



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

**REGIONAL COUNCIL 9  
JUNE 25, 2019  
ANNUAL MEETING  
9:30 AM to 11:30 AM  
UVA Research Park  
1001 Research Park Boulevard, 4<sup>th</sup> Floor Conference Room, Charlottesville, Virginia**

**AGENDA**

- |  |   |
|--|---|
| <b>I. Welcome</b>                                  | <b>Tom Click, Chair</b>   |
| <b>II. Public Comment</b>                          | <b>Tom Click</b>  |
| <b>III. Meeting Minutes Approval – May 2, 2019</b> | <b>Tom Click</b>  |
| <b>IV. Financial Report Approval</b>               | <b>Andy Wade, Treasurer</b>   |
| <b>V. Member Slate Vote</b>                        | <b>Tom Click</b>  |
| <b>VI. Growth Plan Update Draft</b>                | <b>Tom Click/Shannon Holland</b>  |
| <b>VII. Project Updates</b>                        | <b>Tom Click</b>  |
| <b>VIII. Project Presentation, GWC-PTEC</b>        | <b>Laura Loveday<br/>Special Projects and Grants<br/>Administrator, Culpeper County</b> |
| <b>IX. Chair Update</b>                            | <b>Tom Click</b>  |
| <b>X. Director Update</b>                          | <b>Shannon Holland</b>  |
| <b>XI. Other Business</b>                          | <b>Tom Click</b>  |
| <b>XII. Next Meeting<br/>TBD</b>                   | <b>Tom Click</b>  |
| <b>XIII. Adjourn</b>                               | <b>Tom Click</b>  |



## REGIONAL COUNCIL 9

MAY 2, 2019

9:30 AM to 11:30 AM

**Germanna Community College, Daniel Technology Center, 18121 Technology Drive  
Culpeper, VA**

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

**Absent Council Members:** Jeff Waite, Wal-Mart DC #7016; Bryan David, Orange County; Leigh Middleditch, McGuireWoods; Ray Knott, Union Bank & Trust; and, Elizabeth Smith, Afton Mountain Vineyards

**Guests:** Alicia Pitorri, Bank of America; Phil Sheridan; Culpeper County; Phil Geer, Orange County; and, Paul Miller, Old Dominion Hemp

**Staff:** Shannon Holland, Helen Cauthen

### 1. Welcome

Tom Click, Chair, opened the meeting at 9:39 AM. He welcomed the Honorable Jim Crozier to his first meeting on the Council.

### 2. Public Comment

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

### 3. Meeting Minutes

***David Pettit made a motion to approve the February 28, 2019 Minutes as presented. Christian Goodwin seconded the motion. The motion carried.***

### 4. Financial Report

Tom Click noted that financial statements were not completed in time for this meeting.

### 5. FY2020 Capacity Building Budget

Tom Click reported that the Executive Committee approved the FY2020 Capacity Building Budget at its April 24 Meeting. He noted that there are no significant changes from FY2019. Tom Click asked if there were any questions. No questions were offered. David Pettit stated for the record that though there is now a \$1,500 budget for legal services, as needed, he and his firm are not intending to charge for the services they have or will provide. Shannon thanked him, on behalf of the Council, for the services he has graciously provided.

***Miles Friedman made a motion to accept the Capacity Building Budget as approved by the Executive Committee. Felix Sarfo-Kantanka seconded the motion. The motion carried.***

**6. Procurement Policy Revision- Small Purchases**

Referring to the policy in the meeting packet, Tom Click shared that the Executive Committee approved a revision to the current Procurement Policy to include wording for Small Purchases. David Pettit added context noting that Virginia Public Procurement allows for different requirements for small purchases if the policy is in writing.

***Ed Dalrymple made a motion to accept the approval of the Procurement Policy by the Executive Committee on April 24 and as provided. Brian Cole seconded the motion. The motion carried.***

**7. Nominating Committee Appointments**

As stipulated in the Bylaws, Tom Click, as Chair, appointed a Nominating Committee to prepare a Slate before the Annual Meeting on June 25. The appointed Nominating Committee members are: Ray Knott, Pace Lochte, Patrick Mauney, David Pettit, and Ed Scott.

**8. Request for Changes to Bylaws**

Tom Click shared that the Executive Committee was presented with a request to consider amending the Bylaws in order to designate seats for each of the three Community Colleges serving Region 9. Some of the concerns discussed at the Executive Committee Meeting included size of membership, quorum issues, addressing how other public member sectors are not fully represented, that Talent Development is only one of the four frameworks of focus, and that other regions do not have stipulated community college representation. After much discussion, it was agreed that a third member might be added as an Ex-Officio non-voting member.

***David Pettit made a motion that the Bylaws be amended to include an Ex-Officio Non-Voting member for the third community college president, subject to clarification that another private sector member would not also need to be added. Frank Friedman seconded the motion. The motion carried.***

**9. Project Reviews**

Referring to the Project Review Summaries provided to Council members, Tom Click opened up discussions about each Per-Capita proposal before the Council.

**Regional Business Park** – As a reviewer, Patrick Mauney led the discussion of the project. All discussions were supportive of the proposal. It was stated that this project could be transformational for the region and the state.

***Chip Boyles made a motion to approve the project as presented. Tony O'Brien seconded the motion. The motion carried. Andy Wade and Christian Goodwin abstained.***

**Young Entrepreneurs Program Resource Guide** – As a reviewer, Jim Cheng led the discussion of the project noting that it was a great project that addressed a gap in the ecosystem. Ed Dalrymple, also a reviewer, noted that the region needed this program and he would support in the Culpeper area. Jan Gullickson asked that Germanna be engaged in the project in some way, as well.

***Jim Crozier made a motion to approve the project as presented. Tony O'Brien seconded the motion. The motion carried. Miles Friedman abstained.***

Jim Cheng asked if there was enough funding left in Region 9 Per-Capita funds to support these projects. Shannon Holland indicated that she had included recommendations for moving funds to accommodate the projects on the review summaries. She recommended that the Council consider moving up to \$111,111 from FY 2019 Project Reserves Capacity Building funds to Region 9 Per-Capita funds to support funding of both projects. She also noted that if these projects are funded by the Board, the Council will have finished awarding all of the FY2019 Per-Capita funds for Region 9. Shannon Holland explained that

the Council would need to vote on the funds transfer and Tom Click, as Chair, would need to write a letter to DHCD requesting the transfer.

***Tony O'Brien made a motion to approve the transfer of \$99,350 from FY2019 Project Reserves Capacity Building to Region 9 Per-Capita. Ed Scott seconded the motion. The motion carried.***

#### **10. Broadband Update**

Felix Sarfo-Kantanka gave an update on HB 2691 legislation taking effect July 1 related to broadband.

#### **11. Executive Committee Meeting Update**

Tom Click provided additional updates from the April 24 Executive Committee Meeting, as follows:

- The Executive Committee approved the award of the “Venture Hub” Business Plan to Camoin and Associates for just less than the \$50,000 approved by Council at the January 2019 Meeting. The project will report back to the Council in the Fall.
- The Executive Committee approved a Request for Quote, as outlined in the packet, for completing the Region 9 Growth Plan update. The plan is required by law and is due to DHCD by August 1.
- The Executive Committee recommends that the Council hold off on deciding on an action plan for the \$300,000 Innovation & Entrepreneurship allocation opportunity, as the “Venture Hub” Business Plan may inform appropriate next steps.

#### **12. Director Update**

Referring to the Director Update in the packet, Shannon Holland shared highlights for Region 9 including:

- Growth Plan Update Request for Quotes has been sent to Camoin, Mangum and Chmura with a deadline of Monday, May 6
- Project Updates:
  - All projects have now submitted reimbursements requests
  - Region 9 is leading other regions in paying out reimbursements according to information provided at the Chair/Vice Chair Meeting (March 2019)
  - Catalyst Accelerator Project is in Contract Review and the planning team recently met to discuss a communications plan
  - GWC PTEC – DHCD has provided approval for a budget change request, if applicant chooses to act, for moving funds from project Administration line to a new Event line item for engaging businesses to drive student enrollment in the machining program. The welding school has been sold to an owner in Virginia. There have been 2 visits by outside companies to the DMG MORI showroom.
  - Cyber and Crafting Projects have a lot going on at an accelerated pace
  - CvilleBioHub may be working to complete their ECB grant early and submit a larger Per-Capita grant immediately by the Fall
  - Application Pitch Calls for newly approved projects will be May 21 and 22

#### **13. Other Business**

Frank Friedman suggested internal and external marketing pieces. The internal piece would help Council members keep up on project activity and the external piece would help promote Region Activity and successes. Shannon Holland noted this as an Action Item for the next Council Meeting.

Shannon Holland shared that she had just been informed that, Jeff Waite, who serves on the Council Ex-

Officio as Chair of Virginia Career Works – Piedmont Region, has resigned that role due to being transferred out of state with Walmart Stores, Inc.

**14. Next Meeting**

Annual Meeting, June 25, 2019; 9:30 am to 11:30 am; 1001 Research Park Boulevard, 4<sup>th</sup> Floor  
Conference Room, Charlottesville, VA

**15. Adjourn**

***Tony O'Brien made a motion to adjourn the meeting. Frank Friedman seconded the motion. The motion carried. The meeting adjourned at 11:10 AM.***

DRAFT

**GO Virginia**  
**Statement of Financial Position**  
As of April 30, 2019

|   | Apr 30, 19       |
|---|------------------|
| <b>ASSETS</b>                           |                  |
| <b>Current Assets</b>                   |                  |
| <b>Checking/Savings</b>                 |                  |
| 11200 · GO VA Operating Account - Union | 74.60            |
| <b>Total Checking/Savings</b>           | 74.60            |
| <b>Accounts Receivable</b>              |                  |
| 11000 · Accounts Receivable             | 93,926.18        |
| <b>Total Accounts Receivable</b>        | 93,926.18        |
| <b>Other Current Assets</b>             |                  |
| 11100 · Accrued Receivable              | 3,428.07         |
| <b>Total Other Current Assets</b>       | 3,428.07         |
| <b>Total Current Assets</b>             | 97,428.85        |
| <b>TOTAL ASSETS</b>                     | <b>97,428.85</b> |
| <b>LIABILITIES &amp; EQUITY</b>         |                  |
| <b>Liabilities</b>                      |                  |
| <b>Current Liabilities</b>              |                  |
| <b>Accounts Payable</b>                 |                  |
| 20002 · Accounts Payable                | 17,880.00        |
| 20004 · Due to CVPED                    | 76,120.78        |
| <b>Total Accounts Payable</b>           | 94,000.78        |
| <b>Other Current Liabilities</b>        |                  |
| 25060 · Accrued Expenses - Other        | 3,428.07         |
| <b>Total Other Current Liabilities</b>  | 3,428.07         |
| <b>Total Current Liabilities</b>        | 97,428.85        |
| <b>Total Liabilities</b>                | 97,428.85        |
| <b>TOTAL LIABILITIES &amp; EQUITY</b>   | <b>97,428.85</b> |

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

|   | Jul '18 - Apr 19 | Budget      | % of Budget |
|---|------------------|-------------|-------------|
| <b>Income</b>                                       |                  |             |             |
| 41520 · State Grants                                | 136,751.67       | 390,814.72  | 35.0%       |
| <b>Total Income</b>                                 | 136,751.67       | 390,814.72  | 35.0%       |
| <b>Expense</b>                                      |                  |             |             |
| 51000 · Employee Expenses                           |                  |             |             |
| 51100 · Salaries and Wages                          | 106,343.16       | 171,132.94  | 62.1%       |
| 51200 · Required payroll related exp.               | 1,522.88         |             |             |
| 51300 · Fringe benefits                             | 4,131.29         | 404.15      | 1,022.2%    |
| 51000 · Employee Expenses - Other                   | 1,339.93         |             |             |
| <b>Total 51000 · Employee Expenses</b>              | 113,337.26       | 171,537.09  | 66.1%       |
| 52100 · Contracted services                         |                  |             |             |
| 52120 · Accounting Services                         | 2,083.34         | 6,000.00    | 34.7%       |
| 52150 · Technical support services (IT)             | 167.05           |             |             |
| <b>Total 52100 · Contracted services</b>            | 2,250.39         | 6,000.00    | 37.5%       |
| 53000 · Non-personnel related expenses              |                  |             |             |
| 53100 · Office supplies and services                | 2,002.55         | 3,250.00    | 61.6%       |
| 53200 · Facilities and equipment                    | 8,771.90         | 9,460.00    | 92.7%       |
| 53300 · Travel                                      | 1,850.30         | 2,790.00    | 66.3%       |
| 53400 · Insurance (Non-employee related)            | 37.50            |             |             |
| 53700 · Meetings and board development              | 2,805.59         | 6,480.59    | 43.3%       |
| 53800 · Marketing and Outreach                      | 62.50            | 11,310.00   | 0.6%        |
| <b>Total 53000 · Non-personnel related expenses</b> | 15,530.34        | 33,290.59   | 46.7%       |
| 54000 · Program expenses                            |                  |             |             |
| 54400 · Project related expenses                    |                  |             |             |
| 54410 · Planning                                    | 0.00             | 51,704.00   | 0.0%        |
| 54420 · Project Reserves                            | 0.00             | 111,111.00  | 0.0%        |
| <b>Total 54400 · Project related expenses</b>       | 0.00             | 162,815.00  | 0.0%        |
| <b>Total 54000 · Program expenses</b>               | 0.00             | 162,815.00  | 0.0%        |
| 01250 · General Administration                      | 5,633.68         | 17,172.04   | 32.8%       |
| <b>Total Expense</b>                                | 136,751.67       | 390,814.72  | 35.0%       |
| <b>Net Income</b>                                   | <b>0.00</b>      | <b>0.00</b> | <b>0.0%</b> |

# GO Virginia

## Budget vs. Actual by Project

July 2018 through April 2019

|  | Adult Beverage<br>(Projects) |            |             | CvilleBioHub<br>(Projects) |           |             |
|--|------------------------------|------------|-------------|----------------------------|-----------|-------------|
|  | Jul '18 - Apr 19             | Budget     | % of Budget | Jul '18 - Apr 19           | Budget    | % of Budget |
| Income                                 |                              |            |             |                            |           |             |
| 41520 · State Grants                   | 748.38                       | 249,472.00 | 0.3%        | 30,084.56                  | 83,540.00 | 36.01%      |
| Total Income                           | 748.38                       | 249,472.00 | 0.3%        | 30,084.56                  | 83,540.00 | 36.01%      |
| Expense                                |                              |            |             |                            |           |             |
| 51000 · Employee Expenses              | 696.92                       | 18,479.00  | 3.77%       | 20,375.02                  | 52,080.00 | 39.12%      |
| 52100 · Contracted services            | 3.04                         |            |             | 4.11                       | 5,000.00  | 0.08%       |
| 53000 · Non-personnel related expenses | 48.42                        |            |             | 9,705.43                   | 25,260.00 | 38.42%      |
| 54000 · Program expenses               | 0.00                         | 230,993.00 | 0.0%        | 0.00                       | 1,200.00  | 0.0%        |
| Total Expense                          | 748.38                       | 249,472.00 | 0.3%        | 30,084.56                  | 83,540.00 | 36.01%      |
| Net Income                             | 0.00                         | 0.00       | 0.0%        | 0.00                       | 0.00      | 0.0%        |



# GO Virginia

## Budget vs. Actual by Project

July 2018 through April 2019

|  | Cybersecurity<br>(Projects) |            |             | GWC PTEC<br>(Projects) |            |             |
|--|-----------------------------|------------|-------------|------------------------|------------|-------------|
|  | Jul '18 - Apr 19            | Budget     | % of Budget | Jul '18 - Apr 19       | Budget     | % of Budget |
| Income                                 |                             |            |             |                        |            |             |
| 41520 · State Grants                   | 660.86                      | 100,000.00 | 0.66%       | 134,269.72             | 244,300.00 | 54.96%      |
| Total Income                           | 660.86                      | 100,000.00 | 0.66%       | 134,269.72             | 244,300.00 | 54.96%      |
| Expense                                |                             |            |             |                        |            |             |
| 51000 · Employee Expenses              | 567.42                      | 72,350.00  | 0.78%       | 752.78                 |            |             |
| 52100 · Contracted services            | 2.48                        |            |             | 3.64                   | 18,000.00  | 0.02%       |
| 53000 · Non-personnel related expenses | 90.96                       |            |             | 72.89                  |            |             |
| 54000 · Program expenses               | 0.00                        | 27,650.00  | 0.0%        | 133,440.41             | 226,300.00 | 58.97%      |
| Total Expense                          | 660.86                      | 100,000.00 | 0.66%       | 134,269.72             | 244,300.00 | 54.96%      |
| Net Income                             | 0.00                        | 0.00       | 0.0%        | 0.00                   | 0.00       | 0.0%        |

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

|   | Site Readiness   |             |             | Total Projects   |             |             |
|---|------------------|-------------|-------------|------------------|-------------|-------------|
|   | (Projects)       |             |             |                  |             |             |
|   | Jul '18 - Apr 19 | Budget      | % of Budget | Jul '18 - Apr 19 | Budget      | % of Budget |
| Income  |                  |             |             |                  |             |             |
| <b>41520 · State Grants</b>                   | 55,760.15        | 58,675.00   | 95.03%      | 221,523.67       | 735,987.00  | 30.1%       |
| <b>Total Income</b>                           | 55,760.15        | 58,675.00   | 95.03%      | 221,523.67       | 735,987.00  | 30.1%       |
| Expense                                       |                  |             |             |                  |             |             |
| <b>51000 · Employee Expenses</b>              | 505.92           |             |             | 22,898.06        | 142,909.00  | 16.02%      |
| <b>52100 · Contracted services</b>            | 1.29             | 800.00      | 0.16%       | 14.56            | 23,800.00   | 0.06%       |
| <b>53000 · Non-personnel related expenses</b> | 27.94            |             |             | 9,945.64         | 25,260.00   | 39.37%      |
| <b>54000 · Program expenses</b>               | 55,225.00        | 57,875.00   | 95.42%      | 188,665.41       | 544,018.00  | 34.68%      |
| <b>Total Expense</b>                          | 55,760.15        | 58,675.00   | 95.03%      | 221,523.67       | 735,987.00  | 30.1%       |
| <b>Net Income</b>                             | <b>0.00</b>      | <b>0.00</b> | <b>0.0%</b> | <b>0.00</b>      | <b>0.00</b> | <b>0.0%</b> |

**NOMINEE SLATE  
GO VIRGINIA REGIONAL COUNCIL 9  
JUNE 25, 2019**

**VOTE FOR ACCEPTANCE**

**PUBLIC SECTOR**

| <b>Seat</b>                                      | <b>Approved and Submitted by</b>                  | <b>Name</b>  | <b>Term</b> |
|--|---|--|-------------|
| Elected Official, PD-9                           | RRRC  | The Honorable James “Jim” Crozier<br>Orange County | 3 Years     |
| Locality Administrator, PD-9                     | RRRC*   | Paul McCulla, Fauquier County                      | 3 Years     |
| Local Economic Developer, PD-10                  | Regional Economic Developers                      | Andy Wade,<br>Louisa County                        | 3 Years     |
| Educational Institutions –<br>Community Colleges | Jan Gullickson,<br>Frank Friedman,<br>Kim Blosser | Jan Gullickson,<br>Germanna Community College      | 3 Years     |

\*subject to RRRC Board Approval

**PRIVATE SECTOR**

| <b>Seat</b>                  | <b>Name</b>                | <b>Term</b> |
|------------------------------|----------------------------|-------------|
| Central Virginia Partnership | Kurt Krueger, McGuireWoods | 3 Years     |

**NOMINATING COMMITTEE\***

| <b>Name</b>                           |
|---------------------------------------|
| Ray Knott, Atlantic Union Bank        |
| Ed Scott, Eco-Septix Alliance         |
| Patrick Mauney, RRRC                  |
| David Pettit, Flora Pettit            |
| Pace Lochte, UVA Economic Development |

Per Council Bylaws, the Chair appoints a Nominating Committee at the meeting immediately prior to the Annual Meeting to develop a Slate for the Annual Meeting in June. The Council has determined that this committee should continue to serve until a new appointment is made.

**NOMINEE SLATE**



**GO VIRGINIA REGIONAL COUNCIL 9**  
**JUNE 25, 2019**

**VOTE TO APPROVE**

**PRIVATE SECTOR**

| <b>Nominations</b>  | <b>Name</b>                           | <b>Term</b> |
|---------------------|---------------------------------------|-------------|
| Chamber of Commerce | Tom Click, Patriot Industries         | 3 Years     |
| At-Large            | Jim Cheng, Cav Angels                 | 3 Years     |
| At-Large            | Brian Cole, LexisNexis                | 3 Years     |
| At-Large            | Shelby Brugiére, Dickie Bros. Orchard | 1 Year*     |

\*Remainder of term to be vacated by E. Smith on 6/30/2019

**OFFICERS AND EXECUTIVE COMMITTEE**

| <b>Role</b>         | <b>Name</b>          |
|---------------------|----------------------|
| Chair*              | Jim Cheng            |
| Vice Chair*         | Ed Scott             |
| Secretary/Treasurer | Andy Wade            |
| At-Large            | Tom Click            |
| At-Large            | David Pettit         |
| At-Large            | Pace Lochte          |
| At-Large            | Felix Sarfo-Kantanka |

\*Chair and Vice-Chair serve from immediately after the Annual Meeting until immediately after the following Annual Meeting or until their successors are subsequently elected. Annual Meetings are held yearly in June. All other Executive Committee Members serve annually.

## GO Virginia Region 9 Growth Plan Update Timeline

| <b>GROWTH PLAN UPDATE REGION 9</b> | START     | END       | Who   |
|------------------------------------|-----------|-----------|---|
| Council Meeting Presentation       | 6/25/2019 | 6/25/2019 | SH  |
| Incorporate Council Feedback       | 6/26/2019 | 6/26/2019 | SH  |
| Share with Stakeholders            | 6/27/2019 | 7/9/2019  | SH, CS (ED Partners, website, social media, Council, DHCD, CVPED) |
| HELEN VACATION                     | 6/29/2019 | 7/9/2019  | HC  |
| SHANNON VACATION                   | 7/12/2019 | 7/19/2019 | SH  |
| Incorporate Stakeholder Feedback   | 7/10/2019 | 7/11/2019 | SH  |
| Approval by Executive Committee    | 7/22/2019 | 7/26/2019 | SH  |
| Shannon/Candace OOO at UBED-NC     | 7/29/2019 | 8/1/2019  | SH, CS  |
| Submit to DHCD                     | 7/28/2019 | 7/28/2019 | SH  |
| DUE to DHCD                        | 8/1/2019  | 8/1/2019  | SH  |

## GO Virginia – Growth and Diversification Plan Amendment Guidelines - Summarized

| Data  |
|---|
| <b>GENERAL</b>  |
| <ol style="list-style-type: none"> <li>1. Annual change in average annual wages</li> <li>2. Growth of key employment sectors</li> <li>3. Job growth year by year and cumulative</li> <li>4. How changes in employment and wage patterns have impacted regional growth</li> <li>5. Change in the number of jobs supported through revenues derived from out-of-state sources</li> </ol>  |
| <b>Forward looking data for below four frameworks.</b>  |
| <b>TALENT DEVELOPMENT-</b>  |
| <ol style="list-style-type: none"> <li>1. # of credentials offered</li> <li>2. # of program / degree completions in areas tied to regional clusters</li> <li>3. # of internships/apprenticeships offered</li> </ol>   |
| <b>START UPS- forward looking data</b>  |
| <ol style="list-style-type: none"> <li>1. # of patents awarded, a new business formations ( for a) I assume related to patents)</li> <li>2. # of licenses generated through commercialized research <b>increase</b> in investments/funders</li> </ol>   |
| <b>SCALE UPS-forward looking data</b>   |
| <ol style="list-style-type: none"> <li>1. # of companies in existence 5 years after formation</li> <li>2. growth of jobs from small and mid-sized companies (define small and mid-size)</li> <li>3. increase in cluster</li> <li>4. new clusters</li> </ol>   |
| <b>SITE DEVELOPMENT- forward looking data</b>   |
| <ol style="list-style-type: none"> <li>1. # of sites characterized</li> <li>2. # of Tier 4 or higher sites</li> <li>3. Total acreage of sites characterized</li> <li>4. localities participating in a RIFA/revenue sharing agreement</li> <li>5. Increase in prospect inquires</li> </ol>   |
| <p><b>Section IV 3.Explain if the previously identified targeted business sectors or clusters have changed</b> since the original growth and diversification plan and why those changes occurred. The identification of targeted sectors or clusters must be based on empirical data and be based on results that are realistic given the drivers of the region's economy. The amended plan should specifically address how each sector has changed since the implementation of GO Virginia and outline any needs or opportunities for growth in these sectors that could be supported through GO Virginia funding.</p> |
| <p><b>Section IV 4.Update the previously identified workforce gaps</b> in the availability of immediately employable talent in the targeted sectors or clusters. The prioritization of workforce gaps to be addressed will serve as guidance to the regional council and board in the evaluation of future funding decisions. If a gap exists in a newly identified target sector, identify current efforts to address this gap, being specific as to the skills/credentialing/experience/education required, and whether these efforts are adequate to address the shortage and to support long-term growth.</p>       |
| <p><b>Section V 2.</b>The plan should address the elements outlined in the Growth and Opportunity Act and <b>how strategies are aligned with other related programs</b> including, as appropriate, the Virginia Research Investment Committee (VRIC), the Collaborative Economic Development Act, and the State Council for Higher Education Virginia (SCH EV) credentialing program.</p>   |

## GO Virginia – Growth and Diversification Plan Amendment Guidelines - Summarized

| Outreach   |
|--|
| <p><b>Section IV 2. Identify any new, non-GO Virginia efforts to diversify and grow and/or retain higher paying jobs</b> and to enhance access to such jobs. The amended plan should identify opportunities for collaboration or complementary efforts as appropriate.</p>   |
| <p><b>Section IV 5.</b>Project Pipeline: Considering items 1-4 above, the key component of the <b>amended plan should focus on the development of a project pipeline by outlining opportunities for the region to grow existing business, fill gaps in existing sector presence, sea e up existing companies (particularly around existing opportunities commercialization or research, and examine potential joint economic development activities.</b> This focus on project pipeline development shall also consider an evaluation of the current project development process of the region and best practices for improving the process.</p> |
| <p><b>Section V 3.</b>The role of the regional council itself and other relevant entities should be considered in the development of the amended plan, particularly where the entity may be identified as a partner for implementation. The regional council shall provide for public participation and input from affected stakeholders to help identify regional needs and opportunities for cooperation. The method of receiving input and the information gained must be documented in the amended plan.</p>   |
| <p><b>Section V 4. Potential sources of matching funds should also be identified,</b> though specific commitments and amounts are not required until applications are sought to support regional projects. In particular, the amended plan should identify potential sources of local match where potential project development would align with a local priority. Regional Councils should consider outreach to local governments within their area during the local budget making processes to secure contingency reserves that may be available for local match of GO Virginia project opportunities identified during the coming year.</p>   |

| Narrative  |
|--|
| <p><b>Section IV 5 b.</b> The amended plan shall also <b>evaluate the current project development process</b> of the Regional Council and consider best practices for incubating project partners and ideas with the capacity to deliver the priority projects of the region that best meet the goals of Growth and Diversification plan. A key best practice is moving away from a project development process that waits for projects to apply and towards a council and staff driven process that incubates and seeds project pipeline development.</p> |
| <p><b>Section IV 5 c.</b> The regional council should <b>utilize the final report provided by TEconomy Partners,</b> to identify a regional approach for startup ecosystem development including a pipeline of projects that would be consistent with those recommendations.</p>   |
| <p><b>Section IV 5 d.</b> The regional council should also <b>outline a regional approach to addressing the region's site readiness needs by advancing sites</b> through the Virginia Business Ready Sites Program (VBRSP). The regional council should consider the region's best opportunities for joint site and infrastructure development when establishing their approach.</p>   |

**FY 2019**  
**DASHBOARD**  
**Region 9 - Piedmont Opportunity Corridor**  
**As of 6/25/2019**

**PER CAPITA FUNDING**

| Per Capita Allocation | FY2018 Carryover | Transfer Project Reserves from Capacity Building | Total for Projects | YTD Awarded | Funds Remaining |
|-----------------------|------------------|--|--------------------|-------------|-----------------|
| \$1,000,000           | \$60,314         | \$99,350   | \$1,159,664        | \$1,159,550 | \$114           |

**PROJECT PIPELINE RECAP**

| Activity from 7/1/2018 to | 6/25 |
|---------------------------|------|
| Inquiries                 | 40   |
| Active                    | 1    |
| Applied                   | 3    |
| Closed/Merged/Not Active  | 39   |
| Per Capita                | 27   |
| Competitive               | 13   |
| Pre-Applications Received | 8    |

| Frameworks from 7/1/2018 to | 6/25 |
|-----------------------------|------|
| Innovation/Entrepreneurship | 14   |
| Talent Development          | 9    |
| Growing Existing Businesses | 12   |
| Sites                       | 1    |

| Target Industries         | 6/25 |
|---------------------------|------|
| Light Manufacturing       | 1    |
| IT/Communications         | 11   |
| Food & Bev                | 8    |
| Financial & Bus. Services | 0    |
| Biotech                   | 3    |



**FY 2019**  
**Region 9**

**YEAR END REPORT ON GROWTH PLAN IMPLEMENTATION**

**FUNDS AWARDED – PER-CAPITA**

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

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

**APPROVED PROJECTS – PER CAPITA**

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



## PROJECT FRAMEWORKS AND TARGET INDUSTRIES

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

## ENGAGEMENT – BUSINESS, EDUCATION AND LOCALITIES

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

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

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

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

## PROJECT INQUIRIES

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

### FRAMEWORKS (FY18/FY19)

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

### TARGET INDUSTRIES (FY18/FY19)

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

## PROJECT PIPELINE

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



**DIRECTOR UPDATE  
REGIONAL COUNCIL 9 MEETING  
JUNE 25, 2019**

**Project Reporting:**

- Q2 projects report due to DHCD 7/31/2019

**Project Budget Changes/Updates:**

- Match Changes:
  - Catalyst Accelerator Project revised the matching funds budget to \$475,000 so there is an exact 1:1 match
  - Cybersecurity – added Tuition as a new Match budget line and documented for \$128,650; therefore documenting all Match required for this project going forward
  - Adult Beverage – added Tuition as a new Match budget line and documented for \$31,461
- Budget Changes:
  - GWC PTEC – DHCD approved moving \$5,000 from Partnership Admin to a new line Marketing to support initiatives to engage businesses for identifying students
  - Cybersecurity – DHCD approved moving \$15,000 from equipment to a professional development budget line

**Promotion/Outreach:**

- “Venture Hub” Business Plan RFP Oversight Team met on 6/4/2019; next meeting 7/26
- Catalyst, CvilleBioHub and “Venture Hub” presented at UBED meeting hosted by UVA
- CvilleBioHub Presentation on 5/29/2019 at The Vault on Patent Law
- Rural Entrepreneurship discussion at Central Virginia Partnership Meeting on 6/1/2019 with Sean Carr, UVA Batten Institute

**Earned Media/Published Articles:** (posted on [www.GOVirginia9.org](http://www.GOVirginia9.org))

- n/a

**Upcoming Dates**

- Region 9 deadline September 9

**Plan Update**

- Growth Plan Update DRAFT shared with Executive Committee
- Growth Plan Update DRAFT shared with Council on 6/18/19

**Action Items:**

- Incorporate new FY20 Metrics from DHCD into application process
- Finish and submit Growth Plan Update by August 1 to DHCD
- After contract execution for Catalyst, coordinate press release
- Create Birthstones for Regional Business Park and Young Entrepreneurs Resource Guide
- Support “Venture Hub” RFP Oversight Team

### **GO Virginia Workforce Metrics**

1. Number of students trained
2. Number of employees upskilled
3. Number of jobs created
4. Number of jobs retained
5. Number of businesses served
6. Number of internships/apprenticeships completed
7. Number of new programs/credentials implemented
8. Number of credentials awarded
9. % of completers receiving credentials
10. Average wages of jobs created
11. Average increase in wages for trainees/graduates
12. Leveraged private investment
13. Leveraged public investment

### **GO Virginia Site Development Metrics**

1. Number of jobs created
2. Number of jobs retained
3. Number of businesses served
4. Acres advanced to higher tier per VBRSP
5. Total square footage of new space developed
6. Linear feet of water/sewer infrastructure constructed
7. Water/sewer capacity – MGD (million gallons per day)
8. Marketing dollars deployed for the site
9. Number of projects (active company recruitment files)
10. Number of prospects (active company visits)
11. Number of businesses attracted
12. Average wages of jobs created
13. Leveraged private investment

14. Leveraged public investment
15. Revenues increased from export-sales

#### **GO Virginia Startup Ecosystem Metrics**

1. Number of jobs created
2. Number of jobs retained
3. Average wages of jobs created
4. Average increase in wages for employees
5. Number of new programs/credentials implemented
6. Number of credentials awarded
7. Number of businesses attracted
8. Number of businesses retained
9. Number of businesses expanded
10. Number of businesses founded
11. Number of businesses served
12. Leveraged private investment
13. Leveraged public investment
14. Total capital raised/deployed
15. Research and development (R&D) funding deployed
16. New products completed/released to production
17. Total patents filed
18. Total patents pending
19. Total patents awarded
20. Number of fund investments placed and average deal size
21. Number of businesses applying for fund investments
22. Number of businesses interviewed and evaluated for fund investments
23. Return on Investment (ROI)
24. Internal Rate of Return (IRR) for deployed funds
25. Revenues increased from export-sales