,000.00	55.65%
52100 · Contract services			
52120 · Auditing Services	4,509.09	6,000.00	75.15%
52130 · Legal services	0.00	1,500.00	0.0%
52140 · Benefits administration	164.47		
52150 · Technical support services (IT)	521.24	0.00	100.0%
52100 · Contract services - Other	0.00	500.00	0.0%
Total 52100 · Contract services	5,194.80	8,000.00	64.94%
53000 · Non-personnel Exp	6.07		
53100 · Supplies & Equipment	1,366.75	1,500.00	91.12%
53211 · Rent	4,828.90	10,000.00	48.29%
53300 · Travel	1,253.56	2,500.00	50.14%
53700 · Meetings & Workshops	2,989.10	6,000.00	49.82%
53800 · Marketing, Outreach, & Website	421.31	7,000.00	6.02%
54000 · Program expenses	48,601.49	50,000.00	97.2%
Total Expense	149,469.48	250,000.00	59.79%
Net Income	0.00	0.00	0.0%

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

	CV Workforce Recovery			Biotech Innovation Cluster		
	(Projects)			(Projects)		
	Jan '16 - May 20	Budget	% of Budget	Jan '16 - May 20	Budget	% of Budget
Income						
41520 · State Grants	2,385.77	99,500.00	2.4%	64,900.87	548,000.00	11.84%
Total Income	<u>2,385.77</u>	<u>99,500.00</u>	<u>2.4%</u>	<u>64,900.87</u>	<u>548,000.00</u>	<u>11.84%</u>
Gross Profit	2,385.77	99,500.00	2.4%	64,900.87	548,000.00	11.84%
Expense						
01250 · General Administration	0.00	7,500.00	0.0%	0.00	36,000.00	0.0%
51000 · Employee Expenses	2,096.94	64,500.00	3.25%	1,309.13		100.0%
52100 · Contract services	13.99	7,500.00	0.19%	15.15		100.0%
53000 · Non-personnel Exp	0.00	1,000.00	0.0%	0.08		100.0%
53100 · Supplies & Equipment	44.06	15,000.00	0.29%	37.26		100.0%
53211 · Rent	230.78	4,000.00	5.77%	109.66		100.0%
53300 · Travel	0.00		0.0%	0.00		0.0%
53700 · Meetings & Workshops	0.00		0.0%	0.00		0.0%
53800 · Marketing, Outreach, & Website	0.00		0.0%	0.17		100.0%
54000 · Program expenses	0.00	0.00	0.0%	63,773.48	512,000.00	12.46%
Total Expense	<u>2,385.77</u>	<u>99,500.00</u>	<u>2.4%</u>	<u>65,244.93</u>	<u>548,000.00</u>	<u>11.91%</u>
Net Income	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>	<u><u>-344.06</u></u>	<u><u>0.00</u></u>	<u><u>100.0%</u></u>

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

	Adult Beverage (Projects)			CvilleBioHub (Projects)		
	Jan '16 - May 20	Budget	% of Budget	Jan '16 - May 20	Budget	% of Budget
Income						
41520 · State Grants	21,822.15	249,472.00	8.75%	83,349.55	83,540.00	99.77%
Total Income	21,822.15	249,472.00	8.75%	83,349.55	83,540.00	99.77%
Gross Profit	21,822.15	249,472.00	8.75%	83,349.55	83,540.00	99.77%
Expense						
01250 · General Administration	2,021.10	11,779.00	17.16%	2,425.34	5,087.19	47.68%
51000 · Employee Expenses	12,899.81	26,913.00	47.93%	40,584.21	51,350.00	79.03%
52100 · Contract services	17.06	6,700.00	0.26%	10.55	1,500.00	0.7%
53000 · Non-personnel Exp	0.23		100.0%	0.03		100.0%
53100 · Supplies & Equipment	36.50	121,830.00	0.03%	35.65	4,629.96	0.77%
53211 · Rent	131.79		100.0%	16,943.18	8,063.00	210.14%
53300 · Travel	0.00	750.00	0.0%	1,357.73	7,909.85	17.17%
53700 · Meetings & Workshops	0.00		0.0%	0.00		0.0%
53800 · Marketing, Outreach, & Website	0.00		0.0%	0.78	5,000.00	0.02%
54000 · Program expenses	6,715.66	81,500.00	8.24%	21,992.08		100.0%
Total Expense	21,822.15	249,472.00	8.75%	83,349.55	83,540.00	99.77%
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 May 2020

	Cybersecurity (Projects)			Site Readiness (Projects)		
	Jan '16 - May 20	Budget	% of Budget	Jan '16 - May 20	Budget	% of Budget
Income						
41520 · State Grants	36,604.10	100,000.00	36.6%	55,775.52	58,675.00	95.06%
Total Income	<u>36,604.10</u>	<u>100,000.00</u>	<u>36.6%</u>	<u>55,775.52</u>	<u>58,675.00</u>	<u>95.06%</u>
Gross Profit	36,604.10	100,000.00	36.6%	55,775.52	58,675.00	95.06%
Expense						
01250 · General Administration	1,308.25	8,000.00	16.35%	448.81	800.00	56.1%
51000 · Employee Expenses	31,511.76	64,350.00	48.97%	259.94		
52100 · Contract services	2.18			0.68	0.00	100.0%
53000 · Non-personnel Exp	0.03			0.00		
53100 · Supplies & Equipment	6.18	12,650.00	0.05%	3.49		
53211 · Rent	20.66			11.15		
53300 · Travel	0.00			0.00		
53700 · Meetings & Workshops	0.00			0.00		
53800 · Marketing, Outreach, & Website	0.00			0.00		
54000 · Program expenses	3,755.04	15,000.00	25.03%	56,975.00	57,875.00	98.45%
Total Expense	<u>36,604.10</u>	<u>100,000.00</u>	<u>36.6%</u>	<u>57,699.07</u>	<u>58,675.00</u>	<u>98.34%</u>
Net Income	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>	<u><u>-1,923.55</u></u>	<u><u>0.00</u></u>	<u><u>100.0%</u></u>

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

	GWC PTEC (Projects)			Catalyst (Projects)		
	Jan '16 - May 20	Budget	% of Budget	Jan '16 - May 20	Budget	% of Budget
Income						
41520 · State Grants	175,093.60	244,300.00	71.67%	2,035.75	475,200.00	0.43%
Total Income	175,093.60	244,300.00	71.67%	2,035.75	475,200.00	0.43%
Gross Profit	175,093.60	244,300.00	71.67%	2,035.75	475,200.00	0.43%
Expense						
01250 · General Administration	1,301.84	9,559.59	13.62%	1,145.49	35,200.00	3.25%
51000 · Employee Expenses	2,297.73			775.07	250,000.00	0.31%
52100 · Contract services	23.67	0.00	100.0%	6.00		
53000 · Non-personnel Exp	0.36			0.09		
53100 · Supplies & Equipment	47.81			21.32		
53211 · Rent	393.29			63.93		
53300 · Travel	24.15			23.85	20,000.00	0.12%
53700 · Meetings & Workshops	0.00			0.00		
53800 · Marketing, Outreach, & Website	0.00	5,000.00	0.0%	0.00		
54000 · Program expenses	171,004.75	229,740.41	74.43%	30,000.00	170,000.00	17.65%
Total Expense	175,093.60	244,300.00	71.67%	32,035.75	475,200.00	6.74%
Net Income	0.00	0.00	0.0%	-30,000.00	0.00	100.0%

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

	Regional Business Park (Projects)			Young Entrepreneurs (Projects)		
	Jan '16 - May 20	Budget	% of Budget	Jan '16 - May 20	Budget	% of Budget
Income						
41520 · State Grants	99,828.45	600,850.00	16.62%	36,106.13	83,500.00	43.24%
Total Income	99,828.45	600,850.00	16.62%	36,106.13	83,500.00	43.24%
Gross Profit	99,828.45	600,850.00	16.62%	36,106.13	83,500.00	43.24%
Expense						
01250 · General Administration	569.40	2,500.00	22.78%	906.23	5,000.00	18.13%
51000 · Employee Expenses	809.63			966.94		
52100 · Contract services	7.63			11.51		
53000 · Non-personnel Exp	0.19			0.05		
53100 · Supplies & Equipment	17.28			27.93	15,000.00	0.19%
53211 · Rent	62.46			137.02		
53300 · Travel	36.73			182.67	1,000.00	18.27%
53700 · Meetings & Workshops	0.00			0.00	12,500.00	0.0%
53800 · Marketing, Outreach, & Website	0.13			0.04		
54000 · Program expenses	98,325.00	598,350.00	16.43%	33,872.93	50,000.00	67.75%
Total Expense	99,828.45	600,850.00	16.62%	36,105.32	83,500.00	43.24%
Net Income	0.00	0.00	0.0%	0.81	0.00	100.0%

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

	Total Projects		
	Jan '16 - May 20	Budget	% of Budget
Income			
41520 · State Grants	577,901.89	2,543,037.00	22.73%
Total Income	<u>577,901.89</u>	<u>2,543,037.00</u>	<u>22.73%</u>
Gross Profit	577,901.89	2,543,037.00	22.73%
Expense			
01250 · General Administration	10,126.46	121,425.78	8.34%
51000 · Employee Expenses	93,511.16	457,113.00	20.46%
52100 · Contract services	108.42	15,700.00	0.69%
53000 · Non-personnel Exp	1.06		
53100 · Supplies & Equipment	277.48	169,109.96	0.16%
53211 · Rent	18,103.92	12,063.00	150.08%
53300 · Travel	1,625.13	29,659.85	5.48%
53700 · Meetings & Workshops	0.00	12,500.00	0.0%
53800 · Marketing, Outreach, & Website	1.12	10,000.00	0.01%
54000 · Program expenses	486,413.94	1,714,465.41	28.37%
Total Expense	<u>610,168.69</u>	<u>2,543,037.00</u>	<u>23.99%</u>
Net Income	<u><u>-32,266.80</u></u>	<u><u>0.00</u></u>	<u><u>100.0%</u></u>

REGION MEETINGS AND IMPORTANT DATES

Always confirm these dates at and details at www.GOVirginia9.org

Region 9 Proposal Deadline	Region 9 Council Meeting (Meetings will be via Zoom until Council decides otherwise or State of Emergency is ended)	DHCD Application Deadline (2021 dates are tentative)	GO Virginia Board Meeting (2021 dates are tentative)
2020			
July 7	July 23 (Thurs.) Zoom 9:30 am to 11:30 am	July 31	September 3
September 8	October 14 (Wed.) Zoom 2:00 pm to 4:00 pm	October 30	December 8
2021			
January 7	January 28 (Thurs.) TBD 2:00 pm to 4:00 pm	February 7	March 17
April 5	April 26 (Mon.) TBD 2:00 pm to 4:00 pm	May 22	June 23
June 3	June 29 (Tues.) TBD 2:00 pm to 4:00 pm	July 31	September 3
July 15	August 9 (Mon.) TBD 2:00 pm to 4:00 pm	October 30	December 8
September 9	October 1 (Fri.) TBD 9:30 am to 11:30 am	October 30	December 8

COMMONWEALTH OF VIRGINIA
CAPACITY BUILDING FINANCIAL ASSISTANCE CONTRACT
NUMBER 10RC9-20

July 1, 2020 to June 30, 2021

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

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

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

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

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

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

COMPENSATION

1. Based upon the Virginia Growth and Opportunity Act and the Appropriation Act of the Commonwealth of Virginia for the 2020-2022 ~~2018-2020~~ Biennium, as amended, the Department agrees to pay to the Organization for the fiscal year beginning July 1, 2020, and ending June 30, 2021, two hundred and fifty thousand dollars (\$250,000) in capacity building funds, subject to the approval of the budget submitted by the Regional Council to the GO Virginia Board and provided that the Organization shall meet the requirements in the GO Virginia financial manual, financial reporting documents, and those listed below.

METHOD OF PAYMENT

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

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

SCOPE OF SERVICES

3. The Support Organization shall furnish to the Department the following items during the term of this Contract, or as specified below:
 - a. An MOU, submitted no later than October 1st, 2020. This MOU shall include, at a minimum, the following information:
 1. A description of each entity included in the MOU
 2. The purpose of the MOU
 3. The agreed upon roles and responsibilities each organization will be providing to ensure project success. The roles and responsibilities should align with project goals, objectives and outputs;
 4. Describe the resources each partner would contribute to the project. This can be a time commitment, in-kind contributions, or grant funds
 5. A statement that the MOU is in compliance with the Virginia Growth and Opportunity Act.
 6. The MOU must be signed by all partners. Signatories must be officially authorized to sign on behalf of the entity and include title and entity name.
 - b. A current list of authorized signatories of the Organization, including their full name and title.
 - c. An Annual Report that includes a description of the activities conducted by the Support Organization during the preceding fiscal year, describing how they met the provision of the Growth and Opportunity Act. This report should be submitted through DHCD's Centralized Application and Management System (CAMS) under the Reports and Communication tab.

FINANCIAL REQUIREMENTS

4. The Organization must adhere to the GO Virginia Financial Manual and any updates that may occur. Updated manuals will be sent to recipients within five business days.
5. Recording and Documentation of Receipts and Expenditures
 - a. Funds awarded are to be expended only for the purposes and activities covered by the Organization's approved project plan and budget. The Organization is required to have accounting procedures that provide for accurate and timely recording of receipt of funds by source of expenditures made from such funds and unexpended balances. These records must contain information pertaining to this award, obligations, unobligated balances, assets, liabilities, receipts and expenditures. Controls must be established which are adequate to ensure that expenditures charged to this award are for allowable purposes. Accounting records must be supported by such source documentation as bank statements, cancelled checks, invoices, paid bills, payrolls, etc.

COMMUNICATIONS

6. Upon request of the Department, the Organization will promptly, and in all cases within 30 days, provide any information and/or documentation related to the Organization's use of GO Virginia funds.
7. GRANTEE agrees to recognize GO Virginia's support for its programs in all communications with the media and its marketing publications. The following statement is suggested: *"This project was funded in part by GO Virginia, a state-funded initiative that strengthens and diversifies Virginia's economy and fosters the creation of higher wage jobs in strategic industries."*

AUDIT REQUIREMENTS

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

COMMONWEALTH OF VIRGINIA
Department of Housing and
Community Development

By: _____
Erik Johnston, Director

Date: _____

THE REGIONAL COUNCIL

By: _____
Jim Cheng, Chair

Date: _____

SUPPORT ORGANIZATION

By: _____
Helen Cauthen, Chief Executive
Officer/President

Date: _____

COMMONWEALTH OF VIRGINIA
GO VIRGINIA ECONOMIC RESILIENCE AND RECOVERY GRANT
CONTRACT
NUMBER 20-GOVA-ERR-09A_[BG1]

THIS AGREEMENT by and between the COMMONWEALTH OF VIRGINIA DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT (hereinafter called "DHCD"), REGIONAL COUNCIL NINE and CENTRAL VIRGINIA PARTNERSHIP FOR ECONOMIC DEVELOPMENT (herein called "GRANTEE"), and **XXXXXXXX** (hereinafter called "SUBGRANTEE"), WITNESSETH THAT:

WHEREAS, DHCD has been authorized by the Governor of the Commonwealth of Virginia to distribute and administer grants of the Virginia Growth and Opportunity Act (hereinafter called "GO VIRGINIA") and the Appropriation Act of the Commonwealth of Virginia for the 2018-2020 Biennium, as amended; and

WHEREAS, the Growth and Opportunity Board (hereinafter referred to as the "BOARD") has been authorized by the Governor of the Commonwealth of Virginia to establish guidelines for grants under the terms of the Virginia Growth and Opportunity Act; and

WHEREAS, the GRANTEE has been authorized to secure financial support from DHCD on behalf of REGIONAL COUNCIL NINE and the SUBGRANTEE under the terms of the Virginia Growth and Opportunity Act; and

WHEREAS, "**XXXXXXXX**" as described in the **GO VIRGINIA Economic Resilience and Recovery APPLICATION**_[BG2] submitted by GRANTEE on behalf of SUBGRANTEE has qualified for funding on the basis of the GO VIRGINIA Grant Scoring Guidelines as established by DHCD and the Growth and Opportunity Board (hereinafter referred to as the "PROJECT"); and

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

COMPENSATION

1. DHCD agrees to award the GRANTEE a **GO VIRGINIA Economic Resilience and Recovery Grant** for the amount of allowable, eligible costs associated with the completion of the scope of the work described in this AGREEMENT, but not to exceed a total of **\$XX,XXX (XXXXXXXXXXXXXX)**.
2. **Non-State sources of matching funds of at least \$1 dollar for every 2 dollars awarded are required** for the use of **GO VIRGINIA Economic Resilience and Recovery Grant** funds, unless otherwise waived by the Board. A total match of **\$XXX,XXX (XXXXXXXXXXXXXX)** in matching funds over XX months is committed to this project by SUBGRANTEE on behalf of the following organizations.....
3. The GRANTEE and SUBGRANTEE shall not obligate, encumber, spend or otherwise utilize **GO VIRGINIA Economic Resilience and Recovery Grant** funding for any activity or purpose not included or not in conformance with the budget as apportioned and as described in this AGREEMENT unless the GRANTEE has received explicit approval by WRITTEN NOTICE from DHCD to undertake such actions.
4. No costs incurred prior to the execution approval of the grant authorized herein by DHCD or the GO Virginia Board of this AGREEMENT shall be eligible for reimbursement with **GO VIRGINIA Economic Resilience and Recovery Grant** funds.
5. The GRANTEE will use the lesser of (1) the amount specified in this AGREEMENT, or (2) the amount actually expended in completion of the scope of work described in this Agreement. If, at project completion, there are cost under-runs or project savings, these costs shall revert to DHCD.

METHOD OF PAYMENT

6. Requests for payment shall be completed through the “Remittance” function in DHCD’s CAMS (Centralized Application and Management System). Along with the request for payment, GRANTEE shall furnish documentation of reimbursable expenditures (such as invoices, cancelled checks, source documents, etc.). GRANTEE shall also provide documentation of match expenditure with the reimbursement request. DHCD shall process requests for payment within fifteen (15) days. Where invoices are not paid by the GRANTEE in advance of the remittance, funds shall then be immediately disbursed upon receipt of funds.
7. Matching funds shall be expended prior to or in proportion to **GO VIRGINIA Economic Resilience and Recovery Grant** funds within the PROJECT budget. The final disbursement may not be processed if GRANTEE’s matching funds obligation has not been fulfilled.

8. To expedite receipt of payment, it is recommended that GRANTEE contact the Virginia Department of Accounts (DOA) to arrange for electronic transfer of GO VIRGINIA funds. The forms to establish electronic payment with DOA are available at www.doa.virginia.gov.

9. The project shall commence on the Project Start Date, [\(as hereinafter defined\)](#), and shall terminate no later than the Project End Date [\(as hereinafter defined\)](#). Funds not expended by those dates may be subject to re-appropriation, unless the GRANTEE has received explicit approval by WRITTEN NOTICE from DHCD to extend this AGREEMENT. Final requests for the funds must be made **no later than 90 DAYS** from the Project End ~~Date outlined in the AGREEMENT~~.

SCOPE OF WORK

10. GRANTEE and SUBGRANTEE will commence, carry out and complete this scope of work, beginning on **XXXXXXX X, XXXX** [\(the "Project Start Date"\)](#) as described in the GRANTEE's **GO VIRGINIA Economic Resilience and Recovery Grant APPLICATION** submitted to DHCD in CAMS, and any subsequent, approved, written amendments to the APPLICATION, which are made a part of this AGREEMENT. GRANTEE and SUBGRANTEE shall complete the scope of work as described in the CONTRACT DOCUMENTS, on or before **XXXXXXX X, XXXX** [\(the "Project End Date"\)](#).

PROJECT TITLE: XXXXXXXXXXXXXXXX

ACTIVITIES:

1. **As provided in approved proposal.** Add details here.
2. **As provided in approved proposal.** Add details here.
3. **As provided in approved proposal:** Add details here.
4. **Additional activities as needed.** Add details here.

MILESTONES:

ADD TARGET MILESTONE DATE FROM GRANT PROPOSAL:

- Add milestone from grant proposal
- Add milestone from grant proposal
- Add milestone from grant proposal

ADD TARGET MILESTONE DATE FROM GRANT PROPOSAL Add milestone from grant proposal

- Add milestone from grant proposal

ADD TARGET MILESTONE DATE FROM GRANT PROPOSAL Add milestone from grant proposal

Add milestone from grant proposal

**ADD MORE TARGET MILESTONE DATES FROM GRANT PROPOSAL,
AS NEEDED**

PRODUCTS:

- Add metrics, products or outcomes from proposal
- Add metrics, products or outcomes from proposal
- Add metrics, products or outcomes from proposal
- Add metrics, products or outcomes from proposal
- Add more metrics, products or outcomes from proposal, as needed

BUDGET: Sources & Uses Document Attached.

11. The GRANTEE and SUBGRANTEE shall remain fully obligated under the provisions of this AGREEMENT notwithstanding its designation of any subsequent or third party CONTRACTORS identified for the undertaking of all or part of the scope of work for which the **GO VIRGINIA Economic Resilience and Recovery Grant** funds are being provided to the GRANTEE. Any SUBGRANTEE or CONTRACTOR which is not the GRANTEE shall comply with all the lawful requirements of the GRANTEE necessary to ensure that the PROJECT for which this assistance is being provided under this AGREEMENT is carried out in accordance with this AGREEMENT.
12. Should SPECIAL CONDITIONS to this AGREEMENT require additional action before proceeding with the ACTIVITY(S), the GRANTEE will initiate action relative to removal of those SPECIAL CONDITIONS beginning with the execution of this AGREEMENT.
13. DHCD agrees to provide the GRANTEE and SUBGRANTEE with technical assistance in setting up and carrying out the administration of the PROJECT and tracking PERFORMANCE METRICS as outlined in the APPLICATION as submitted and outlined in this AGREEMENT.
14. DHCD and the BOARD reserve the right to end funding for this PROJECT at any point by written Notice to GRANTEE and SUBGRANTEE should the PROJECT prove nonviable. This includes, but may not be limited to, lack of progress in conformance with this AGREEMENT. In such event, commitments made by GRANTEE and any SUBGRANTEE in accordance with the terms of this AGREEMENT prior to receipt of written notice of termination of funding will be funded.

15. If required under applicable law, GRANTEE and any SUBGRANTEE shall comply with the following as they relate to this AGREEMENT:
- A. Virginia Freedom of Information Act (FOIA);
 - B. Virginia Conflict of Interest Act (COIA);
 - C. Virginia Fair Employment Contracting Act;
 - D. Virginia Public Procurement Act (VPPA);
 - E. Americans with Disabilities Act (ADA); and
 - F. Title VI of the Civil Rights Act of 1964 (24 CFR Part 1).

FINANCIAL REQUIREMENTS

16. GRANTEE agrees to submit a quarterly progress report to DHCD in CAMS. The GRANTEE shall use the “GO Virginia Project Quarterly Progress Report” template to submit the report in the “Reports & Communications” tab for the PROJECT. DHCD may share copies of the report with interested parties identified by the State.

17. GRANTEE agrees to submit a final financial report and final project performance closeout report to DHCD in CAMS. The GRANTEE shall use the appropriate templates and closeout procedures, as provided by DHCD, to submit the final financial and project performance closeout reports in the “Reports & Communications” tab for the project. DHCD may share copies of the report with interested parties identified by the State.

18. DHCD, at its discretion, may require additional reports. If reports are not submitted in a timely manner, DHCD reserves the right to withhold payment requests until such reports are submitted.

19. DHCD shall monitor the GRANTEE as least once during the period covered by this AGREEMENT. DHCD may schedule additional monitoring visits with reasonable notice to Grantee as considered necessary. At any time during this AGREEMENT period, DHCD may request and shall be provided copies of any documents pertaining to the use of Program funds.

20. If required under applicable law, any governmental procurement from nongovernmental sources for construction or professional services shall be procured in accordance with the Code of Virginia § 2.2-4300 Virginia Public Procurement Act (VPPA). Per VPPA, “construction” means building, altering, repairing, improving or demolishing any structure, building or highway, and any draining, dredging, excavation, grading or similar work upon real property. “Professional services” means work performed by an independent contractor within the scope of the practice of accounting, actuarial services, architecture, land surveying, landscape architecture, law, dentistry, medicine, optometry, pharmacy or professional engineering. The GRANTEE and/or SUBGRANTEE(S) shall submit any contracts obligating GO VIRGINIA funds and if applicable,

documentation to detail that applicable procurement requirements have been met, prior to the execution of those contracts.

21. DHCD reserves the right to request and receive additional documentation pertaining to non-professional service or other contracts obligating GO VIRGINIA funds prior to approving drawdown requests.

AUDIT REQUIREMENTS

22. Per the DHCD Audit Policy, the GRANTEE is required to submit financial statements to DHCD. Required statements are as followed: Financial Statement(s)**, Reviewed Financial Statement(s) prepared by an Independent Certified Public Accountant (CPA), Financial Statement(s) that have been audited by an Independent CPA or an audit required by the Code of Federal Regulations (CFR), (2 CFR 200 Subpart F), audited by an independent CPA. The table below outlines the minimum requirements.

Threshold Requirement	Document
Total annual expenditures > \$100,000 (Regardless of source)	Financial Statement(s) prepared by organization**
Total annual expenditures between \$100,001 and \$299,000 (Regardless of source)	Reviewed Financial Statement(s) prepared by an Independent Certified Public Accountant (CPA)
Total annual expenditures > \$300,000 (Regardless of source)	Financial Statement(s) that have been audited by an Independent CPA
Federal expenditures \geq \$750,000	2 CFR 200 Subpart F Audit that has been audited by an Independent CPA

23. Required financial statements must be submitted by the GRANTEE yearly, within nine (9) months after the end of your fiscal year or 30 (thirty) days after it has been accepted (reviewed financial statement(s), audited financial statements, and 2 CFR 200 Subpart F audit only) - whichever comes first. Entities must electronically submit their financial statement(s) in DHCD's Centralized Application and Management System (CAMS). Entities are required to have a DHCD reviewed and approved current audit or reviewed financial statement(s) in order to submit a remittance request.

TERMINATION, SUSPENSION, CONDITIONS

24. **FOR CAUSE** - If through any cause, the GRANTEE or DHCD fails to comply with the terms, conditions or requirements of the CONTRACT DOCUMENTS, and fails to correct the non-compliance within ten (10) business days after WRITTEN NOTICE thereof, the other party may terminate or suspend this AGREEMENT by giving WRITTEN NOTICE of the same and specifying the effective date of termination or suspension at least five (5) days prior to such action.

If, after the effective date of any suspension of this AGREEMENT, it is mutually agreeable to DHCD and the GRANTEE upon remedy of any contract violation by the GRANTEE or DHCD, the suspension may be lifted and this AGREEMENT shall be in full force and effect at a specified date after the parties have exchanged WRITTEN NOTICES stating a mutual understanding that the cause for suspension has been identified, agreed to and remedied.

In the case of contract violations by the GRANTEE, DHCD may impose conditions other than termination or suspension which are appropriate to ensure proper grant and project administration and adherence to the terms of the CONTRACT DOCUMENTS. Such conditions must be imposed through WRITTEN NOTICE.

25. **FOR CONVENIENCE** - DHCD may terminate this AGREEMENT, FOR CONVENIENCE, in the event that DHCD is no longer authorized as an agency to administer GO VIRGINIA or if the funds allocated are no longer available.

The GRANTEE may terminate this AGREEMENT for convenience at any time provided that all of the following conditions are met:

- i. The GRANTEE gives DHCD ten (10) days WRITTEN NOTICE; and
- ii. The ACTIVITY(S) which have been initiated either have been completed and may be utilized in their stage of completion in a manner consistent with the objectives in the GRANTEE'S PROJECT APPLICATION, or will be completed by the GRANTEE through its own or other resources; and
- iii. The GRANTEE had honored or will honor all contractual obligations to third parties affected by GO VIRGINIA Economic Resilience and Recovery Grant funding; and
- iv. DHCD agrees to the termination.

A GRANTEE'S valid termination for convenience in accordance with these CONTRACT DOCUMENTS shall not affect nor prejudice the GRANTEE'S future relationship with DHCD nor its future consideration as a GO VIRGINIA recipient.

REQUEST FOR INFORMATION

26. The GRANTEE shall furnish, regularly and in such form as DHCD may require, reports concerning the status of the PROJECT activities and grant funds. Such reports shall be submitted in the form and manner as prescribed herein and in WRITTEN NOTICES from DHCD.

27. The GRANTEE shall maintain all records related to GO VIRGINIA grant funds. Records shall be readily accessible to DHCD, appropriate State agencies, and the general public during the course of the Project and shall remain intact and accessible for three years from final closeout. Except if any litigation claims or audit is started before the expiration of the three year period the records shall be retained until such action is resolved. Notwithstanding, records of any nonexpendable property must be retained for a three year period following final disposition.
28. WRITTEN NOTICES shall constitute the only means of binding statements of fact or condition between the parties of this Agreement. All required reports and requests to be issued by the GRANTEE or SUBGRANTEE must be made by way of a WRITTEN NOTICE unless other means are specified in the CONTRACT DOCUMENTS. The GRANTEE shall act upon and respond to WRITTEN NOTICES promptly as directed.
29. The term CONTRACT DOCUMENTS means the following documents which are a part of this AGREEMENT and are incorporated by reference herein as if set out in full:
- A. AGREEMENT;
 - B. PROJECT BUDGET AS APPROVED;
 - C. GO VIRGINIA ECONOMIC RESILIENCE AND RECOVERY GRANT APPLICATION;

In witness whereof, the parties hereto have executed or caused to be executed by their duly authorized official this AGREEMENT.

SUBGRANTEE

XXXXXXXXXXXX

BY: _____ DATE: _____
XXXXXXXXXXXX, XXXXXXXXX

GRANTEE

CENTRAL VIRGINIA PARTNERSHIP FOR ECONOMIC DEVELOPMENT

BY: _____ DATE: _____
Helen Cauthen, President

REGIONAL COUNCIL 9

BY: _____ DATE: _____
XXXX XXXXim-Cheng, Chair

COMMONWEALTH OF VIRGINIA

DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT

BY: _____ DATE: _____
Erik Johnston, Director



GO Virginia **Region 4**

Virginia Bio-Connect

strengthening the life sciences industry sector across the Commonwealth

Type of Grant: Statewide Competitive Fund

Target Area of GOVA: Life Science/Biotechnology Sector

Project Overview

VA Bio-Connect will be an inter-regional program to build the infrastructure needed to connect and sustain the broader network, while at the same time, strengthening each regional life science/biotechnology industry cluster and the economy of the Commonwealth of Virginia.

Statewide Managing Hub:
Virginia Bio

Regional Bio hubs:

Region 9: Charlottesville/Albemarle

Region 4: Richmond

Region 7: Northern Virginia

Region 2: Roanoke/Blacksburg/Lynchburg

Region 5: Coastal Virginia

Project Overview: Goals

AIM 1: Build and establish statewide cluster-specific connections to create inter and intra-regional collaborations and increase local, national, and global visibility

- Create centralized, externally searchable, asset map to showcase assets and foster collaborations
- Increase visibility of Virginia's life science sector through a coordinated marketing campaign
- Integrate efforts and share best practices to intentionally strengthen the industry through connectivity and collaboration

AIM 2: Develop and attract the diverse workforce needed for a growing bio-industry and bio-economy in Virginia

- Create and coordinate academic/industry internship program, with focus on diversity
- Develop state-wide virtual job fairs, workshops, and young professionals networks to connect Virginia-based student talent with industry
- Develop and implement a recruitment plan to attract mid/senior level life science professionals

AIM 3: Accelerate Commercialization

- Launch statewide Venture Builder Network with 4 Entrepreneurs-in-Residence (EIR) to support early stage companies
- Coordinate commercialization across institutions, industry, and the National Institutes of Health
- Connect startups and growing companies to specialized needed resources

Project Overview: Outcomes

We anticipate that focused efforts in each of the regional bio hubs and coordination across the state will foster the following outcomes:

1. **Company recruitment and retention:** Recruitment and retention of life science companies in Virginia, to include manufacturing
2. **Develop, recruit, and retain talent:** Diverse workforce pipeline to meet industry demand with high quality candidates
3. **New company formation and job creation:** Skilled and agile entrepreneurs to support commercialization of new technologies
4. **Grow existing businesses:** Advising and business planning support will attract the money and talent to accelerate company growth and increase the likelihood of success.

Project Overview: Approach

- **Virginia Bio** will serve as the central managing hub equipped with administrative support to coordinate statewide activities
- **Regional BioHubs** will coordinate regional activities that align with the Virginia Bio-Connect statewide initiative
- **Advisory board** will be established with representation from Regional BioHub leaders, universities, community colleges, economic development, research parks, industry, and state agencies, to guide development of the Virginia Bio-Connect Initiative and assure milestones are achieved



Project Overview: Alignment with Regional growth + diversification plan

Aligned Regional Objectives	Region 4	Region 2	Region 5	Region 7	Region 9
Sector Alignment	bioscience	Life science/ healthcare		Life Sciences	Biomed/ Biotech
Talent/ Workforce Development	✓	✓	✓	✓	✓
Commercialization/ Entrepreneurship/ Business Dev.	✓	✓	✓	✓	✓

Project Overview: Alignment with GOVA Mission

Virginia Bio-Connect aligns with the GO Virginia goal to create more high-paying jobs through collaboration between business, education, and government to diversify and strengthen the economy in every region of the Commonwealth

- The average scientist and life science professional salary in Virginia is \$86,212 and for the U.S. is \$107,610 (BIO and TEconomy report, 2020)
- Building Regional BioHubs and fostering statewide collaboration will build on collective strengths and attract increased non-dilutive and dilutive funding
- Attracting highly qualified, diverse workforce (including entry, mid-level, and senior level talent) will be critical for life science companies to establish and grow in Virginia
- Business development support through training and mentorship by entrepreneurs in residence will accelerate company growth

Local Impact

Region 4:

Richmond	Charles City	New Kent	Sussex
Hannover	Dinwiddie	Powhattan	Petersburg
Henrico	Goochland	Prince George	Colonial Heights
Chesterfield	Greensville	Surry	Emporia
Hopewell	Ashland		

Region 2:

Greater Lynchburg
Roanoke
Roanoke County
Salem
New River Valley
Blacksburg, Montgomery County

Region 7:

Manassas City
Manassas Park
Prince William County
Fairfax, Fairfax County
City of Fairfax
Loudoun County
Arlington

Region 9:

City of Charlottesville
Albemarle County

Region 5:

Hampton
Norfolk
Virginia Beach

Other Regions:

Region 3: Danville
Region 8: Harrisonburg

Project Overview: Budget Request

- Amount requested: \$2,020,780.00
- Match: \$2,020,780.00
- Local match: \$404,156.00
- Timeline: 2 years

Regional Collaboration

Local Impact

List Localities Participating

Richmond, Charlottesville, Albemarle County, Prince William County, Fairfax County, Montgomery County, Roanoke, Roanoke County, Hampton, Norfolk, Virginia Beach

List Localities Impacted

All participating cities and counties and independent cities in region 4, 9, 2, 5, and 7

Additional Regional Impact:

Danville, Harrisonburg

Project Readiness

Partners

Region 4: Lead Region	Leadership
Virginia Bio-Connect Executive Director	John Newby, JD, CEO, Virginia Bio
Region 4: Richmond	Carrie Roth, COO, Activation Capital Ivelina Metcheva, PhD, MBA, Exec Dir, VCU Tech Transfer
Regional Bio Hubs	Leadership
<i>Leadership from each BioHub will manage regional activities and coordinate with partners across regions and with Virginia Bio for statewide activities</i>	
Region 9: Charlottesville/Albemarle	Nikki Hastings, PhD, Exec Dir, CvilleBioHub Bob Creeden, MBA, Managing Dir, UVA LVG Seed Fund
Region 2: Roanoke/Blacksburg/Lynchburg	Greg Feldmann, Skyline Capital Strategies, LLC Hal Irvin, PhD, Assoc. VP of Health Sciences and Tech, Virginia Tech
Region 7: Northern Virginia	Debi Roder, BD Manager, Life Sciences, Prince William Cty ED Amy Adams, MS, Exec Dir, Institute for Biohealth Innovation, GMU
Region 5: Coastal Virginia	David Couch, MBA, BD Admin, Virginia Beach Econ Dev

Potential Barriers

- **Geographic location for of connecting BioHubs:** Virginia's bioeconomy exists in distributed smaller clusters across the state and geographic location may be a potential barrier for scaling/execution
- **Current diversity of each regional BioHub:** The 5 bio hubs represented are not equal in the level of development
- **Long term sustainability for VA Bio-Connect's long term impact:** Funding to continue building the ecosystem, resourcing, and fostering inter-regional collaboration beyond grant period will be needed

Project Sustainability

Sustainability

The project team will seek outside sustainability dollars through funding resources within:

- Each bio hub, which will be established
- Virginia Bio and its leadership
- Follow-on grant dollars
- Statewide collaborative initiatives (e.g., VIPA)
- Lobbying efforts to emphasize life science/biotech industry development as a priority for the Commonwealth.

Questions?

THANK YOU!



John Newby



john.newby@vabio.org



804.643.6360

PER CAPITA FUNDING

FY July 1- June 30	Per Capita/ECB Allocation*	Added from Capacity Building	Rollover from prior year	Total Available for Projects	YTD Total Awarded	Funds Remaining (if not used carried forward at FY end)
FY2018	546,301	250,000		796,301	727,447	68,854
FY2019	1,000,000	0	68,854	1,168,204	1,159,550	8,654
FY2020	1,000,000	0	8,654	1,008,654	647,500	361,154
FY2021	1,000,000	0	361,154	1,361,154	0	1,361,154

* Up to 250k total may be awarded each year from Per Capita Allocations

** \$250,000 remaining in FY21 for ECB

ECONOMIC RESILIENCY AND RECOVERY (ERR) FUNDING

4/18/2020 to 4/18/2021

FY	ERR Allocation*	Rollover from prior year	Total Available for Projects	YTD Total Awarded**	Funds Remaining***
FY2020	1,000,000,	0	1,000,000	223,500	776,500

* Up to \$300,000 total may be awarded for FAST ACCESS <100k proposals

** FAST ACCESS: Project Rebound, \$80,000; Project Reconnect, \$99,500; Crafting a New Normal \$44,000

*** \$76,500 remaining available for FAST ACCESS

Task Force Members FY 21

Effective 7.1.2020

Talent Development

Ed Dalrymple
Kim Blosser
Jan Gullickson
Paul McCulla
Liz Walters

Growing Existing Businesses

Brian Cole
Jim Crozier
Ed Scott
Ray Knott
Alicia Pittori
Felix Sarfo-Kantanka

Startups/Innovation/Commercialization

Jim Cheng
Pace Lochte
Tom Click
Miles Friedman
Yolunda Harrell
Kurt Krueger

Sites

Andy Wade
Patrick Mauney
Chip Boyles
Tony O'Brien
Christian Goodwin
Mansour Azimipour

**DIRECTOR UPDATE
REGIONAL COUNCIL 9 MEETING
JUNE 19 - JULY 9 2020**

Quarterly Project Activity Reporting:

- 2020 Q2 project activity reports due to CVPED by 7/20/2020

Project Budget Changes/Updates:

- n/a

Contracts:

- Project Rebound, Project Reconnect, Crafting a New Normal in final review with Region 9 counsel
- Business Focused Workforce Recovery Contract signed

Key Activity:

- Annual Meeting held June 19, 2020
- New Council Member Training held or offered (3)
- Set Council 2021 Calendar
- Updated DHCD + website with new Council membership
- Collaboration for Inter-Regional projects in development (3)
- Initiated COIA Council Training for Council Compliance, to be completed by 9/1/2020
- Updated Funded Projects Listings

Media:

- 152 LinkedIn followers (+1)

Upcoming Dates

- DHCD Application Deadline July 31
- GO Virginia Board Meeting, September 3
- NEW Region 9 Council Meeting October 14
- NEW Region 9 Application deadline September 8



Virginia Growth and Opportunity Fund (GO Virginia)

Statewide Competitive Fund - Project Guidance

Section I: GO Virginia Program Intent

The GO Virginia program was designed to help grow and diversify regional economies and increase wages in every region of the Commonwealth. Nine regional councils have organized and developed Growth and Diversification plans and strategies organized around their own unique resources and assets.

Virginia State Code establishes the Virginia Growth and Opportunity Fund and describes an allocation to be competitively awarded on the basis of expected economic impact without regard to a region's population. These Statewide Competitive funds have been created to support projects that demonstrate a benefit to more than one region or an extraordinary opportunity to the Commonwealth.

Projects seeking funding from the statewide competitive pool should demonstrate alignment with the goals and priorities of each of the regional growth and diversification plans of the localities represented in the application.

The purpose of this guidance is to provide clarity on the process for developing and submitting an application requesting the use of Statewide Competitive funds as well as the roles and responsibilities of collaborating Regional Councils.

Section II: Funding Available for Statewide Activities

Each year, the GO Virginia State Board determines the funding available for statewide competitive projects following an appropriation by the Virginia General Assembly

In April 2020, the Board created the Economic Resilience and Recovery Program that designated \$14.66M in one-time funding (FY20) for activities that help mitigate the economic impact of the COVID-19 pandemic. Of that, \$5.9M is available for statewide projects.

Current funding availability for statewide projects can be found under *General Program Information* at <https://www.dhcd.virginia.gov/go-virginia-regional-materials>.

Section III: Roles and Responsibilities

Regional Councils may wish to partner on projects that have significant statewide impact and where they have shared interests (industry focus, common strategies) or where there would be efficiencies in operating at scale. All participating councils should be active participants in the project and share responsibility for the review of the application, as well as post-award grant progress monitoring to ensure the applicant is meeting its stated milestones and delivering the committed outcomes as described in their proposal.

When considering an application for a grant that involves more than one regional council, it is recommended that the process start with the formation of a staff workgroup to ensure the project's industry targets and objectives align with priorities in their respective Growth and Diversification plans and to ensure that the project produces outcomes consistent with the GO Virginia program. This workgroup should also play a continuing role to manage the application through the development and regional review/approval process. The collaborating councils will identify a Lead Regional Council who will be responsible for submitting the application to DHCD and will act as the Grantee for the project, if approved.

Lead Regional Council – The Lead Council assumes responsibility for receiving and vetting the application through its review process. The Lead Council staff will be a primary point of contact with the applicant and work to manage a streamlined and consistent communication process with the collaborating councils.

The Lead Council Chair is responsible for convening the chairs of the partnering councils to discuss the opportunity for collaboration, the project concept, and the potential economic impact of the application early in the process.

The Lead Council must involve each Partnering Council in the application development process and provide an opportunity to provide feedback to the applicant. The Lead Council ultimately votes to approve the project, but the application cannot advance to the State Board for consideration until an action of support (in the form of a vote) is taken by the Partnering Council(s). The Partnering Council must be provided access to the final approved application prior to taking an action of support.

Partnering Regional Council(s) – The Partnering Regional Council must participate actively as a member of the formed workgroup. Council leadership must engage with the Lead Council leadership and provide a letter of support for the project after acted upon by the Council.

Section IV: Local Participation and Match

All Go Virginia projects must have participation from 2 or more localities. For statewide competitive applications, the participation may come from two or more localities in the Lead Region, but are encouraged to involve two or more localities in each Partnering Region.

Unless otherwise stated, the GO Virginia project must have at least a 1:1 match and must come from non-state sources. Match contributions for statewide projects must be agreed to by all participating



regions. Match may come from one or more sources in the Lead Region, but it is encouraged that partnering regions provide match in proportion to the anticipated benefit, or some other reasonable match sharing formula as agreed upon by the partnering regions.

For statewide projects that require local match, the match must be provided through at least two localities, regardless of region. Upon agreement of the collaborating regions, that local match may come from the Lead Region, but it is encouraged that partnering regions provide match in proportion to the anticipated benefit or some other reasonable match sharing formula.

Section V: Application and Approval Process

The Lead Region assumes responsibility for submitting the application to DHCD and, if awarded, will serve as the grantee for the project. An MOU among the collaborating regions will describe roles and responsibilities post award and will be included as part of the project contract.

State law requires that no single region receive total awards in excess of 25% of the total Virginia Growth and Opportunity Fund. Funds awarded for multi-region projects will be assigned to the collaborating regions in proportion to the benefit and based on submitted project budgets. If a proportionate distribution cannot be determined, it may be assigned on a per capita basis. DHCD, in consultation with the collaborating regions, may determine an alternate distribution method.

References:

[Virginia Growth and Opportunity Act](#)

[GO Virginia Statewide Competitive Project Application](#)

[Competitive Scoring Matrix](#)

[Economic Resilience and Recovery Statewide Program Application](#)